# Deloitte[1] Leads Prisma Cloud Win with Automotive Finance Client

Deloitte's Cyber and Strategic Risk practice offers a unified approach to help enterprises tackle obstacles, build new capabilities, and move forward fast.

In 2021, Deloitte and Palo Alto Networks formed a strategic alliance to provide integrated, end-to-end Zero Trust and multi-cloud cybersecurity solutions to their mutual enterprise and government clients. Less than a year later, the two companies announced the expansion of their alliance to offer managed security services to their shared U.S. clients.

## Client Challenge

Initiate Prisma Cloud Security Posture Management (CSPM) Production Pilot to Simplify Cloud Security Management

A large automotive captive finance client is a global provider of auto finance solutions, with operations across the world.

The client had turned to multi-cloud computing and storage to reduce costs and increase their agility. However, administering security across the environment was challenging and time-consuming for their teams.

The client's multi-vendor environment included Twistlock's Cloud Workload Protection Platform (CWPP), now part of Palo Alto Networks Prisma Cloud, but that small Prisma Cloud footprint was not fully operationalized or used to its full potential. Additionally, the client was using a cumbersome manual process to keep track of their security policies.

The client wanted to do a comparison matrix of cloud security posture management (CSPM) offerings that could increase visibility and monitor for security violations. Trusted throughout the client's cloud journey, Deloitte recommended a pilot of Palo Alto Networks Prisma Cloud that may include CSPM capabilities for asset visibility and compliance frameworks.

The six-week pilot also included Prisma Cloud Code Security to help the client address cloud infrastructure misconfigurations in code before they become alerts, as well as identify potential risky network activity. The client provided five different use cases to try out, which allowed them to get hands-on with Prisma Cloud security policies and compare them to other basic policies.

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# Solution

At Deloitte's recommendation, the client performed a pilot of Prisma Cloud only, rather than a hands-on evaluation of other vendors' CSPM offerings. Deloitte provided a comparison matrix of CSPM solutions by various vendors, including a direct comparison of Prisma Cloud to other competitive products for Cloud at the client's request.

Deloitte and Palo Alto Networks Alliance performed a production pilot so the client could see the value of fully operationalizing Prisma Cloud capabilities. Deloitte also provided runbooks on how to use Prisma Cloud's CSPM capabilities and conducted weekly walkthroughs with the client's IT team members.

# Benefits

Client Can Continue to Expand Prisma Cloud Use as Part of Cloud Growth

With Prisma Cloud, the client can better manage security across their multi-cloud environment.

"The training and runbooks Deloitte provided to the client during the pilot gives them a head-start in implementation, and they can come back to us at any time to expand their use cases," Cary Hickerson, Vice President, Lead Sales Executive, Deloitte Services LP, says.

As the client looks to onboard additional cloud service providers, their use of Prisma Cloud can continue to grow. The client will be able to use Prisma Cloud's code security and CSPM modules more heavily going forward, increasing the span of Prisma Cloud as they onboard more accounts.