Delinian

ADVANCED SAAS SECURITY FOR GLOBAL B2B INFORMATION SERVICES FIRM

CORE TØ CLOUD™

AppOmni

ADVANCED SAAS SECURITY FOR GLOBAL B2B INFORMATION SERVICES FIRM

Delinian needed a SaaS security solution to provide comprehensive visibility and actionable security insights into core SaaS apps, as well as third- and fourth-party apps.

82% improvement in SaaS security posture visibility

Unparalleled depth of coverage across Salesforce, Microsoft 365, Slack, and collaboration apps

Accurate, prioritised findings and actionable SaaS cyber risk insights

Exceptional experience and partnership from AppOmni's customer support team

INDUSTRY

Information Services

EMPLOYEES

2,500

HQ

London, UK

DEPLOYMENT

Salesforce

Microsoft 365

Collaboration Apps

USE CASES

SaaS Cyber Risk Management for M&A

SaaS Security Posture Management

SaaS Data Security

SaaS-to-SaaS Cyber Risk

ABOUT DELINIAN

Delinian is a B2B data intelligence and information services company comprising 16 businesses that provide bespoke financial intelligence to customers in highly specialised markets, including aircraft finance, legal industry benchmarking, and personal wealth management. Delinian has grown through mergers and acquisitions (M&A), boasting 2,500 employees across North America, South America, Europe, and Asia and has customers in 160 countries.

THE CHALLENGES

Delinian uses data intelligence to power its clients' specific market ambitions. It has a growing portfolio of 17 information services, providing critical data and insights to customers across 160 countries, enabling them to make intelligence-informed decisions at the right time.

Paul Griffiths, CISO, understood that as the business was growing, with several mergers and acquisitions, the cyber security challenges would also heighten, particularly due to the increased amount of sensitive data flowing through the business. Delinian needed to assess the acquired entity's SaaS platforms, third parties, business partners, and security controls to identify possible cybersecurity risks.

Regulatory compliance also varies significantly across the 160 countries they work in. Griffiths recognised that SaaS products are a dominant feature for Enterprise IT organisations and that working 100% in the cloud means extensive reliance on these applications across a global workforce. Moreover, SaaS applications bring new challenges, such as Shadow IT and lack of visibility. Data protection and a single pane of glass are of the utmost importance.

Griffiths also sought to extend Delinian's zero trust principles to third- and fourth-parties to reduce their attack surface. An effective ZTA demands a high-definition audit, listing organisational identities, and discovering all touch points. This includes DevOps and other service providers working within Delinian's IT environment.

According to Griffiths, relying on manual SaaS cybersecurity audits is completely infeasible when it could "completely overwhelm the business and be ignored." Not only are they costly, but they are immediately irrelevant after publication due to the high degree of change within SaaS environments.

From Griffiths' experience, Cloud Access Security Brokers (CASBs) and Secure Web Gateways (SWGs) were inadequate. The false positive rate with the company's existing CASBs would jump; little to no value can be drawn from it. The lack of efficacy combined with the high false positive rate motivated Griffiths to seek a new approach purpose-built for SaaS. Delinian's determined CISO needed a best-in-breed SaaS security solution.

THE REQUIREMENTS

Delinian needed a solution to provide visibility and actionable, application-aware findings on their SaaS environments and risks. This includes getting insight into third- and fourth-party cyber risks. "I wanted a consistent operational model for our SaaS environment, one solution that ensures comprehensive SaaS protection and return on investment (ROI) from a resourcing and value standpoint," - Paul Griffiths, CISO

Must-have features for Delinian include:

Easy Integration

Extensive SaaS App Catalogue Coverage

Depth of SaaS Security Posture Management for core apps such as Salesforce, Microsoft 365, Slack and other collaboration apps

High Fidelity and Actionable SaaS Cyber Risk Insights

Guided Remediation

Low FTE Requirements for Management

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THE RESULTS

Core to Cloud had worked with Delinian for several years, so we knew that AppOmni would fit their environment and needs perfectly. Naturally, results came in quickly during the POC stage, with findings delivered to Griffiths in a comprehensive presentation.

Feedback was that the AppOmni and Core to Cloud teams were hands-on in assisting the cybersecurity team in communicating security findings to application owners outside the IT and cybersecurity function and other business units such as HR, finance, and sales. Griffiths highlighted that AppOmni's sales and customer success teams "went above and beyond" to provide white-glove service when onboarding the platform. This included developing numerous custom reports for senior leadership and helping prove ROI to stakeholders.

AppOmni helps Delinian perform M&A (and divestiture) due diligence by continuously scanning APIs, security controls, and configuration settings against business intent and industry best practices. Without an SSPM solution like AppOmni, Griffiths is certain that organisations cannot effectively gauge the extent of potential and real SaaS cyber risk vulnerabilities. "We find more value in AppOmni's continuous posture assessment and security automation than manual audits. The consumable, bite-sized reports allow us to take a risk-based prioritisation approach in tackling remediation within a SaaS environment," states Griffiths.

A world without an SSPM solution — like AppOmni's — is a very risky world. It would be nearly impossible to operate effectively and securely without AppOmni, given how central SaaS is to Delinian's global operations. The AppOmni platform enables them to operate confidently and ensure that their SaaS environment is secure.

> Our engagement with AppOmni has been a very positive one. The solution is very simple to implement, and we quickly got a return on investment.
>
> We're a 100% cloud-based organisation, so we work exclusively with SaaS, and we've done security assessments within SaaS environments. It's common to find that multiple instances of the same SaaS solution are configured completely differently.
>
> I have recommended AppOmni to peers in other organisations. Typically, in this sort of space, people have either gone with consultants for manual, point-in-time assessments, which is a very expensive way of doing it.
>
> There's a huge value-add by having a consolidated and comprehensive solution, combined with fantastic support that we've experienced by working with AppOmni.
>
> **Paul Griffiths**
> **CISO, Delinian**

INTERESTED TO WORK WITH CORE TO CLOUD AND WANT TO DISCOVER HOW WE CAN GET TO KNOW

Contact us and a member of the Core to Cloud team will reach out.

Check out our Podcast and give it a listen for some fabulous insights into all our projects.

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