

Case Study: Securing Salesforce

How a University Uses Perception Point's Salesforce Advanced Threat Detection to Secure its Admissions Portal

The Organization.

Fulbright University -
A Private Nonprofit University.

Challenges.

- Protect Salesforce Community
- Ensure all the files being processed were safe and secure

Solution.

Salesforce Advanced
Threat Protection

Results.

In a period of a few months,
Perception Point has:

- Scanned 14,716 files and documents
- Prevented 24 malicious files from entering the client's environment

Challenge:

As an educational institution, this client uses Salesforce Community as an admissions portal. With two admissions cycles per year, the organization needed a way to ensure that all the files being processed were safe and secure. The university wanted to protect its systems from external threats and ensure that the integrity of applicants' data was maintained. With thousands of potential students uploading their applications and all additional documentation through the portal each year, it was essential to our client that risk factors were mitigated from the onset.

In addition to supporting their admissions portal, the client also utilizes Salesforce to manage their student lifecycle. All aspects of student life are hosted on Salesforce, including university policies, course registration, residence life, and financial aid. With two-thirds of the student body receiving financial aid, it is critical that their sensitive data is safeguarded. Because the client was already familiar with email security, they recognized the inadequacy of Salesforce's protection and the need for reinforcement.

Solution:

The client entered a 3-month POC with Perception Point after doing their due diligence to ensure that this was the correct solution for their use case. Before selecting Perception Point as their preferred vendor for Salesforce advanced threat detection, the client looked into similar solutions but found Perception Point's offerings more fitting and our regional focus more attuned to their needs. Perception Point's ability to scale and precise detection capabilities without compromising speed and the user experience provided our client with the confidence they needed in scanning thousands of sensitive documents and data. In addition to unmatched protection, Perception Point's solution provided our client with easy deployment and the flexible pricing that they sought.

In just a few months, Perception Point has prevented 24 malicious files from entering the client's environment. The client entered a 3-month POC with Perception Point after doing their due diligence to ensure that this was the correct solution for their use case. Before selecting Perception Point as their preferred vendor for Salesforce advanced threat detection, the client looked into similar solutions but found Perception Point's offerings more fitting and our regional focus more attuned to their needs. Perception Point's ability to scale and precise detection capabilities without compromising speed and the user experience provided our client with the confidence they needed in scanning thousands of sensitive documents and data. In addition to unmatched protection, Perception Point's solution provided our client with easy deployment and the flexible pricing that they sought.

Summary:

It is not everyday that an organization possesses the foresight to seek out next-gen technology for a next-gen problem. As reliance on cloud-based applications like Salesforce increases, so too does the threat landscape for cyber attackers. By utilizing Salesforce's cloud capabilities and coupling it with our Salesforce Advanced Threat Protection, our client easily leveraged Salesforce capabilities for the purpose of receiving student applications without compromising on the university's systems' protection and the protection of students and applicants data.



"Our admissions operations rely heavily on Salesforce, including the receipt and processing of thousands of candidates' application forms. As part of our commitment to protect the private data of our students and applicants, we needed to augment Salesforce security with advanced threat protection capabilities, not available with standard anti-virus solutions, for all content uploaded to Salesforce. By deploying Perception Point's Salesforce advanced security solution we know that our organization is fully protected from all content-borne threats."

Nguyen Quang Ha, Director of Information Technology at Fulbright University Vietnam

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