



CUSTOMER SUCCESS STORIES

Organizations use Sotero Opaque to Drive Better Business Outcomes

Enable secure data sharing across
multiple partners and platforms
for faster time-to-value from your data.

ABOUT SOTERO

Sotero is the global innovator and leader in next generation data security. Sotero's KeepEncrypt™ solutions secure your data by encrypting data at rest, in motion, and in-use with virtually no latency or impact on user experience. Securing data "in-use" enables our customers to realize higher returns and faster time-to-value from their data for mission-critical business use cases, including data analysis, data sharing, and product development. Sotero's data security solutions are used by mid-market and large enterprises around the globe in biotech research, financial services, software development, healthcare and other industries that rely on data for business innovation and competitive advantage.



→ Learn more at www.sotersoft.com

1 National Services Provider

The Challenge

A national services provider was faced with a dilemma that could have serious impact on their business. The company handled sensitive data for several corporate customers and needed to onboard this data to the company's customer facing operational platform. The dilemma was that these customers would not allow the company to onboard their customer data to their platforms unless the company added higher levels of data security to the platforms. The challenge was two-fold: 1) Their legacy systems involved a schema that did not support unique keys for each client. The company was also in the process of implementing a multi-year solution that eliminated the ability to introduce schema modifications. With no clear upgrade path to add client-level encryption to these legacy systems, the company's ability to retain these customers was in jeopardy.

The Solution

After evaluating several solutions, the company turned to the Sotero Data Security Platform to overcome the limitations of their legacy platforms and application stack. Sotero provided anomaly detection for their systems by inserting a threat detection module in front of the systems to proactively monitor traffic and identify potential attempts to hack into the system.

The Results

This was a huge win for the company as they were able to provide proactive threat detection in a multi-tenant environment, to satisfy the clients' security requirements and retain these customers.

2 Financial Services Company

The Challenge

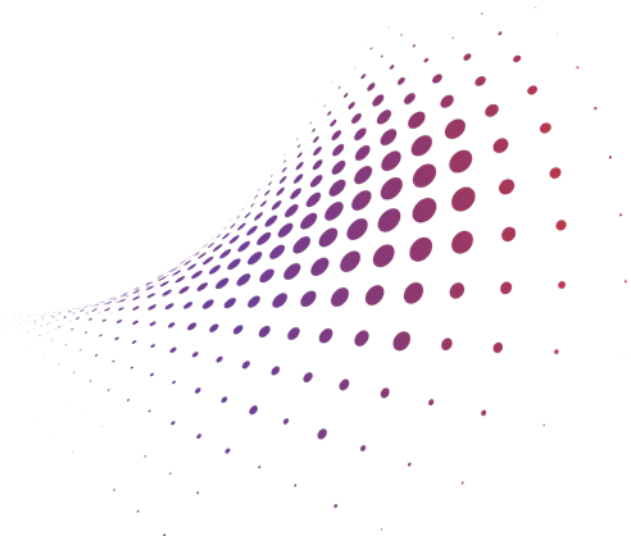
Recognizing the value of data in the new world, a major financing company was seeking a way to enable companies to use their data as collateral in order to raise capital. If the company could establish the necessary level of data security, it would be able to accept data as collateral and, therefore, underwrite more loans.

The Solution

Working with Sotero, the company has employed an innovative way to solve the problem by using the Sotero Data Security Platform to secure the data while the data was in transit to the company's platform, and to secure the data once on the platform – even while the data was in use. This gave both parties a level of comfort that the data would have the highest level of security, while enabling dual-party ownership of the data.

The Results

By enabling loan underwriters to stay in control of the data for the duration of the loan, the company had the confidence they needed to use the company's assets as collateral and underwrite more loans.



3 Enterprise Software Company

The Challenge

A global enterprise software company had acquired more than two dozen software products from other companies. These products spanned a wide range of applications, from CRM systems to productivity software. The company needed to upgrade the data security for each of these newly-acquired software products; however, with such a broad range of products, they wanted one unified platform that enabled them to deploy data security and governance across that entire product and technology suite.

The Solution

The company turned to the Sotero Data Security Platform to enable their teams to manage data security for all of their data stores from a single platform, using a single solution. The Sotero Platform provided the ability to encrypt data at rest, in motion, and in use – for the high level of data security that they required.

The Results

The Sotero Platform enabled the company to save money while simplifying and improving their security management program. By being able to provide superior levels of data security to their clients, the company has been able to create new revenue streams that previously were unattainable.

4 Health and Pension Benefits Provider

The Challenge

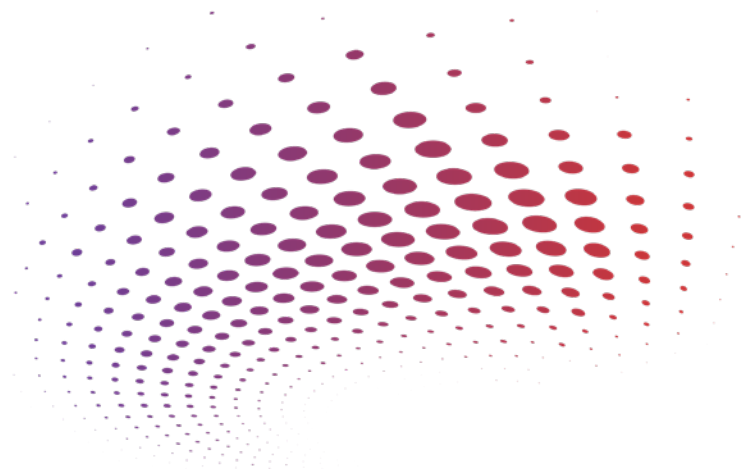
A large health and pension benefits provider started using a new cloud-based analytics platform from a third-party provider. The company needed to transfer its data to the system while the data was fresh for its analysis to be its most effective. The challenge was that the company's leadership had strong concerns associated with moving their sensitive data to the cloud. Developing the necessary security features with internal resources was not an option. So they had to do it manually, which meant that they couldn't move fast enough to analyze that data in a timely manner.

The Solution

The company turned to the Sotero Platform due to Sotero's ability to encrypt and protect data, not only as it rests in the cloud, but also to keep the data encrypted while in the third-party platform. The encryption starts as the data is being extracted from their systems, and the encryption stays in place throughout the usage cycle. This enabled the company to adopt an advanced third-party analytics platform while, eliminating any risk of data or privacy loss.

The Results

Sotero now enables the company to analyze data while it is fresh and has its most value, without often having to rely on internal IT, for more accurate data analysis and to move at the business at an accelerated pace.



5 Platform Services Provider

The Challenge

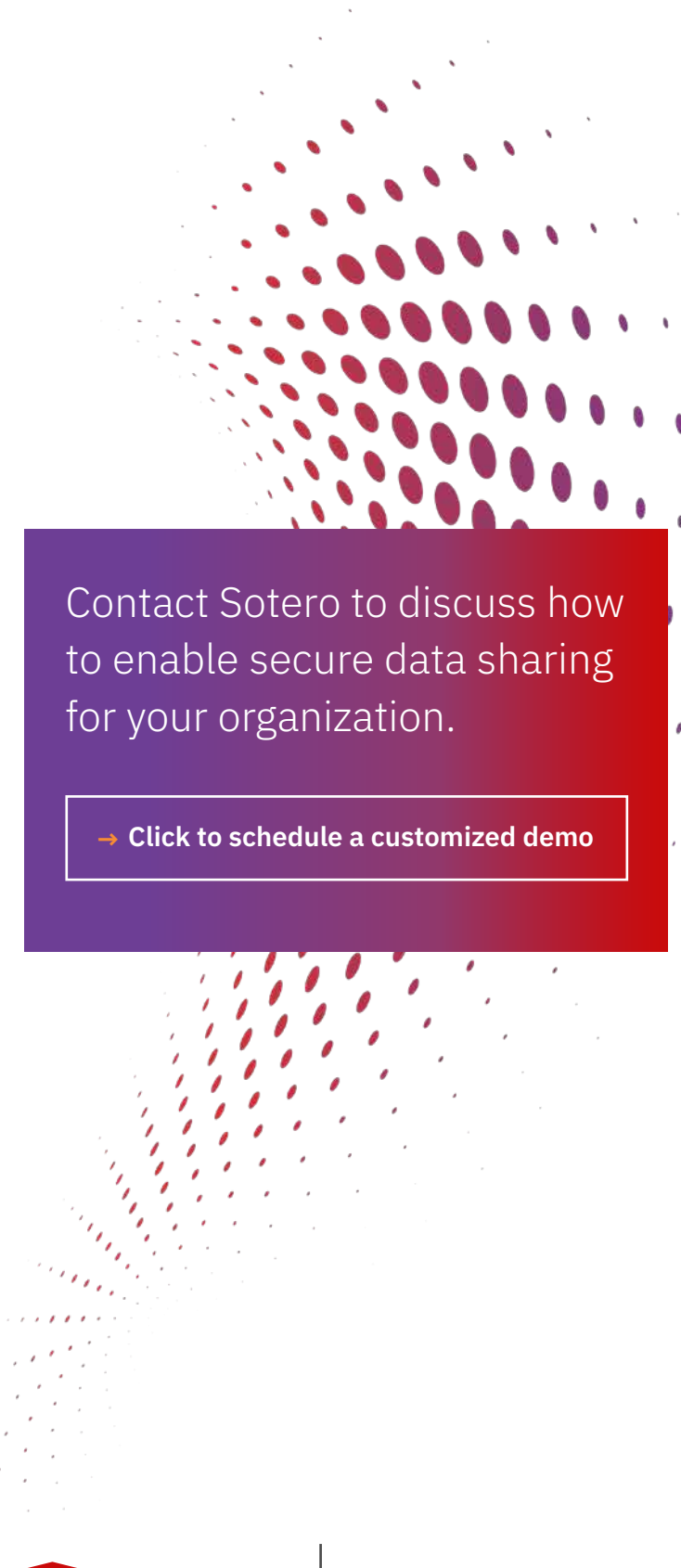
A platform services provider was looking to grow their business in industries with strict data security requirements, such as federal and financial services. Potential clients weren't comfortable with using their system in the cloud, because of concerns that the cloud provider could access their data. The company needed to find a solution that would ensure that the data in their platform stayed encrypted at all times – at rest, in use and in motion – while never being visible in plain text. The goal was to offer a differentiated solution to potential new clients, while minimizing any risk of data loss.

The Solution

The company turned to the Sotero Data Security Platform to prevent the cloud services provider from being able to view or access their data. With Sotero, they were not only able to secure their data in the cloud, but also keep their data in an encrypted state while transmitting the data to the cloud.

The Results

By being able to meet the data security requirements of these new target customers, the company has been able to create new revenue streams that previously were unattainable.



Contact Sotero to discuss how to enable secure data sharing for your organization.

→ [Click to schedule a customized demo](#)