Novanta Secures Critical Salesforce Client Data and Management Solutions

Who is accessing your data, how are they doing it and what will they do with it? Three critical questions FairWarning provides expert information and answers to, ensuring data security solutions and trust.

The challenge

After an alert to suspicious data downloads in Salesforce, Novanta's team realized they needed actionable steps to be able to identify who is accessing critical information, when it happens, and how to prevent future data theft and costly investigations.

> *"If you've worked for three years to try to win a deal and somebody starts copying your proposals and product information, pulling them off a discovery driver, they can go to a competitor and really do some damage. That kind of security theft was the main driver for us to use FairWarning."*

As a leading global supplier of industrial and healthcare technology solutions, Novanta provides medical and industrial original equipment manufacturers (OEMs) innovative sub-system solutions in advanced photonics, vision and precision motion that deliver maximum performance.

As Novanta's acquisitions grew, the team utilized Salesforce for project and customer management solutions as well as tracking highly lucrative run-rate forecast information. As a trusted technological partner within the medical and industrial markets, Novanta realized the urgent need to protect both their client's critical data and successful on-going customer projects in Salesforce. Setting security parameters was crucial; decisive action was needed.

> *"If somebody's trying to log-in and their access has already been terminated, is it because we took their account away? Or is this a former employee trying to crack-in? And if they're trying to get into Salesforce, what else are they trying to get into? FairWarning helps us answer those questions and pass on the information."*

> *"What really cemented using FairWarning for our data security needs was the ability to set parameters so that if someone exceeds a certain number of record downloads - we want to know about that."*

After doing some research, Novanta quickly realized FairWarning had the specific event tracking and reporting technology they needed. By implementing [FairWarning for Cloud Security](#) to monitor users in Salesforce who might take highly sensitive and valuable information to a competitor, Novanta was able to increase their data security strategy and vigilantly track who

was accessing their data and when. After a quick, easy, and customizable implementation process, FairWarning now keeps critical client and project data safe, establishing a high degree of trust between the Novanta team and their customers.

"FairWarning's support staff were great in terms of understanding what we wanted and helping us get it built."

The Results

Proactive Event Monitoring
Effective Protection of Client Data Security and Management Projects
Fast and Easy Implementation Process
Establishing Trust and Peace of Mind