



CUSTOMER SUCCESS STORIES

Leading companies use Sotero to achieve outstanding business outcomes

The ability to use encrypted data enables Sotero customers to achieve higher levels of data security and business value.

ABOUT SOTERO

As the pioneer in In-Use Encryption, Sotero's platform is used by companies the world over to secure sensitive data throughout the data lifecycle, wherever that data resides. With the Sotero platform, organizations are able to use data while it is encrypted, for the confidence that their sensitive data is secure, and to gain more value from that data.



→ Learn more at www.soterosoft.com

1 Multinational Pharmaceutical Company

The Challenge

One of world's premier biopharmaceutical companies was having difficulties making clinical trial information available securely to downstream systems in order to analyze the effectiveness of new drugs. This data was only as useful as its freshness, therefore it was critical to get data into their systems, not only in a timely manner, but in a secure manner. Due to the security requirements of this patient-level data, they were forced to transfer the data manually, which delayed the availability of data by an entire month, hence extending the drug development cycle.

The Solution

The organization turned to the Sotero platform, which now enables them to encrypt the sensitive elements in the production clinical trial platform, and to keep the data encrypted as it is sent to each downstream system. Role-based access controls allow them to control which users can see which data, and to specify data access at a granular (field) level. This enables them to provide access to the data set without the risk of exposing sensitive, patient-level information.

Sotero worked closely with the IT team to deploy, test and validate the Sotero Protect solution in a matter of weeks.

The Results

Since using the Sotero Platform, the company has seen immediate results:

- Meet the security and privacy requirements related to the storage and use of sensitive data in both production and downstream systems.
- Shortened the data's time-to-value, from months to hours, powering faster drug development.

2 Leading Analytics Software Provider

The Challenge

A leading provider of analytics and optimization solutions was faced with a common challenge for many companies – to protect sensitive customer data while making that data available for analytics at scale. The difficulty lied in the fact that the data sets were as large as petabytes in volume, and they couldn't find a security solution that provided security at that scale without impacting the time-to-value.

The Solution

The company deployed the Sotero Platform, which allows them to secure these massively large data sets in a rapid timeframe, to make the data available for analysis and other use cases without delay or security risk. The Sotero platforms allows them to manage data security for all of their data stores from a single platform, using a single solution.

The Results

By employing the highest levels of data security, they are now able to attract new customers, and also retain existing customers. They are now expanding their Sotero deployment to include ten additional data warehouses. The Sotero platform will provide universal protection for all of their data stores, eliminating the need to purchase encryption licenses for each database.



3 Wireless Telecommunications Company

The Challenge

This leading wireless telecommunications company collects call transaction logs that can be petabytes in size. The call logs needed to be secure because they included sensitive customer information related to device, user and location. The secure collection and staging of this data for operational and analytical use was a challenge due to its sheer size.

They were searching for a solution that enabled them to deploy these data sets to several different technology platforms at scale, in a secure and timely manner for subsequent processing and analysis.

The Solution

The company deployed the Sotero Platform, which now enables them to make their massive call transaction logs available to a range of different platforms securely and in a timely manner. With Sotero, they now has one single centralized platform and protection method, eliminating the need to deploy multiple native security products, and allowing them to more easily scale their security management program. This has enabled the organization to achieve both customer satisfaction as well as analytic objectives.

The Results

The company is now able to more effectively drive revenue growth by being able to use their sensitive data while meeting mandated security and privacy requirements.

4 Customer Data Platform Provider

The Challenge

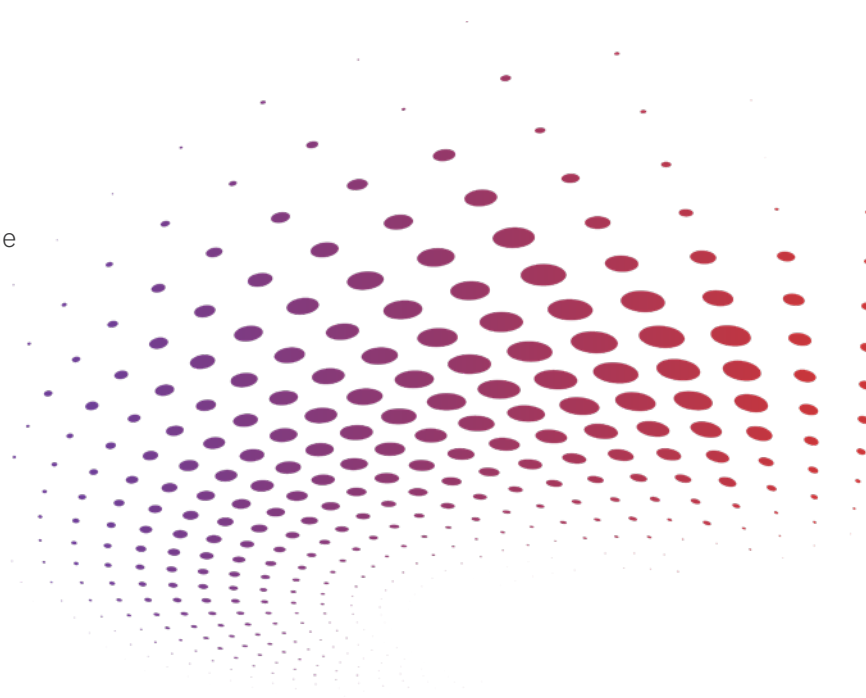
A global CDP platform provider was in need of a security and compliance solution that they could integrate with their marketing platform, to deliver enterprise-class security to customers, and to attract new customers, in sensitive industries such as healthcare. Their aim was to give their platform users end-to-end encryption to ensure that sensitive data was never in plain text and exposed within their platform.

The Solution

They chose the Sotero Platform to secure data from the moment that it's loaded into their platform, to the time that it's extracted out of that platform for additional use – without the data ever being exposed.

The Results

By being able to meet the security and compliance requirements required in sensitive industries, the company is now able to attract new clients in industries such as healthcare.



5 Global Financial Technology Company

The Challenge

With the emergence of GDPR and other privacy regulations, this customer faced dual challenges:

- 1) the need to secure sensitive data to meet compliance requirements
- 2) to enable access to privileged users

As an organization with customers around the globe, these objectives were critical to their successful operations.

The company needed a solution that would enable them to continue to collect data in various geographies, store it in the U.S., while ensuring that no unprivileged users could access to the data. User privileges, in addition to their roles, are governed by their geographic location relative to where the data is collected. They also needed the data to be available for processing. These two requirements required a solution that enabled processing to be enabled on encrypted data while also enabling granular field level access.

The Solution

The company chose the Sotero Platform, which enables them to anonymize or secure EU data stored in the U.S., and make it available in a secure manner to EU consumers. Sotero enables the organization to encrypt data during collection and then move that secure data to the U.S. location.

The Results

With Sotero, the customer is able to meet their regulatory and compliance objectives, as well deploy a scalable solution that enables them to attract new customers from around the globe. Sotero also helps them from having to deploy a solution in multiple geographic locations minimizing their development and support efforts.

Contact Sotero to discuss how to capture more value from your data.

→ [Click to schedule a consultation](#)



99 S. Bedford Street, Suite 106
Burlington, MA 01803
www.soterosoft.com