

Fortifying Fintech: How BluOcean Cyber and AppOmni Revolutionized SaaS Security and Risk Management

BLUOCEAN'S IMPACT

- Led **SaaS security transformation** from strategy to execution
- Designed and implemented a **holistic SaaS security governance framework** that integrates AppOmni's capabilities into the client's operations and security tools
- Established a **sustainable hardened security posture**, enabling continuous monitoring, risk management, and compliance
- Leveraged deep expertise in proactive business risk management through **SaaS governance, compliance, and business risk mitigation**
- Enabled business strategy with **secure and compliant financial operations** ensuring alignment with industry regulations

APPOMNI'S IMPACT

- Increased client confidence with a **risk focused, flexible, and scalable SaaS security platform**
- **Customized security use cases** beyond standard offerings to meet unique client needs
- Addressed client's evolving security challenges with **24x7 support**
- Delivered **scalable security framework** to help client expand and strengthen SaaS security ecosystems

BLUOCEAN

INDUSTRY

Cybersecurity Services

HQ

Great Falls, VA

USE CASES

- Customized security solutions for clients
- SaaS Security Posture Management
- Real-time adaptability & support

ABOUT BLUOCEAN CYBER

BluOcean Cyber is a cybersecurity firm that empowers CISOs to transform proactive security into a strategic advantage—protecting critical assets, aligning security with business outcomes, and proving ROI—turning SaaS sprawl into a secure, compliant strength. [Explore how we secure SaaS ecosystems.](#)

Vishal Chawla is an experienced cybersecurity and risk management professional with over 25 years of experience serving clients in the financial services, technology, and media industries in the U.S. and internationally. He is the Founder and CEO of BluOcean Cyber. Prior to BluOcean, Vishal held senior leadership positions at PwC, Grant Thornton, and Deloitte in their cybersecurity practices.

SOLUTIONS

- SaaS Security Strategy
- SaaS Managed Detection & Response
- SaaS Security Orchestration & Automation

“ AppOmni provides the deep visibility and control organizations need for SaaS security, while BluOcean ensures it's seamlessly integrated into a broader security strategy. Together, we turn SaaS security from a reactive challenge into a proactive, risk-managed advantage—helping businesses operationalize security with the right tools, expertise, and automation.

Customer, Financial Services

The Challenge

BluOcean Cyber, a cybersecurity services firm specializing in SaaS security, helps organizations secure cloud applications through tailored risk assessments, continuous monitoring, and automation.

One of its Financial Services clients, which operates in a highly regulated and competitive market, faced repeated security breaches despite rigorous third-party risk management efforts, including SOC audits and baseline controls. The breaches stemmed from misconfigured SaaS applications, excessive user access, and unmonitored integrations—causing business disruptions and regulatory risks, according to Vishal Chawla, BluOcean Founder and CEO.

Despite comprehensive vendor assessments, the company lacked real-time and continuous visibility into its SaaS configurations, privileged access, and fourth-party connections. With over 500 SaaS applications generating thousands of alerts, security teams suffered from alert fatigue, delayed remediation, and increased exposure to evolving threats.

“SaaS security is not just about having a tool—many companies struggle with integrating security into their SaaS ecosystem in a way that is scalable, risk-driven, and operationally sustainable,” Chawla said.



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Requirements

To close the security gaps, BluOcean sought a SaaS Security Posture Management (SSPM) provider that delivers continuous monitoring, identity governance, risk-based alerting, and automated remediation workflows. Additionally, BluOcean prioritized a vendor that has the ability to deliver tailored solutions for the evolving demands of the mid-market segment.

BluOcean selected AppOmni for its alignment with BluOcean's six security domains and its ability to provide visibility, governance, and control over SaaS environments. Specifically, BluOcean looked for a SaaS security product that offers:

- 1 Comprehensive SaaS security with deep visibility and control
- 2 Near real-time monitoring, threat detection, and risk-based alerting
- 3 Identity & access management (IAM) integration
- 4 Data protection & compliance enforcement
- 5 Governance and security for SaaS-to-SaaS integrations
- 6 Seamless integration with Security & IT workflows

"AppOmni aligns closely to the six domains we advise our clients to implement as part of BluOcean's SaaS security framework," Chawla said. "This partnership created a stronger, more effective solution together to reduce risk from cyber adversaries for the client."

BluOcean Cyber Solution with the AppOmni Platform

BluOcean implemented a structured SaaS security framework, transforming the Financial Services client's security posture.

The process began with risk profiling workshops to map SaaS usage, identify high-risk applications, and define security monitoring requirements aligned with their policies, risk posture and regulatory requirements. This strategic assessment helped BluOcean go beyond tool deployment, ensuring the solution seamlessly fit the client's enterprise security program, business agility objectives, and compliance needs.

BluOcean then optimized AppOmni's monitoring capabilities, configuring automated risk detection for misconfigurations, access violations, and data exposure risks. Behavioral thresholds were set to reduce alert fatigue, allowing security teams to focus on critical threats.

To operationalize continuous monitoring, BluOcean:

- Integrated 10 critical SaaS application instances into AppOmni—including Salesforce, Snowflake, Microsoft 365, Slack, Netsuite, Zendesk, Databricks, and Auth0.
- Enabled near real-time misconfiguration and anomaly detection
- Automated remediation workflows via JIRA, cutting manual security tasks
- Strengthened identity governance with SailPoint and Snowflake integration

By combining BluOcean's security expertise with AppOmni's flexible platform, the client shifted from a reactive to a preemptive security model, gaining proactive security through full visibility, control, and operational efficiency.

"AppOmni's SSPM delivers the deep SaaS-native visibility and control CISOs demand, while BluOcean's expertise bridges security with business priorities—translating risk into actionable alignment," Chawla said. "Together, we secure innovation without slowing it down: fewer bottlenecks, more buy-in."

The Results

In just 90 days, BluOcean and AppOmni transformed the Financial Services client's SaaS security posture. The team remediated 65 misconfigurations, closing critical security gaps, and triaged 4,300 security exposure alerts, cutting alert fatigue by 36% so security teams could focus on real threats. By removing 42 unauthorized fourth-party connections, BluOcean strengthened governance and reduced risks from unapproved integrations.

Automation also streamlined workflows, reducing manual remediation efforts by 40%. Integrating JIRA and SailPoint, improved security operations, accelerating response times and enhancing identity governance.

"AppOmni provides the deep visibility and control organizations need for SaaS security, while BluOcean ensures it's seamlessly integrated into a broader security strategy," the Financial Services customer said. "Together, we turn SaaS security from a reactive challenge into a proactive, risk-managed advantage—helping businesses operationalize security with the right tools, expertise, and automation."

Many organizations initially consider developing in-house monitoring and aggregating logs into a SIEM or their outsourced SOC, only to realize the significant hidden costs and complexities of managing security across hundreds of SaaS applications. BluOcean helps clients recognize the efficiency and achieve huge cost savings, reduced mean time to detect (MTTD) and more responsive approach to risk reduction by using AppOmni's purpose-built solution rather than building and maintaining an expensive internal system.

Building an in-house monitoring system and funneling logs into a SIEM can quickly become a multimillion-dollar expense. AppOmni not only cuts those costs, but also delivers immediate value from day one—eliminating the need for a long development cycle just to start identifying security risks.

Beyond immediate improvements, BluOcean established a sustainable security strategy, reinforcing incident response, compliance monitoring, and long-term governance to ensure a stronger security posture.

About AppOmni

AppOmni, the leader in SaaS Security, helps customers achieve secure productivity with their applications. Security teams and owners can quickly detect and mitigate threats using unmatched depth of protection, continuous monitoring, and comprehensive visibility. Trusted by the world's largest enterprises, AppOmni specializes in securing diverse SaaS environments. For more information, please visit <https://appomni.com>.

"By combining AppOmni's SaaS security platform with BluOcean's strategic approach, we help organizations move from reactive security measures to a risk-managed SaaS environment," Chawla noted.

Next Steps

Building on proven success in securing SaaS ecosystems, BluOcean Cyber and AppOmni now deliver a fully managed SaaS Security MDR service engineered exclusively for modern SaaS environments. Unlike generic MDR providers, BluOcean's solution combines AppOmni's industry-leading SSPM automation with its deep expertise in SaaS-native architectures—enabling precise threat detection, zero-touch remediation, and continuous compliance across 50+ critical applications like Salesforce, Snowflake, and M365.

For highly regulated industries, fast-scaling enterprises, and organizations drowning in SaaS sprawl, the SaaS MDR will guarantee measurable outcomes: 90% faster breach detection, 40% fewer alerts, and huge cost savings by redirecting budgets from limited value manual audits to proactive risk reduction. Beyond monitoring, the MDR makes SaaS security sustainable—with built-in NIST, CSA, and MITRE controls, business-aligned policies, and turnkey integrations into clients' SIEM, CASB, and DLP tools. The result: SaaS chaos becomes a competitive advantage.

BluOcean develops custom security workflows, leveraging AppOmni's Developer Platform to create tailored automation and integrations. Additionally, the partnership is very much focused on enhancing SaaS governance especially for regulated industries, ensuring companies maximize their security investments and see real ROI through risk reduction by going beyond standard configurations.

"BluOcean's strength is in taking advanced security technology like AppOmni and ensuring it becomes an effective, operationalized solution for our clients," Chawla said. "Our expertise helps businesses move beyond just visibility—enabling them to take action, mitigate risks, and future-proof their SaaS environments."