VARONIS

How a Manufacturer Built a Data Governance Foundation with Varonis

> " "What do I think of Varonis? Rock stars from beginning to end. One of the best service-oriented solutions I've ever been involved with. It's the best solution out there for what it does."

About this case study:

Our client is a major manufacturing company in the U.S. We have happily accommodated their request for anonymity.

HIGHLIGHTS

Challenges

+ Building a data governance foundation from scratch

+ Gaining visibility into over 9 TB of data (1.4 million folders)

+ Protecting vulnerable data from ransomware

Solution

The Varonis Data Security Platform:

+ Provides complete visibility and control over critical data and IT infrastructure

+ Discovers and classifies sensitive data

+ Monitors and alerts on abnormal behavior on critical systems

Results

+ Visibility into where sensitive data lives and what's at risk

+ Capability to lock down sensitive data and move toward least privilege

+ Tools to enforce good data governance company-wide

CHALLENGES

Building a data governance foundation from scratch

A large U.S.-based manufacturer (anonymous by request) needed to get a handle on its data.

The company's legacy Windows environment contained decades of accumulated information, including:

+ 9.02 TB of data

+ 1,436,807 folders

+ 11,395,594 files

+ 9,501,888 permissions

A lack of visibility across their data estate and little insight into how that data was being used put the company at risk of a data breach. They didn't know how large their blast radius — all the potential damage that could result from just one compromised account — was or where sensitive data was overexposed and underprotected.

An IT analyst at the company explained how just one wrong click could have spelled disaster for the company:

> **"What keeps us up at night is ransomware, malware, viruses, someone coming in the backdoor and stealing data, you name it. All it would take is one person clicking on an email to start proliferating through everything else."**
>
> **"You just have to hope you have the right tools in place to catch and stop it."**

The company needed a solution — fast.

With PII, PCI, Social Security numbers, intellectual property, and numerous other types of sensitive data at risk, the manufacturer could not afford to continue operating in the dark and remaining vulnerable to internal and external attacks.

According to the IT analyst:

> **"We lacked the ability to have discovery for changes in the Active Directory group policy objects and our file server environment."**
>
> **"If they had the rights, someone could go in and delete somebody else's files and there was no easy way to discover who did what, when, and where."**

The manufacturer decided to build a robust data governance foundation from scratch. After reviewing solutions on the market, they decided to approach Varonis for assistance.

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SOLUTION

The capability and insight to reduce risk

A complimentary Data Risk Assessment identified at-risk sensitive data in the manufacturing company's environment and highlighted just how much they had to lose. The assessment even found a critical HR payroll folder containing **over 90,000 Social Security numbers exposed to everyone in the company.**

According to the IT analyst:

> **"The discovery was traumatizing. That's what happens when you have 50 different people managing 30 years of data and everybody has a different idea of how it should be done."**

In addition to pinpointing the biggest vulnerabilities, the assessment provided actionable steps to help the manufacturer prioritize and fix its largest security risks. Securing sensitive data was the first step.

The Varonis Data Security Platform makes this easy. The platform enables the IT and information security teams to:

+ Automatically discover and classify sensitive data (PII, PCI, intellectual property, regulated data, etc).

+ Visualize permissions and monitor file shares to know who was able to access data and where it was overexposed.

+ Obtain scalable and detailed auditing of all activity across Active Directory and core data stores.

With this insight, the team quickly found exposed data and easily removed excessive permissions without disrupting their business. Varonis reveals exactly who has access. Permission changes can be quickly simulated and committed (and easily rolled back, if needed.)

> **"Varonis follows through on what they say they're capable of doing. We've never had any doubts about the platform's discovery, security, or end-to-end reporting mechanisms. It's super powerful."**

The company also rolled out monitoring and alerting to proactively detect and safeguard against threats like ransomware. The Varonis Incident Response team worked with manufacturer operationalize alerts within their environment.

According to the IT analyst:

> **"Number one, I don't have to worry about things unless Varonis brings it to my attention. Number two, when it does bring it to my attention, it helps me simplify the process and discover where the issue lies. The granularity of the alerts makes it incredibly useful."**

But as much as the IT analyst loves the product, their favorite thing about the partnership is the unparalleled training and support they receive. Additionally, Varonis makes advanced training free for all customers. The IT analyst dived right into Varonis' pre-recorded sessions and live training sessions.

Fast forward a few years. The manufacturer — still a happy customer — decided to switch to Varonis' cloud-native Data Security Platform from the on-prem version.

Varonis' cloud-hosted platform now provides the manufacturer with the same real-time visibility into the company's Microsoft 365 environment and on-prem file shares. The manufacturer is assured they are always running the latest version of the platform.

To address potential threats, the Varonis' Proactive Incident Response team monitors the manufacturer's environment for suspicious activity that could be an early indication of a possible attack.

"Varonis' team is shockingly helpful. These people give the product its worth. The platform sells itself, but the team behind Varonis is what makes it shine."

RESULTS

Paving the road to least privilege

Varonis laid the groundwork for the manufacturer's data governance strategy. The company is now moving toward least privilege and locking down sensitive data to meet compliance requirements.

According to the IT analyst:

> **"What do I think of Varonis? Rock stars from beginning to end. One of the best service-oriented solutions I've ever been involved with. It's the best solution out there for what it does."**

Varonis also proved instrumental in resolving potentially dangerous situations. In one instance, the security team received an alert that a user's account received 300,000 hits in a short time. Varonis enabled the team to investigate the alert and quickly determine the cause.

> **"Nothing else gives you the same level of granularity or insight into the things going on in your environment in one pane of glass like Varonis. There's not another tool that can do it the way they do."**

With a solid understanding of its cybersecurity footprint and a clear path forward, the company is now considering expanding how they use Varonis to expedite the remediation process.

For example, Varonis would make cleaning up the manufacturer's 30 years' worth of stale data a breeze. Varonis moves, archives, quarantines, or deletes data based on content type, age, sensitivity, and access activity. Instead of meeting data retention policies in months or years, it could be done in weeks.

> **"I can't fathom how anybody could survive without Varonis, especially in an environment with a lot of critical data. Every high-end financial institution, insurance organization, and government should use it."**

"Nothing else gives you the same level of granularity or insight into the things going on in your environment in one pane of glass like Varonis."

Your Data. Our Mission.

Varonis shows you where you're at risk
and how to fix it.

Request a demo