

# Driving Security Efficiency and Cost Reduction With Wing Security

How Branch Secured Sensitive Data in a Cloud-Native Environment

## THE BACKGROUND:

For Branch, a remote-work digital insurance company, data security and compliance are of paramount importance. Led by Arkadiy Goykhberg, their Chief Security Officer (CSO), the company tackled the task of strengthening control over data security and managing a large volume of shared documents.

## THE CHALLENGE:

### Navigating the Complex Landscape of Data Security and Compliance

As a fully remote digital insurance company, that leverages cloud-native solutions and SaaS applications to make the insurance process more efficient, Branch needed a solution to manage multiple SaaS security risks, including data security, sensitive information management, and governance. Under the leadership of Arkadiy Goykhberg, CSO at Branch, the company embarked on a mission to proactively confront and mitigate these risks.



Branch is a digital insurance company that offers homeowners, auto, renter, and umbrella insurance. They are committed to making insurance more affordable, accessible, and customer-friendly, using data and technology to streamline the insurance process.

**Employees:** 400

**Location:** Columbus, Ohio, USA

**Industry:** Insurance Technology

Wing Security offers a low barrier of entry in terms of cost, easy implementation, and straightforward adoption, making it accessible for organizations of all sizes.

— Arkadiy Goykhberg, CSO at Branch

With the assistance of Wing, the company discovered 600,000 shared documents on Google, coupled with opportunities to enhance its data security and sensitive information management. The complexity of numerous SaaS applications throughout the organization, coupled with the opportunity for more centralized control, further drove Branch to prioritize this project.

The intricate regulatory compliance in the insurance sector, characterized by varying state-specific requirements, also presented more risk-mitigation opportunities to Branch. This situation underscored the company's dedication to maintaining data security, while continuing to meet compliance.

#### THE SOLUTION:

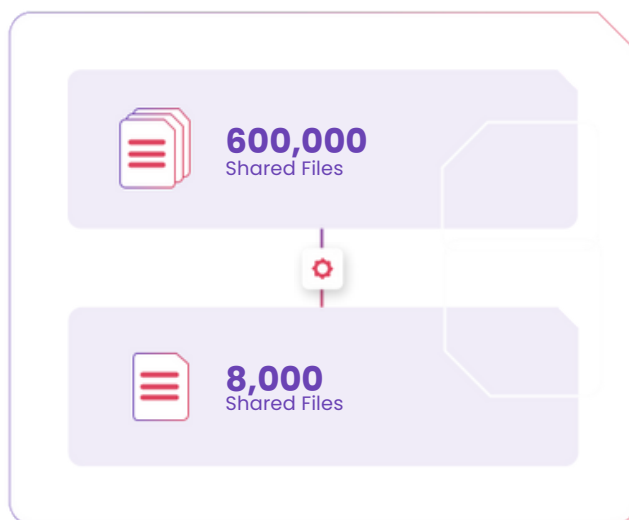
## Automated Workflows for Streamlined Security Management

Addressing these potential risks demanded a solution that could streamline security and governance, reduce technical and security debt, and automate workflows to efficiently handle the backlog of security-related tasks. Branch needed a solution that could offer visibility into its IT ecosystem, facilitate compliance with regulatory requirements, and ensure data protection. Furthermore, the solution had to be adaptable to the company's cloud-native, remote, and rapidly evolving operations.

Branch's CSO recognized that Wing's features, including workflow automation, threat intelligence alerts, and the ability to manage shared documents and data access across many SaaS applications, were precisely what was needed to address these potential risks.

### From 600,000 to 8,000 shared files in just three weeks

Wing's automation played a pivotal role in addressing Branch's opportunities related to file sharing, including externally shared documents. Prior to Wing's implementation, the company had invested in solutions for monitoring activities and generating alerts for potentially risky actions by employees in near real time. However, they identified Wing as a highly effective solution for managing the extensive volume of shared SaaS applications and documents in their ecosystem.



Wing's workflow solution allowed us to efficiently set up policies, distribute the workload, and ensure tasks were completed in a pre-defined timeframe. In the first pass conducted in just three weeks, we transformed 600,000 shared files into a manageable 8,000.

— Arkadiy Goykhberg, CSO at Branch

The hypothesis was that a distributed workflow and automation mechanism could more efficiently sift through this backlog. Wing's entry into the picture introduced an employee-focused workflow that greatly benefited the security team by allowing them to set up policies and automations that efficiently directed the potential risks to the document owners.

## Cost Reduction Through Proper Licensing

Branch derived significant value by using Wing's insights to systematically reduce licenses. Wing delivered more than just security and governance; it played a key role in ensuring cost efficiency and resource optimization for Branch. With proactive notifications when new applications are added or new users are logging in, Wing allowed Branch's team to implement a process to review application usage. Branch leveraged Wing's ability to flag dormant users, prompting a critical question: Do they still require an active license? This isn't just curiosity, but rather a tangible cost-saving measure with important security implications. Wing allows security teams to easily inventory the SaaS ecosystem and "Shadow IT" and revoke access to unsanctioned, unwanted or risky applications directly from within the platform.

## Conclusion

Branch's utilization of Wing resulted in a substantial reduction in shared files surface, enhanced data security, and cost-saving measures. Wing's capacity to streamline security and governance practices, along with optimizing resource utilization, underscores the effectiveness of SaaS Security Posture Management (SSPM) in contemporary cloud-native and remote operations, effectively addressing complex challenges. This has led to Branch becoming a more secure, efficient, and cost-effective organization.

From discovery to remediation, Wing automates your SaaS Security. We provide a full view of your SaaS applications usage and potential SaaS vulnerabilities, but we don't stop there. Wing automatically eliminates SaaS security threats. Our solution is non-intrusive and simple to use for SaaS users and security teams alike.

