



Prospect Profile

Company Information

OEM: [REDACTED]
Inc.

Campaign Name: [REDACTED]
Q1FY21

Distributor: [REDACTED]
Solutions

Sales Rep: [REDACTED]

VAR: [REDACTED]

Appointment ID: [REDACTED]

Account Details

Account Name: [REDACTED]

Address: [REDACTED]

Website: [REDACTED]

Revenue: \$500M-1B

Employees 1001-5000

Contact Details

Contact Name: [REDACTED]

Title: Director of IT

LinkedIn:

Dial-In Info: [REDACTED]

Code: [REDACTED]

Meeting Time: 4/20/2021 02:00 PM Eastern

Account Description

A core component to [REDACTED] quality commitment is to ensure the welfare and health of our chickens. All chickens are farm raised cage free and fed a diet that is predominantly corn and soy-based with no added hormones. We follow the National Chicken Council's poultry welfare guidelines and all our locations are routinely audited to ensure compliance. Specially designed environmental management and disease prevention programs help ensure the health and well-being of the birds in our care. Should the use of antibiotics become necessary, they are used under the direction and supervision of a licensed and accredited [REDACTED] Veterinarian. We do not use any antibiotics that are not licensed and approved for use in food animals by the FDA or USDA. [REDACTED] does not use Cephalosporins or Quinolones, which have been defined as critically important to humans. Healthy chickens are directly related to a safe food supply and we strive daily to assure both.

Questions Asked:

1 . What are your plans to address the effectiveness of your organization's access management strategy?

The company is planning to address the effectiveness of its access management strategy in the next six months.

2 . Why is this a critical project?

This is a critical project for the company because they had a security breach and due to this the company is taking additional measures to ensure their mobile and cloud apps strategy is secure.

3 . Tell me about some of the challenges with your company's IAM strategy as it relates to digital transformation and security-driven initiatives?

The challenges they are needing to address with their IAM strategy are focused on addressing breach concerns and protecting the explosion of identities, apps, and devices. Additionally, they struggle with balancing security with the end-user experience and lack a robust solution that can audit and automate a lot of the necessary processes to meet compliance and ownership of the IAM initiatives.

4 . Can you easily define and enforce policy for who should have access to certain data and when approval from business managers is necessary?

The company cannot easily define nor enforce policy for who should have access to certain data at this time. This is critical for providing a throughout approval process for employees and business managers.

5 . What is your process for users to request access and for managers to approve access requests? Is it a simple or complicated process?

The current process for users to request access is to submit a paper ticket to their immediate manager at this time for what data and apps they require access to. This is not only a manual process but also a very tedious and time-consuming process which is very slow and complicated as well.

6 . Do you maintain accurate historical records of when individuals access applications?

The company does maintain historical records for access applications. However, this is a very inconsistent process due to the paper process that is in place. Also, the ticket process is not consistent and there is no standard process the employees must follow nor is there a formal process for managers to provide approval.

7 . Do you have controls in place to enforce segregation of duty (SoD) and mitigate access abuse by the approver?

The company does not have the necessary controls in place to enforce segregation of duty and mitigate abuse by the approver.

8 . Are you confident that your managers and application owners do a thorough and complete job when performing the required scheduled access certification reviews?

██████████ is not confident that the managers and app owners do a thorough and complete job when performing required scheduled access reviews. He feels this is an area that with the right solution the process could be condensed as well as streamlined improving operational efficiency and thus improving the user as well as approver experience.

9 . What is your organization's process for making decisions regarding this type of solution?

The process for making decisions for this solution is to review all solutions. They will then need to see a demo of the solution and issue a POC to 2-3 vendors. The final vendor will be selected based on the value of the solution, features, and functionality of the solution.

10 . What is your specific role in the decision-making process?

██████████ recommends IT decisions at the company. He reports directly to the Vice-Chair who, along with the Owner, makes all final project and budget decisions. The Vice-Chair and Owner implement his recommendations 100% of the time.

11 . What is your timeframe for evaluation, and then implementation?

The evaluation will begin in April 2021 and full implementation will be accomplished by June or July 2021.

12 . Are you actively engaged or working with [REDACTED] or any other [REDACTED] partners on this project?

The company is not working with [REDACTED] or any other [REDACTED] partners on this project.

13 . What is your estimated budget range for this project?

A budget of \$200K is within range for this project for the right fit.

Additional Notes

The driving force for this project is a recent security breach due to a lack of a sound IAM solution and strategy. The company is currently using Check Point at this time. They find this solution to not only be lacking in critical areas of control but also does not balance security and end-user experience. Additionally, they lack control processes that a sound IAM strategy would incorporate such as approval access and keeping historical record approval access which is currently a manual ticket paper process. Additionally, they are using Active Directory to manage data and app access once approval is given to certain employees upon request. They find this to be a cumbersome process that needs to be streamlined. Lastly, any automation to expedite these processes and assist with approvals but also change of access permissions would reduce costs and streamline operational efficiency as well. The solution they are considering is Okta also for this project.