

# Media/Telecommunications Organization



## AT A GLANCE

### Company:

- American global telecommunications conglomerate
- Largest broadcasting and cable television company in the world by revenue
- Largest video, high-speed internet, and phone providers to residential customers
- 126,000 employees globally

### Challenges:

Sensitive information was being shared across and beyond the organization's traditional perimeter, increasing the risk of a data breach.

### Solution:

Seclore Rights Management and DLP Connector

### Results:

Able to share sensitive information to enable collaboration to grow the company while eliminating the risk of information being leaked

## Company Overview

A leading global media and technology conglomerate, one of the largest in the world by revenue, was looking to ensure their sensitive information remained secure, even as it was shared across business units and beyond the enterprise perimeter. The company has multiple divisions including entertainment, cable networks, TV production, and high speed internet and phone services.

## The Challenge:

Sensitive information, including legal documents, mergers and acquisition correspondence, customer data, financial information, scripts, and personnel data are regularly being shared across and beyond this organization's traditional perimeter. The risk of a security breach continued to escalate as the company acquired additional organizations and new methods for sharing information proliferated. Recognizing that the risk of unauthorized and sensitive information getting into the unauthorized hands, either by accident or through malicious intent would result in hugely negative corporate brand, value, regulatory, and financial implications, the telco began to explore their data security gaps.

In spite of investments in Data Loss Prevention (DLP) the Telco knew that they needed to go beyond 'discovering' sensitive files that were moving through the organization's networks, because in most cases, the data was needed to support a collaborative process. They also knew that the file sharing services and email had security gaps; once the email

content and shared files were opened by the recipient, the Telco lost control over the information.

## The Solution

As the complexity of the organization increased, from the IT systems, sharing methods, and growth in divisions, the Telco determined that the common denominator was the need to protect the data. The mind shift from a perimeter- and devicecentered security model to a data-centric security model pushed them in the direction of exploring the latest in Rights Management systems.

In their search, they found that Seclore Rights Management best fit their requirements for a several reasons.

- It had pre-built connectors for many of their enterprise systems including email, Symantec DLP, EFSS, and ECM solutions. The ready integration enabled the organization to seamlessly add data-centric security to existing solutions with zero-friction, including custom encryption and decryption extractors for their DLP
- As documents were downloaded, discovered, or shared, they could automatically protect them, closing their security gaps very quickly and ensure on-going protection of files
- A unique Policy Federation capability enabled them to automatically map and synchronize access policies with granular usage controls

- Support for any device and Identity federation meant that anyone, internal or external, could easily authenticate and use the protected files.
- Browser-based capabilities meant that internal and external users could engage in the secure collaboration without IT intervention.

## Benefits and Results

The Telco initially rolled out the data-centric capabilities in the Legal and Internal Audits department, using the solution to protect legal briefs and strategic planning documents.

After a one year test, they are now engaging in a roll-out of data centric security to over 100,000 users across the entire organization.

CALL OUT: 'The mind shift from a perimeter- and device-centered security model to a data-centric security model pushed them in the direction of exploring the latest in Rights Management systems.'

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