![Cloudrise]

Streamlining, Consolidating, and Automating Data Protection to Add Business Value

With hundreds of billions of dollars in revenue, this pharmaceutical distribution company serves countries around the globe, ensuring that millions of crucial medications reliably and securely reach their destinations every day. The company spent an average of 20 hours per week on labor-intensive manual processes to protec ttheir data, and needed a better solution that would scale with business operations.

U.S. FORTUNE 500 PHARMACEUTICAL DISTRIBUTION COMPANY

Reduced policy count by
42

Consolidated policies by
55%

Reduced report creation cost by
40%

Situation
The company had a multitude of data protection and privacy tools and no unified policies or reporting abilities.

Challenge
Excessive time spent on manual processes cost $45,000 annually and took away from strategic initiatives. Plus, policy process were not documented.

Solution
— Cloudrise optimized processes across data protection solutions, business applications, and visualization tools.

— Cloudrise assisted with optimizing and documenting policies, enabling faster incident response times.

THE SITUATION

One of the leading distributors of pharmaceutical products, our customer relies on data stored in a myriad of systems to connect pharmaceutical manufacturers and healthcare providers so that millions of patients a year receive the care they need. In this industry, data security is crucial—and mandated. Although data protection and privacy point solutions helped decrease risk, each separate tool required its own operations, policy logic, and outputs, creating largely manual, time-consuming processes. Even worse, the customer didn't always have the right in-house expertise to use the tools effectively.

THE CHALLENGE

The first challenge was reporting: producing reports was labor intensive and not scalable for business growth. Even once they were produced, the resulting reports were difficult to understand and did not provide value to executive leadership.

Additionally, the excessive time spent producing data and cloud security reports (approximately 20 hours per week, or $45,000 annual in labor costs) meant the team was unable to spend time on much-needed strategic initiatives to drive business.

Even once the daily reports were generated from its multiple solutions, the company then had to manually update policies in order to track and alert on the data they had extracted, rendering the reports excessively difficult to act on.

THE SOLUTION

We began with a big-picture assessment of the customer's data and cloud security program to identify use cases specific to our customer. From those we worked closely with the customer team to develop playbooks that guided the development of a set of tools and processes that would streamline and optimize their reporting.

Ultimately, we built, deployed, and continue to manage the processes, consolidating from 77 to 35 policies across Netskope and Office 365. We implemented enhanced metrics and automated report development and distribution. Then we automated policy updates, improving overall accuracy, efficiency, and risk reduction.

THE RESULTS

The cost of building and maintaining an optimized approach has been far less than the previous manual approach, and it continues to deliver a high return on investment for the customer. Specifically:

Reduced Time and Cost
We reduced time and cost to create and distribute reports by 40%.

Increased Policy Efficiency
We consolidated production policies by 55% (from 77 to 35).

Faster Incident Response
We automated and refined end-user awareness for compromised and unauthorized credentials—creating actionable data to respond to.

Interested in optimizing your data protection?

Cloudrise draws on more than two decades of experience delivering data-centric advisory, implementation, optimization, and managed services. Contact us for expert advice personalized to your business.