

# How a Top Aviation Company Turned to Varonis for DSPM

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## About this case study:

Our customer is a company in the aviation sector. We have happily accommodated their request to anonymize all names and places.

# HIGHLIGHTS

## Challenges

- + Securing PII
- + Visibility and control of data and permissions
- + SEC audits and reporting

## Solution

### Varonis' cloud-hosted Data Security Platform:

- + 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

## Results

- + Comprehensive DSPM
- + Automated outcomes
- + Audits made easy
- + Support from a trusted partner

# CHALLENGES

## Safeguarding sensitive data

A top company in the aviation space faced a critical challenge: safeguarding sensitive data, including PII like social security numbers, addresses, and phone numbers.

Their IT team knew it was just a matter of time before a user clicked on a phishing email.

According to the IT manager:

**“Before we purchased Varonis, we had no way to understand our data. We lacked the tools to implement a good data governance policy. We couldn’t even locate stale data, or see how much of our stale data was sensitive.”**

Their mission: prevent data breaches and ensure compliance with regulations.

They needed robust visibility and control for their data — by knowing what sensitive information they had, ensuring authorized access, and detecting abnormal behavior.

## SOLUTION

### Varonis' cloud-native Data Security Platform

When the organization learned that Varonis' flagship Data Security Platform was available as a SaaS, they became an early adopter.

**"Varonis is a pioneer in data security. They have years of experience packed in this area. When Varonis told me, they had a SaaS application I jumped at the opportunity."**

Implementing Varonis was seamless and fast. The IT team didn't have to think about updating the DSPM solution. According to the IT manager:

**"The Varonis implementation was seamless. The Varonis team was professional, and we set it up very quickly. With Varonis' cloud-hosted version, I get the latest and greatest updates pushed by Varonis. I never have to think about maintenance."**

The organization soon gained the insights they were looking for. Varonis automatically identified users with access to sensitive information they shouldn't have.

**"The Varonis implementation was seamless. The Varonis team was professional, and we set it up very quickly."**

## Support from a trusted partner

Varonis met the customer's requirements with a comprehensive DSPM and exceeded their expectations. By leveraging the Varonis SaaS solution, they achieved robust protection for their sensitive information.

According to the IT manager:

**"Without a solution like Varonis, achieving the level of data protection we needed would have required a lot of complex scripting and additional headcount."**

The customer meets with Varonis' Customer Support team to ensure they're getting the most out of the platform. The meetings help the customer stay on top of the latest enhancements and achieve automated outcomes.

**"Our experience has been excellent. The Varonis team is knowledgeable and they're always adding new advancements within the platform. Overall, it has been great."**

**"Protecting our sensitive data is a priority. With Varonis, we're able to see what data users have and what data they shouldn't. From an AD perspective, Varonis helps us understand how users are accessing data. Varonis gives us the details we need to answer our questions."**

**"With Varonis' cloud-hosted version, I get the latest and greatest updates pushed by Varonis. I never have to think about maintenance."**

# RESULTS

## Automated Outcomes

Unlike most data security companies that stop at identifying issues, Varonis can automatically fix them. Varonis makes intelligent decisions and enforces policies behind the scenes to keep risk low and prevent damage.

**“We can’t monitor the network 24/7. Varonis lets me sleep easier because I know they’re watching our data.”**

The Varonis Data Security Platform and Incident Response team monitor the customer’s environment for unusual activity.

**“Varonis alerts us when our users are checking in from suspicious locations or when something is out of the norm. Varonis tells us, ‘Check your alerts. We noticed that there’s a suspicious user login happening at a remote location.’”**

**“We can’t monitor the network 24/7. Varonis lets me sleep easier because I know they’re watching our data.”**

## Audits made easy

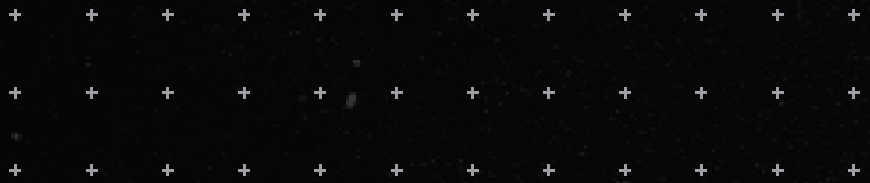
Varonis plays a pivotal role in crafting auditing reports for the IT team. With Varonis, the customer can easily produce reports that show their data and user permissions are locked down on a need-to-know basis.

According to the IT manager:

**“We leverage Varonis to enhance our reporting capabilities. We’re using Varonis to help us with reporting — user access reports, drive access reports, and computer access reports. Additionally, we validate access permissions through checks with management.”**

With Varonis’ help, tasks that once took hours, like validation checks and access reports, take a few clicks.

**“Varonis plays a crucial role in creating reports and ensuring audit compliance. We have extensive dealings with the SEC. Providing auditors with documentation from Varonis significantly streamlines the audit process.”**



# Your data. Our mission.

Varonis takes the time and complexity out of securing sensitive data and meeting auditing requirements.

[Request a demo](#)