

A Multi-National Engineering, IT and Staffing Services Company

TECHNOLOGY



Industry

- Technology

Environment

- 110 endpoints protected
- Microsoft Windows

Challenges

- Extremely short timeframe for deployment and rollout
- Scarce internal security and IT operations resources
- Requirements included data loss prevention, network access control, removable media management, and digital rights management
- Federal ITAR/EAR requirements

Results

- Fully operational and compliant with client's requirements in 90 days
- A single, managed solution for all data protection needs
- No additional IT or security overhead
- No additional capital expenditures
- Fully compliant with ITAR/EAR requirements

Compliant with Client Data Protection Requirements in 90 Days

A multinational company providing engineering, IT and staffing services to clients in a range of industries received a challenging demand from one of their largest clients. The aerospace client mandated strict new policies for handling their trade secrets, with a six-month deadline to comply. Up until this point, the company had secured client IP by physically segregating data and knowledge workers across different project teams. However, federal export control laws for handling classified information rendered this model unsuitable.

The company faced a demanding challenge; with just a very small security staff, they had to quickly develop, adopt, and rollout a new approach to data protection – in less than six months.

> THE BUSINESS CHALLENGE

The aerospace client had worldwide operations and was a major supplier to the Department of Defense. It shared sensitive information in multiple formats with its supply chain. As a defense contractor, some, but not all of the data they used was subject to ITAR/EAR requirements. Under ITAR, specific design components and data may not be shared with non-US citizens, even if they are active in the manufacturing of components.

The client's requirements addressed multiple attack vectors, and consequently the potential for multiple solutions. This included Data Loss Prevention (DLP), network access control, removable media management, and digital rights management (DRM). Sourcing, evaluating, and implementing multiple point solutions in the required timeframe was too big a task for the security team, and the risk of failure was substantial.

The services company's IT resources were already fully utilized with existing operations. So adding one or more new security solutions in the required timeframe was extremely risky.

> CRITICAL SUCCESS FACTORS

- Meet requirements without adding IT and security overhead
- Support multiple use cases and attack scenarios
- Comply with ITAR/EAR requirements
- Meet the aggressive timeframe for adoption and rollout

DIGITAL GUARDIAN FACTS

Customers

- Over 250 customers
- 130 of the Global 2000
- Government Agencies
- Used by 7 of the top 10 US Patent Holders
- Over 2,100,000 endpoints protected
- Only solution to scale to 250K+ agents

Information Discovery and Classification

- Context-based data awareness
- Content Inspection
- User Classification
- All content is tagged with permissions
- Permissions persist through reuse, renaming
- Over 300 data types
- 90 languages

Response Options

- Monitor, log, report
- Prompt, justify, and report
- Block and report

Response Options

- Monitor, log, and report
- Prompt, justify, and report
- Block and report

Supported Platforms

- Desktop/Laptop
- Server
- Network
- Virtual
- Supports devices on network and off network

Supported OS

- Windows
- Linux
- Mac OS

Deployment Models

- On Premise
- Managed Service
- Hybrid



> THE SOLUTION

Digital Guardian worked with the firm to determine the best way to address the client security requirements and meet the tight deployment deadline with as little disruption to employee workflow as possible. Digital Guardian's data aware solution – that protects the data directly while enforcing appropriate use – provided a single solution for all of their data protection needs. Data loss prevention, network access control, removable media management, and ITAR-compliant features can all be managed with the Digital Guardian platform.

Due to the aggressive deadline and limited internal resources, the firm chose Digital Guardian's Managed Security Program (MSP). The MSP offering enabled the firm to focus on existing operations and rely on DG security experts to manage and monitor all threats to their data, from inside or outside the organization. Because Digital Guardian classifications persist as data is used, ITAR-regulated information could be masked or displayed based on each individual user.

The client's requirements were unexpected, and therefore unbudgeted, but the decision to go with the MSP offering minimized out-of-pocket costs, and eliminated the need to adjust their capital budget. No new servers, capitalized software, or added IT personnel were required.

> THE RESULTS

Within 90 days, the service was operational and compliant with the aerospace client's security requirements.

As a managed service, the company's internal team needed only to deploy agents to targeted laptops, workstations, and servers. Once installed, the agents immediately began reporting risk intelligence to the data security experts at Digital Guardian's Security Operations Center (SOC).

Using the policy requirements supplied by the aerospace client and the baseline activity insight recorded at the SOC, the Digital Guardian analyst created rules for data categorization, policy alerts, and risk-based enforcement.

Today, the firm's data security program is fully operational across all engineers, consultants, and project managers authorized to access the client's IP. Without any dedicated staff or infrastructure, the company can, at anytime, definitively prove its adherence to their client's rules for handling proprietary data, including those required for ITAR and EAR compliance.

The company has not only been able to maintain its reputation as one of the aerospace client's most trusted suppliers; they've been able to use their mature security posture to assist in winning new clients.