

# How SANS Institute Gained Visibility, Reduced Risk, and Streamlined Compliance

## APPOMNI'S IMPACT



**40% reduction** in High and Critical vulnerabilities



**2x remediation capability**, enabling decisive actions



**90% security rating** by native tools exposed as "false sense of safety" and corrected by AppOmni



We were lacking clarity. AppOmni enabled us to recognize gaps in our SaaS security and effectively harden the system to our standards."

**Jason Sledge**

Senior Salesforce.com Administrator, SANS Institute

## SANS

### INDUSTRY

Technology

### EMPLOYEES

1,600

### HQ

United States

### INITIAL DEPLOYMENT

Salesforce

### USE CASES

Monitoring Third-Party App

Management

Continuous Controls

Threat Detection Activity

Monitoring

### ABOUT

SANS Institute is the world's leading provider of cybersecurity training, certification, and research. Founded in 1989, SANS delivers hands-on training programs that equip professionals with the skills to defend against evolving threats. SANS also operates the Global Information Assurance Certification (GIAC), a widely recognized cybersecurity certification body, and the SANS Technology Institute, an accredited college offering cybersecurity degrees.

## The Challenge

Salesforce sits at the center of SANS Institute, powering critical business functions from finance to customer service. After years of rapid growth, that 15-year-old environment became complex and difficult to manage.

"It's easy to build out Salesforce quickly, but without rigor, it turns into a giant hydra: multiple heads, each with different configurations that don't talk to each other," said Jason Sledge, Sr. Salesforce Administrator at SANS Institute. "At some point, you hit a wall where you have to refactor and bring in security best practices."

SANS initially relied on Salesforce's native health check tool, which claimed a 90% security rating, giving a false sense of safety. "It showed we were 90% secure," Sledge said, "but we're nowhere near 90%."



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## Requirements

As security challenges grew, SANS recognized the need for a SaaS security solution that went beyond basic checks. The team needed real-time visibility, threat detection, and a practical path to remediation.

The ideal platform wouldn't just identify risks; it would also enable the team to manage and resolve them effectively. Key requirements included:

- Deep SaaS visibility beyond native tools
- Prioritized risk remediation
- Easy adoption across technical and non-technical teams
- Near real-time monitoring and threat detection
- Compliance with SOC 2, ISO 27001, and more



## The Results

After implementing AppOmni's SaaS Security Posture Management (SSPM) solution, SANS immediately gained the clarity it previously lacked. With limited resources, the team used prioritized insights to take decisive action, **doubling remediation capability and reducing High and Critical vulnerabilities by 40%**.

Before AppOmni, fragmented data obscured SANS' security posture. AppOmni changed that by highlighting the most critical risks. "AppOmni surfaced the key events in a way we could easily consume and act on," Sledge said.

AppOmni's continuous monitoring helped detect configuration drift and reinforce secure baselines, while its **automated reporting reduced manual workload** and freed up resources for strategic initiatives.

The platform also **improved cross-functional collaboration**, delivering clear, actionable insights to both technical and non-technical stakeholders. This strengthened governance and simplified audits by making critical security data readily accessible.

## Next Steps

By integrating AppOmni into its security operations, SANS has strengthened its overall SaaS defenses, reduced risk, and improved team efficiency.

Looking ahead, SANS plans to expand beyond Salesforce, applying AppOmni's capabilities to other critical SaaS platforms. With ongoing automation, it aims to scale securely, maintain compliance, and stay ahead of emerging threats."

"AppOmni took what felt like an overwhelming challenge and turned it into something manageable," said Sledge. "It gave us clarity, confidence, and a path forward. That's changed the way we approach Salesforce SaaS security."



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## About AppOmni

AppOmni prevents SaaS data breaches by delivering end-to-end SaaS security. Our platform gives security teams clear visibility into posture, access, third-party connections, AI-related activity, and with built-in discovery to identify unsanctioned SaaS and shadow AI tools. Backed by continuous monitoring and real-time threat detection, AppOmni helps enterprises identify and resolve risks early, keeping their SaaS applications secure. Request a personalized demo at [appomni.com/demo](http://appomni.com/demo) or get in touch with one of our security experts at [info@appomni.com](mailto:info@appomni.com).