# How a Large Manufacturer Relies on Varonis for DSPM

> We've identified so many people sharing files on OneDrive and Teams they have no business sharing. Varonis gives us visibility and enables us to keep our end users honest by showing us what's happening in Microsoft 365.

**About this case study:**

Our customer is a U.S.-based manufacturer. We have happily accommodated their request to anonymize all names and places.

## HIGHLIGHTS

### Challenges

- Classifying and remediating 15+ years of data
- Visibility and control of data and permissions
- Securing data in Microsoft 365, including OneDrive, Teams, and Azure, and on-prem file shares

### Solution

**Varonis' cloud-native Data Security Platform provides:**

- **Powerful automation that fixes security issues without human intervention**
- **Visibility and control across all enterprise data**
- **Real-time alerts on potential threats**
- **Support via proactive threat detection and response**

### Results

- Peace of mind
- Comprehensive DSPM
- CMMC 2.0 readiness

# CHALLENGES

## Data security for a large hybrid environment

A large automotive manufacturer had a "keep everything forever" policy, which resulted in vast data stores — and risks. Sensitive data and personal confidential information were scattered throughout their hybrid environment.

According to their CISO:

> **"We've been accumulating data for years. We found reports with social security numbers and personal CUI that shouldn't be there. We had so much information, but we didn't know if the right people had the right access to everything.**
>
> **We just onboarded a new backup provider, so we'd always be able to get the information back. But the question we had was, "How do we protect it, and how do we classify it?"**

The right people needed the right access, but ensuring this alignment seemed daunting to the organization. They needed a solution that could provide granular visibility into permissions and access rights across their sprawling network.

Then the CISO and their team got a 30-minute Varonis demonstration.

> **"We did a demo of the on-prem version. But when we went live, we chose Varonis' cloud version. Because it's in the cloud, we don't have to maintain on-prem servers or maintain the application ourselves."**

Like many organizations, the manufacturer was moving to the cloud:

> **“As we’re moving to the cloud, there’s no real native tool that allows you to see people sharing information externally or sharing information with everybody throughout the company or everybody externally.**
>
> **Varonis had that tool set that we were looking for.”**

# SOLUTION

## Real-time visibility across multi-cloud storage and apps

Varonis’ cloud-native platform provides real-time visibility into the company’s Microsoft 365 environment, including OneDrive, Teams, and Azure, and on-prem file shares.

Varonis classifies all the data in their hybrid environment, maps out permissions, and identifies and remediates overexposed information automatically.

> **“You can download a thousand PowerShell scripts to try and find some of that information. Varonis gave us that visibility instantaneously, which was especially helpful on the Microsoft 365 side.”**

With Varonis, the CISO could quickly understand what data they had, where it lived, and who could access it.

> **“Varonis gave us the ability to produce reports that showed SSNs and personal CUI that shouldn’t be there.”**

## Automated security outcomes

After gaining a clear picture of their exposure and risk, the IT team could then use Varonis to remediate access and implement Zero Trust policies.

Using Varonis, the IT team found thousands of ‘anyone on the internet’ active sharing links. They didn’t know that older links remained active after they disabled external sharing.

Varonis remediated those links automatically.

According to the CISO:

> **“We identified so many people sharing files on OneDrive and Teams that they have no business sharing.**
>
> **Varonis gives us visibility and enables us to keep our end users honest by showing us what’s going on in Microsoft 365.”**

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# RESULTS

## Comprehensive DSPM

Varonis helps the CISO show that the company has its cybersecurity ducks in a row.

> **"Our insurance companies and our tier-one customers ask in-depth questions like, 'What does your ransomware protection look like?' Varonis is one of a bevy of systems we have that help us answer the questions that they end up asking."**

While Varonis' out-of-the-box capabilities impressed the CISO, they're only getting started with unleashing the platform's full potential.

> **"The platform is so in-depth. We've only scratched the surface with what we can do. It does a lot."**

## Proactive data-first security

With Varonis, the CISO's team shifted from reactive to proactive security. The system learned from data usage patterns, minimizing false positives.

> **"Before, we could only react to events. With Varonis, we can look ahead. The system gets smarter by learning how we store and access our data, which minimizes false positives and augments proactive action."**

The CISO's team attends quarterly stand-ups with Varonis customer support to expand their knowledge and learn about new features.

> **"Varonis is not a static product. And it's great knowing the Varonis team has people with high IQ and EQ on your side."**

# RESULTS

## CMMC 2.0 readiness

The company’s next goal: Cybersecurity Maturity Model (CMMC) 2.0 certification. Using Varonis, the IT team is shoring up its cyber readiness and implementing controls compliant with NIST cybersecurity standards.

With Varonis, the manufacturer plans to fast-track CMMC certification.

> **“If you’ve ever gone through NIST or CMMC compliance requirements, it all comes down to how you classify your data and protect your CUI. Varonis solves that need and it’s a big part of our CMMC 2.0 preparations.”**

## Peace of mind

The CISO says that the biggest benefit of Varonis is peace of mind. Varonis enables them to detect and address cyberattacks in real-time and proactively mitigate risk.

> **“Before we could not do what we needed to do to secure our data, especially in Microsoft 365. Now, we can have true data security and governance with a product that classifies all the data in our hybrid environment, maps out permissions, and identifies overexposed information automatically.”**

Having the Varonis incident response team monitor data for threats and investigate suspicious behavior adds to that peace of mind.

> **“Varonis is watching everything. Our engineers and management directors sleep better at night knowing that we have Varonis watching our files. If something happens, we’re able to catch it. If you take your data security and privacy seriously, you need a product like Varonis.”**

“Now, we can have true data security and governance with a product that classifies all the data in our hybrid environment, maps out permissions, and identifies overexposed information automatically.”

# Your Data. Our Mission.

Varonis protects your data wherever it lives, across multi-cloud, SaaS, IaaS, and on-prem.

Request a demo

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