June 2023

Mortgage Insurance Company Accelerates Security with Reveal

A Successful Transition to Next-Generation Data Protection

Employees

500

Locations

**3 offices +
hybrid work model**

The company

This customer is a mid-market mortgage insurance provider with over 500 employees. As a publicly traded company they must comply with a wide variety of laws and regulations including the privacy and information security requirements of the Gramm-Leach-Bliley, Dodd-Frank, California Consumer Privacy, Virginia Consumer Data Protection, and Fair Credit Reporting Acts

The challenges

The company has a mature cybersecurity practice based on National Institute of Standards and Technology (NIST) 800-53. It was previously a division of a larger organization using a legacy DLP solution.

After its spinout from the larger organization, the company needed a solution with less overhead, but couldn't sacrifice data protection. It did not want to dedicate resources from its smaller security team to manage a legacy solution.

Main challenge:

Regulatory compliance and DLP deployment with a small security team

This included constantly monitoring, adjusting, and managing granular rules dictating which users could take specific actions with each class of data. As a Microsoft E5 customer, they also needed a solution that could ingest Microsoft Information Protection (MIP) sensitivity labels. Finally, the company wanted a solution that would support a "security culture."
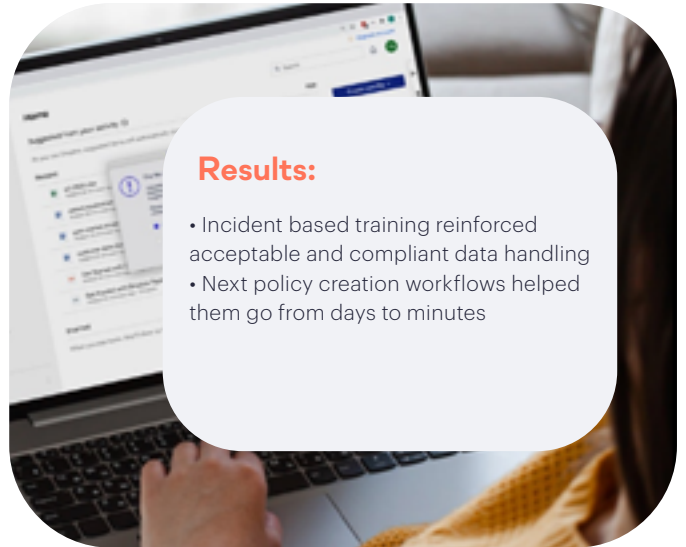
> "[Reveal is] Incredibly easy to work with, everything from communications to pricing to creating policies."
>
> **– SVP IT/IS**

Results:

• Incident based training reinforced acceptable and compliant data handling
• Next policy creation workflows helped them go from days to minutes

The solution

The company's security team required proof that any solution would enable quick deployment, low overhead, and rapid time to value. They decided to conduct proofs of concept with Next and multiple other established DLP vendors.

Reveal's approach to DLP was particularly intriguing. Rather than relying on pre-classification of all data within the new enterprise, Reveal identifies and classifies data in real time, as it is created and accessed. Its cloud-native approach better matched the company's SaaS and cloud-based app environment. Reveal's feature velocity provided confidence that the solution was well positioned to address evolving needs.

The results

The team selected Reveal based on its effectiveness in protecting data and meeting the company's rigorous requirements. Reveal's incident-based training helped security teams reinforce corporate policies, enabled users to make safer decisions, and supported their security culture. The solution's simple deployment and management model and support structure gave the security team confidence that it had a long-term partner in Next.

Prior to migrating off their legacy DLP, they constantly struggled with supporting the solution and finding talented security professionals. Policy creation and modification was a particular challenge, often requiring days of coding to build and then troubleshoot. With Next the organization was able to create a policy in minutes.

next

Next DLP is a global technology company with offices in the UK, Norway, and the USA. It was founded in 2020 to create a better, smarter way to deliver security. Next DLP protects people and data anywhere. Innovative companies worldwide use Reveal for human-centric data loss protection.

To learn more about Next DLP's smart solutions and how you can enjoy proactive security, visit our website, or schedule a demo with a member of our sales team at: sales@nextdlp.com.

www.nextdlp.com

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