



## Overview

### INDUSTRY

Data Storage Infrastructure Provider

### COMPANY PROFILE

Drobo makes award-winning data storage products that provide an unprecedented combination of sophisticated data protection and management features for small and medium businesses and individual professionals.

### BUSINESS SITUATION

Drobo's individual business units were acquiring and managing their own SaaS solutions without the involvement of the corporate IT department. With no centralized administrative capabilities — user activations and terminations were difficult to track, making compliance nearly impossible.

### SOLUTION

The Okta solution provides single sign-on, user management and reporting for all of Drobo's SaaS applications.

### BENEFITS

- Okta provides the ability to track and report on all user activity, facilitating compliance with Sarbanes-Oxley (SOX) and other regulatory requirements.
- By tracking license usage, Drobo has been able to eliminate thousands of dollars of ongoing SaaS monthly subscription fees.
- The Okta solution improves site security in a variety of ways, including the ability to quickly revoke employee access to sensitive data across all company applications.
- The Okta solution provides Drobo's 110 employees with easy SSO access to all cloud applications and services..

## Drobo Effortlessly Implements Okta SSO and User Management Solution for all Cloud Applications

### Okta On-demand service provides centralized Identity management across 20 SaaS Apps, Improves Site Security, and Streamlines Compliance

*"The rollout of Okta was fast, simple, and it works perfectly. We now have tight integration with AD, and a great deployment of the single sign-on solution across our entire enterprise. The main feedback I'm hearing from our employees is, 'Let's add more applications to Okta!'"*

- Tom Ta, Director of IT, Drobo

### Company

#### Drobo

Drobo is changing the way the world stores and accesses digital content. The company's automated storage products were designed to ensure its customers' data is always protected, accessible, and simple to manage. The award-winning Drobo storage arrays are the first to provide the protection of traditional RAID without the complexity of that technology. Since the launch of the first Drobo array in June 2007, the product family has received critical acclaim from leading industry publications, technology executives, noted bloggers, analysts, and digital media enthusiasts.

### Situation

#### Centralize Management of SaaS Applications

Tom Ta recently joined the Drobo team as the company's new IT director. "Drobo is a small business with just a two-person IT team," notes Ta. "With limited staff, our goal in IT is to set things up quickly and get things rolling as fast as possible. SaaS solutions make a lot of sense for us, because the time to deploy cloud apps into production is much shorter than with our on-premise solutions."

Prior to deploying the Okta solution, all of the company's individual business units were choosing and managing their own SaaS applications. When any department needed a new service, they just picked their favorite and signed up. One of Ta's first goals upon coming to Drobo was to bring the management and ownership of these applications back into the IT realm.

#### Efficiently Manage Compliance with limited IT resources

Without IT's involvement in SaaS application selection and ongoing management, Drobo's IT team was having difficulty achieving and proving compliance. "A lot of our SaaS applications are critical business systems," explains Ta. "We needed to develop documented processes around user account creation, deployment, and employee access terminations in order to pass our upcoming Sarbanes-Oxley (SOX) audits."





*"We rely on Microsoft's AD as the authoritative user directory that governs access to our email, file sharing, and internal business applications. Okta enables us to integrate all of our SaaS apps with our on-premise AD infrastructure. The rollout was fast, simple, and it works perfectly. We now have tight integration with AD, and a great deployment of the single sign-on solution across our enterprise."*

*- Tom Ta, Director of IT, Drobo*

## **Simplify and Consolidate Password Management**

Drobo employees were also struggling to remember the myriad of urls, usernames, and passwords needed to access all of their separate cloud-based productivity applications. None of the company's SaaS services had centralized authentication or consistent password policies. As a result, Drobo's users were calling IT frequently for password resets and other SaaS administrative issues.

## **Solution**

### **Choosing Okta**

Ta had used Okta successfully at a previous company, so his decision to deploy the solution at Drobo was an easy one to make. And since the Okta deployment had been so easy from an IT perspective, Ta was able to do the complete implementation himself.

The initial Okta deployment went very quickly. The actual installation consumed less than a day, and the testing and validation phases took just a few weeks. "Drobo was using two new applications that hadn't been integrated with Okta yet," explains Ta. "Okta performed the custom integrations for each of these apps for us in less than two weeks. Once I was satisfied with the testing results, we quickly deployed the Okta solution out to our entire user base."

## **Benefits**

### **One-Click Access to all Web-Based Applications**

Drobo has now deployed more than 20 SaaS applications through the Okta interface. Okta consolidates all of the employees' multiple SaaS application urls, user names, and passwords into one, intuitive interface — enabling easy SSO access for all users. "Everybody loves it," reports Ta. "The main feedback I'm hearing from our employees is, 'Let's add more applications to Okta!' We have a few small groups of employees here at Drobo that are using an additional 5 to 10 more SaaS apps. We are now adding all of those less-critical applications to the Okta interface as well."

### **Speedy and Robust AD Integration**

Ta also appreciates Okta's Active Directory (AD) integration feature. "We rely on Microsoft's AD as the authoritative user directory that governs access to our email, file sharing, and internal business applications. Okta enables us to integrate all of our SaaS apps with our on-premise AD infrastructure. The rollout was fast, simple, and it works perfectly. We now have tight integration with AD, and a great deployment of the single sign-on solution across our entire enterprise."

### **Eliminated Unused license Fee Costs**

Okta continues to be an investment that delivers a high ROI for Drobo. "The biggest business cost of SaaS solutions is in application management and maintenance, but also the perpetual license fees," notes Ta. "In IT, we know when someone leaves the company, because we immediately update our central AD site for our on-premise apps. But it is very easy for our individual business units to lose track of who has access to what. With no tracking, we were continuing to pay huge, on-going monthly fees for employees who had either changed departments or left the business." Now that user administration has been centralized under the Okta interface, Drobo has completely eliminated that wasted expense, saving the company thousands of dollars each month.





### Increased Security with Automatic Provisioning and De-provisioning

The Okta solution has also improved site security. “If user access is not monitored or audited, we could potentially expose ourselves to security breaches. With Okta, we have a clearly defined IT processes with a step-by-step, in-depth checklist we use to make sure user access is removed and all permissions are cut over. It gives us a nice clean audit trail that IT can own and manage. Now when an auditor asks to see the records for a particular person, I can quickly prove that access was removed. This would not be possible without the comprehensive tracking and reporting capabilities of the Okta solution.”

#### About Okta

Okta is the market leading on-demand identity and access management service that enables enterprises to accelerate the secure adoption of their web based applications, both in the cloud and behind the firewall. Okta delivers a complete solution addressing the needs of IT, end users, and business leaders; no customization required. The Okta team has built, deployed, and supported market leading, on-demand and enterprise software solutions from companies including Salesforce.com, SuccessFactors, PeopleSoft, Microsoft, Sun, and HP. Okta is backed by premiere angel and venture investors including Andreessen Horowitz, FLOODGATE, and Ron Conway. For more information, contact us at [www.okta.com](http://www.okta.com)

