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Proactive Protection:
A Nordic Government DLP Success Story

CASE STUDY

CUSTOMER PROFILE
- Industry: Government / Public Sector
- Region: Nordics
- Users Covered: 17,000
- Solution: Symantec DLP Cloud
- Environment: Network, Email, Endpoint

CHALLENGES
- Organisational push to migrate to Office 365 with no existing data protection in place
- Lacked DLP coverage for cloud apps, Urgent need for visibility and control over cloud app data (OneDrive, SharePoint, Outlook)
- Budget constraints and need to act quickly before funds expired
- The risk of incompliance

BROADCOM SOLUTIONS
- Delivered 17,000 Symantec DLP Cloud licenses
- Provided expert guidance through DLP specialists to ensure a smooth rollout and long-term strategy alignment

BENEFITS
- Protected sensitive data across Office 365 apps (OneDrive, SharePoint, Outlook) with real-time visibility and control
- Avoided compliance risk by implementing DLP Cloud before sensitive workloads moved to the cloud
- Enabled secure cloud adoption while maintaining their existing security governance model
- Built a foundation for future investment, including on-prem DLP Core and broader coverage expansion

1. PROTECTING DATA IN THE CLOUD WITH NO HEADACHES

The introduction of Office 365 prompted this Nordic government agency to act quickly. With OneDrive, SharePoint, and Teams set to become central productivity tools, data protection became a top priority—especially in light of strict compliance requirements and the handling of sensitive healthcare and education data. Symantec DLP Cloud, integrated via API, offered seamless visibility and control without disrupting user productivity. The Team deployed the solution with zero friction, thanks to a highly collaborative Proof of Concept and robust support, ensuring critical data stayed protected without adding operational complexity.

2. A TRUSTED SECURITY JOURNEY, STRENGTHENED OVER TIME

This government agency wasn't new to Symantec—they had long embraced the technology, dating back to the Blue Coat era. Over the years, they expanded to endpoint, web, and email security, becoming one of the largest and most loyal Symantec customers in Europe. Their existing trust in the brand laid a strong foundation for fast adoption of DLP Cloud. It wasn't just about familiarity—it was about continuing a strategy that had proven secure, stable, and scalable.

3. CUTTING THROUGH COMPLEXITY—AND COST

Internal debates weighed over other DLP solutions but the government cybersecurity lead knew from experience: other tools were not only more expensive, but often delivered less in terms of coverage, control and the quality of the DLP detection capabilities. With Symantec, they could protect multiple data streams through a unified platform—at nearly 40% lower cost than the next-best alternative. The decision wasn't just technical—it was financial and strategic, aligning perfectly with their long-term digital goals.

4. FROM PILOT TO BLUEPRINT FOR OTHER REGIONS

The project began with a 17,000-user test environment, and quickly scaled into a full production deployment. Thanks to expert support from both Symantec and Arrow and internal alignment across legal and security teams, the government agency moved faster than anticipated—finalising the investment months ahead of schedule. The cybersecurity lead regularly joins reference calls with other public-sector bodies, sharing their journey and encouraging adoption.