

# Security Software Company Adds Some Security of Its Own

## APPOMNI'S IMPACT



**Improved Salesforce visibility** across internal and external user roles



**Streamlined security operations** via centralized policy oversight



**Rapid deployment** with visibility and insights delivered within an hour



**Proactive alerting** on misconfigurations and risky access



**Continuous monitoring** ensures sustained posture improvement



"By partnering with AppOmni, we were able to gain the necessary insight into various users and their roles in our Salesforce instance to instill the level of security needed."

**Arthur Loris**

Manager of Product Security, Ping Identity



## INDUSTRY

Security Software

## EMPLOYEES

2,000+

## HQ

Denver, CO

## DEPLOYMENT

Salesforce

## USE CASES

SaaS security visibility

Misconfiguration & risk detection

Operational efficiency

## ABOUT

Ping Identity is a leading provider of identity security solutions, helping enterprises deliver secure and seamless digital experiences. With a focus on enabling Zero Trust security, Ping offers a comprehensive platform for identity verification, single sign-on, multi-factor authentication, and access management. Headquartered in Denver, Colorado, and serving customers worldwide, Ping Identity protects organizations' most sensitive data while enabling trusted connections for employees, partners, and customers.

### The Challenge

As a rapidly growing security software company, Ping Identity needed to ensure its internal SaaS environment, especially Salesforce, was secure, scalable, and ready for increased scrutiny. Protecting internal systems was critical to maintaining customer trust and upholding the company's own high security standards.

Traditional cloud security tools fell short. It lacked visibility into SaaS configurations, required extensive deployment resources, and only alerted teams after issues occurred. Ping Identity needed a proactive solution that could deliver early insights into risky access and misconfigurations before they turned into security problems.

### Requirements

To close security gaps and strengthen its SaaS posture, Ping Identity sought a solution that could deliver visibility, speed, and control without adding operational burden. The team prioritized tools that could integrate seamlessly with their Salesforce environment and offer proactive, real-time insights rather than reactive alerts after an incident.

Key requirements included:

- Full visibility into internal and external user access within Salesforce
- Proactive alerting when access settings were incorrect or violated policies
- Fast time-to-value with minimal deployment effort
- A non-intrusive, API-based approach that didn't disrupt existing workflows
- Detailed insight into risky SaaS configurations

- The ability to validate Salesforce data access and security posture across users and teams

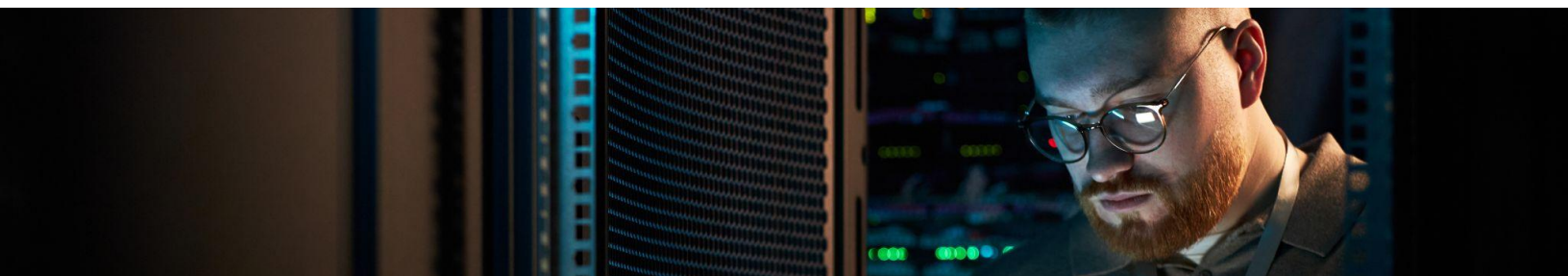
### The Results

AppOmni quickly proved its value. Following a collaborative implementation session with Ping's security team, the platform conducted a risk assessment that delivered near-instant visibility into Ping Identity's Salesforce security posture, including the portal community. Within just an hour, AppOmni provided an in-depth analysis and recommended steps to improve the organization's security.

By partnering with AppOmni, Ping Identity was able to gain critical insight into user roles and access configurations in Salesforce. This helped the company implement the necessary level of security and supported greater collaboration between SaaS and IT administrators. The baseline configuration policies provided by AppOmni enabled Ping to transition from a manual setup phase into a continuously monitored state within a matter of months.

Ping Identity's experience underscores a broader reality: even leading security companies face challenges when configuring and maintaining secure SaaS environments. While SaaS providers offer a range of controls, they often lack alerting capabilities and best-practice templates for security. AppOmni fills this gap with a non-intrusive, proactive security solution that aligns with existing processes and technology, helping Ping Identity secure its applications without requiring additional in-house expertise.

"By partnering with AppOmni, we were able to gain the necessary insight into various users and their roles in our Salesforce instance to instill the level of security needed," Loris said. "AppOmni has also helped our SaaS and IT administrators collaborate and streamline our overall security process."



### 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>.