AppOmni

Castle Ventures: Securing SaaS Environments for Fortune 1000 Financial Services

Castle Ventures

INDUSTRY

Cybersecurity Services

HQ

Morristown, NJ

DEPLOYMENT

Salesforce and Workday

USE CASES

SaaS Security Posture Management

Data Protection

SaaS-to-SaaS Cyber Risk

ABOUT CASTLE VENTURES

Castle Ventures is a cybersecurity consulting and managed services provider focused on data protection services for Fortune 1000 companies. Although the firm's clients are overwhelmingly situated in the finance and healthcare verticals, it also provides data security services to companies across industry verticals. Castle Ventures offers managed cybersecurity services, builds bespoke cybersecurity solutions, as well as identifies and remediates cybersecurity vulnerabilities.

APPOMNI'S IMPACT

Full SaaS and data security coverage across core enterprise applications

Centralized security management across multiple SaaS platforms

Scalable configuration management and monitoring

Customizable services tailored to client-specific requirements

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Arthur Hedge
President, Castle Ventures

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The Challenge

Castle Ventures has long focused on what's happening inside organizations from a data security standpoint. As SaaS adoption grew across industries, the firm saw a widening gap: sensitive business data was moving into cloud platforms without proper governance or oversight.

"People are understanding that their data, including lots of valuable data, is in more places than they originally thought, " Arthur Hedge, President of Castle Ventures, said.

Business units were rapidly deploying applications like Salesforce and Workday, often independently. "The adoption of SaaS apps like Salesforce and Workday by business departments have resulted in more and more data moving to the cloud — and in more cases than not, without the blessing of IT and cybersecurity departments," Hedge said.

This uncoordinated shift left critical data unmonitored and poorly secured. Organizations lacked the bandwidth and tooling to track sprawling SaaS environments, and many underestimated their role in securing them. "Organizations typically don't understand that the shared responsibility model applies to their SaaS estate," said Hedge, resulting in "lax SaaS data security governance and pockets of data spread insecurely across the organization."

Compounding the issue were SaaS-to-SaaS integrations, which expanded the attack surface beyond what most teams could manage. "It's hard enough to protect your own environment, let alone all the SaaS-to-SaaS connections you find in a typical organization's environment," Hedge added.

Although awareness is beginning to grow, many organizations still fail to grasp the scale of the problem. "The scale of the data security challenge for SaaS is, frankly, still not adequately understood," Hedge emphasized.

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Arthur Hedge
President, Castle Ventures

Requirements

Castle Ventures selected AppOmni as a strategic technology partner based on the core product capabilities and the company's vision. "AppOmni wasn't just solving a point problem, but was taking a platform-based approach to solving SaaS security comprehensively," Hedge said. "This was critical to us."

Must-have capabilities for Castle Ventures include:

- Unified solution to secure the full SaaS estate
- Deep SSPM coverage for critical business applications
- High customizability for diverse client environments
- Support for securing custom-built applications
- Strong, collaborative partner and technical teams
- Foundation to build a managed SaaS security service offering

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The Results

Castle Ventures turned to AppOmni to solve two critical SaaS security challenges: configuration complexity and lack of continuous visibility.

"Configurations of commonly used SaaS service providers in the enterprise are so complex that understanding the appropriate configuration settings is humanly impossible," Hedge said. "Configuration management can only be addressed through security automation."
Continuous monitoring was equally essential to detect anomalous activity across business-critical applications. With AppOmni, Castle Ventures gained both, allowing it to deliver a more proactive, automated security approach to clients in highly regulated industries.

AppOmni's SSPM capabilities, product roadmap, and team expertise stood out from other vendors. "We literally get calls from SaaS security companies every week, and no one comes close to AppOmni's SaaS security capabilities," Hedge said.

For clients with mature cybersecurity programs, AppOmni provided depth and scalability. For others, it became a foundation for much-needed SaaS security education. "The scale of the data security challenge for SaaS is, frankly, still not adequately understood," Hedge noted.

Hedge summed up the broader value AppOmni brings to SaaS data security: "The perimeter no longer exists," he said. "Operating in today's environment is equivalent to being protected by a wall of Swiss cheese. So you've got to be able to figure out where all those holes are. And AppOmni helps you do that and ensures that your SaaS and associated data are protected comprehensively."

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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.