FORTRA™

IP Protection, Secure Partner Collaboration and $4 Million in Cost Savings

About The Customer

One of the largest natural gas producers in North America needed to share critical information with business partners, but was concerned about losing data. The company is constantly bidding for drilling rights and developing new technology to maximize its output. This information is valuable to the company and its competitors. Data needs are massive in this industry. Seismic testing data, multiple geological modeling applications, and custom software help to estimate the appropriate investment input and energy output from each property. This data is critical to the firm's success, and its use and distribution is tightly controlled.

The Business Challenge

The energy industry includes hundreds of contractors and companies that provide specialized services to larger organizations. These business partners may assist in analysis, drilling operations, or legal matters, and therefore must access confidential data from their customers. The company had deployed multiple Citrix servers to allow its partners to access corporate data. While this provided access, it also allowed users to launch other network-capable applications, such as web browsers, and a sophisticated user could bypass controls to launch other software.

To control this ability and protect their sensitive data, the company's internal application deployment team needed to customize each application published to Citrix for contractor use, costing hundreds of labor hours per application. As an alternative, a split-farm deployment of Citrix was considered, but was determined to be cost prohibitive.

INDUSTRY
- Energy

ENVIRONMENT
- 14,000 workstations; 400 Citrix servers
- Internal users, contractors and business partners from external networks (via Citrix sessions)
- Privileged users with direct physical access to server hardware

CHALLENGE
- Non-employee business partners must access corporate data and network resources from remote virtual servers (Citrix)
- Diverse structured and unstructured data pools
- Internal users, privileged users, and business partners

RESULTS
- Immediate visibility into all user activity, without impacting productivity
- Over $4 million in saved costs leveraging virtualized environment
- Eliminate the need for split farms or customizing applications running in Citrix
- Application control prevents unauthorized executables in the Citrix environment
- Automatic encryption of critical files moved by email orto removable devices

Critical Success Factors

- Streamline the process for partners to access data through Citrix servers
- Enforce appropriate use of data according to business workflows
- Gain visibility into where data resided, where it was used, and by which people or processes
- Allow simple access to data with appropriate privileges, while preventing critical data from being used improperly or stolen
- Enable privileged users in IT to perform upgrades and maintenance without compromising data security

The Solution

Citrix was a logical technology for accessing the organization's data, but only under three conditions:

- The use of other, unauthorized applications must be prohibited
- Users must only have access to data for which they had a legitimate business use
- Users must only be able to use the data in approved ways

Fortra™'s Digital Guardian® worked with its customer to document legitimate data flow models and build DG policies to support them. Context-based data awareness and content inspection features were used to identify and classify all data in the system. With Digital Guardian agents installed on virtualized Citrix desktops and servers, all policies were enforced at the endpoint. This allowed users and applications to use data freely, but only in authorized transactions. For example, users could move data to specific, approved drives, but attempts to move data to unapproved drives would be blocked.

Data Types We Protect

OIL AND GAS
- Site Exploration Plans
- Process Flow
- Engineering Designs
- Business Plans
- Legal Data

GAS AND ELECTRIC UTILITIES
- Distribution Plans
- Vendor Contracts
- Business Plans
- Legal Data
- Customer Data

COAL MINING
- Productivity Data
- Coalbed Thickness Data
- Process Flow
- Engineering Designs

The Results

The deployed solution was simple, manageable, and saved the company over $4 million in hardware, software, and physical security infrastructure. Digital Guardian allowed the company to monitor and manage a shared Citrix server farm without the added expense of customizing each application running on Citrix. Employees, contractors, and partners had access to the data they required, with full auditing and without risk of misuse. The company improved information sharing and user productivity while reducing risk.

About Digital Guardian

INSTALLED BASED

- Over 600 customers from across the globe
- Industries served: Business services, education, energy, financial services, government, healthcare, manufacturing, retail, technology
- Used by 7 of the top 10 patent holders

DISCOVERY AND CLASSIFICATION

- Endpoint, network, cloud and local data storage
- Content, context, and user classification
- Fully automated to fully manual classification
- Over 300 data types, over 90 languages

EDUCATE AND ENFORCE

- Monitor log, prompt, justification request
- Auto-encrypt, quarantine, move, block

ACTIONABLE ANALYTICS

- System, user, and data level event visibility
- Analytics that filter out the noise
- Drag and drop incident management
- Right click remediation in real time

OPERATION SYSTEM SUPPORT

- Full visibility, analytics and controls across multiple operating systems
- Mac
- Windows
- Linux

DEPLOYMENT

- On-Premise
- SaaS
- Managed Security Program

FORTRA™

Fortra.com

About Fortra

Fortra is a cybersecurity company like no other. We're creating a simpler, stronger future for our customers. Our trusted experts and portfolio of integrated, scalable solutions bring balance and control to organizations around the world. We're the positive changemakers and your relentless ally to provide peace of mind through every step of your cybersecurity journey. Learn more at fortra.com.