

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.

APPOMNI'S IMPACT



82% improvement in **SaaS security posture visibility**



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



Accurate, **prioritized findings** and actionable SaaS cyber risk insights



Exceptional experience and partnership from AppOmni's customer support team

Delinian

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 specialized 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.



Our engagement with AppOmni has been a very positive one. The solution is very simple to implement and we got return on investment very quickly.

Paul Griffiths
CISO, Delinian

The Challenge

Delinian powers highly specialized businesses' market ambitions with data intelligence. Its growing portfolio of 17 information services businesses provides critical data and expert insights to customers across 160 countries, enabling them to make intelligence-informed decisions at the right time.

The company continues to build upon its success as a trusted source for industry intelligence through mergers and acquisitions (M&As). Delinian CISO Paul Griffiths understood that strategic M&As bring with them a unique set of cybersecurity challenges, as sensitive data flowing from different business units and customers requires safeguarding at all times.

When an acquisition becomes part of its ecosystem, Delinian needs to assess the acquired entity's SaaS platforms, third-parties, business partners, and security controls to identify any possible cybersecurity risks.

Regulatory compliance also varies significantly across the 160 country jurisdictions in which the company operates. Even divestitures face SaaS security challenges as legal and operational risks are heightened by rigorous country specific data protection and regulatory compliance policies.

Griffiths fully recognized that SaaS is a dominant feature for enterprises' IT operational model. Working 100% in the cloud means extensive reliance on SaaS applications by a global workforce. Moreover, SaaS' fluid nature introduces unforeseen cyber risks due to vendor updates and employees' use of shadow IT.

Data protection and visibility into SaaS applications controls — from a single pane of glass — are of utmost importance to Griffiths.

“Ensuring effective SaaS posture management and data protection are paramount... we do a lot of work around data protection with the business to make sure that their data is being protected in an appropriate way... we also work internally with central technology functions, building out new capabilities within the environment and ensuring that core projects are being driven forward.”

Paul Griffiths
CISO, Delinian



We're a 100% cloud-based organization so we work exclusively with SaaS and we've done security assessments within SaaS environments. It's very common to find that multiple instances of the same SaaS solution are configured completely differently.

Paul Griffiths
CISO, Delinian

Griffiths also sought to extend Delinian's zero trust principles to third- and fourth-parties to reduce their attack surface and avoid non-compliance. An effective zero trust architecture demands a high-definition audit, listing of organizational identities, and discovery of all touchpoints. This includes DevOps and other service providers working within Delinian's IT environment.

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

As the company's SaaS footprint grows in scale and complexity — including the countless ways end-users are accessing SaaS instances — legacy approaches have lost their efficacy.

From Griffiths' experience, Cloud Access Security Brokers (CASBs) and Secure Web Gateways (SWG) 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.

Requirements

Delinian needed a solution to provide visibility and actionable, application-aware findings on their SaaS environments' interdependencies. This includes getting insight on 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," says Griffiths.

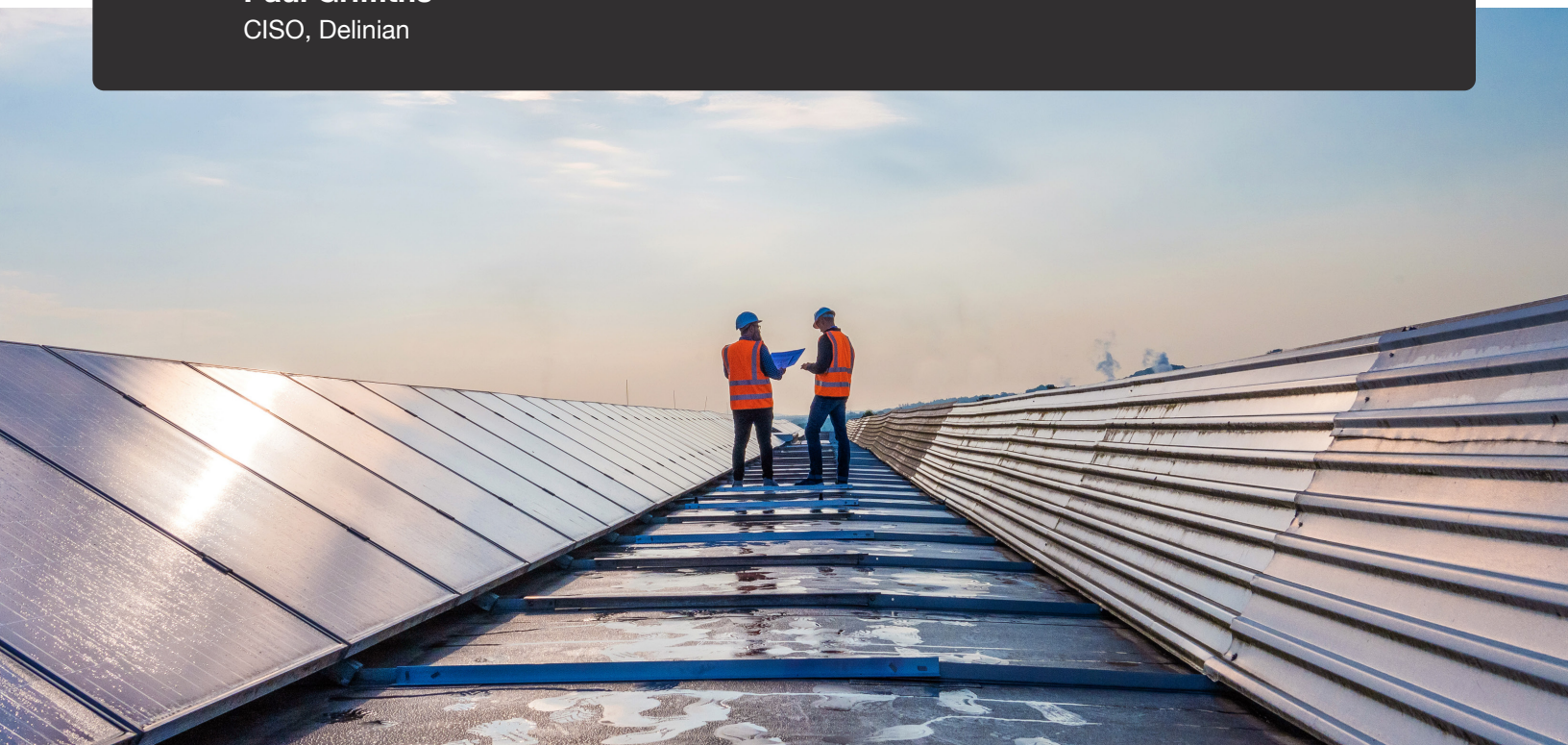
Must-have features for Delinian include:

- Easy Integration
- Extensive SaaS App Catalog 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



I have recommended AppOmni to peers in other organizations. 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



The Results

With AppOmni, Delinian received exactly what they were looking for: a consistent and comprehensive cybersecurity approach to managing their sprawling and growing SaaS estate.

Results came in very quickly during the POC stage. Security findings were also delivered and presented in an exceptional manner. According to Griffiths, the AppOmni team was hands-on in assisting Delinian's cybersecurity team on how to socialize security findings to application owners, who commonly sit outside of the IT and cybersecurity function, as well as other business units such as HR, finance, and sales. This goes to show that the rapid adoption of SaaS is no longer a strictly IT-controlled function.

Griffiths highlighted that AppOmni's sales and customer success teams "went above and beyond" to provide white-glove service when onboarding the AppOmni platform. This included developing numerous custom reports for senior leadership, which quickly demonstrated AppOmni's value and impact on addressing SaaS cybersecurity risk.

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 practice. Without an SSPM solution like AppOmni, Griffiths is certain that organizations 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 compared to manual audits. The consumable, bite-sized reports allows us to take a risk-based prioritization approach in how we tackle remediation within a SaaS environment," states Griffiths.

A world without an SSPM solution — like AppOmni's — is a very risky world, according to Griffiths. 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 with confidence and assurance that their SaaS environment is secure.



With AppOmni, we could limit our potential exposure of sensitive data by ensuring the entitlements reflected just what the users were meant to see. This includes addressing any inconsistencies between the various instances of the same solution, for example such as Salesforce.

Paul Griffiths
CISO, Delinian



About AppOmni

AppOmni is the pioneer of SaaS Security Posture Management enabling customers to achieve secure productivity with their SaaS applications. With AppOmni, security teams and SaaS application owners quickly secure their mission-critical and sensitive data from attackers and insider threats. The AppOmni platform constantly scans SaaS APIs, configurations, and ingested audit logs to deliver complete data access visibility, secure identities and SaaS-to-SaaS connections, detect threats, prioritize insights, and simplify compliance reporting. Over 20% of the Fortune 100 and global enterprises across industries trust AppOmni to secure their SaaS applications. For more information, please visit <https://appomni.com>.