



 CASE STUDY

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# INNOVATOR IN **ENTERPRISE MOBILITY APP SPACE**

LEVERAGES SCHELLMAN, SOC 2 TO IMPROVE SECURITY POSTURE

## sitrion

For more than a decade, Sitrion has evolved its value proposition to a single, powerful ideal:

to “make work better for all working people” for organizations and employees across the globe. Today, some of the world’s largest and most successful brands—such as MasterCard, ING Bank and Proctor & Gamble—rely on Sitrion’s mobile solutions to improve productivity across employees’ devices.

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Using the company's technology, organizations can pull together numerous applications from a variety of leading technology vendors—like Microsoft, Salesforce and Oracle—in a single application, streamlining mobile work.

"If you look at enterprise mobility, often times organizations approach it on an app-by-app basis. And then they suddenly have 10, 20 or 30 apps," explains Sitrion CTO Brian Kellner. "Sitrion brings everything into one place. So you can give people everything from employee news, to the ability to check their vacation balance, to visibility into leads in a sales system."

Of course, enterprise organizations that leverage Sitrion's solutions are trusting it with a tremendous volume of sensitive data, making security a priority for the company.

"In the course of talking to hundreds of customers and millions of end users, we often found that when we said, 'we're going to help you with productivity around enterprise mobility,' large organizations—many in finance, insurance or health care—were a bit reserved about going to cutting-edge mobile and cloud technologies," explains Sitrion CTO Brian Kellner. "And it could be tricky to figure out the fastest and simplest way to show customers that we were doing the right things around running a responsible platform that's secure and available, and keeps their data protected."



## Establishing Market Leadership in Security with the SOC 2

In talking to customers and prospects and doing its own research, Sitrion discovered that going through a Service Organization Controls (SOC) 2 compliance assessment and report would be the most effective way to put clients' minds at ease.

"As we continued to try to understand how customers were making their decisions around mobility and security, we eventually came across the SOC 2, which is a clear standard that has a good heritage in the industry with auditable processes and controls, and it seemed like this was a reasonable standard that made sense for us to pursue," Kellner said.

The next stage of research involved finding a company that could help Sitrion take right steps towards implementing the SOC 2. The company reached out to several peers, and Schellman & Company kept coming back as a standout among organizations that offer services around security certifications and reports. With so many referrals, it took Sitrion only two weeks to choose Schellman—it wasn't long until the enterprise mobility innovator knew it had made the right decision.

"The Schellman team did a really nice job of saying, 'Here's what we are talking about with this assessment, here are the kinds of things we'll be looking at, and here's how the process works,'" Kellner explained. "And it was a really efficient process from my point of view. It was straightforward and organized, so from my perspective, the fact that Schellman was willing to educate us and provide fair and reasonable expectations that were met, those were keys to success for us."



**Brian Kellner**  
Sitrion

With a successful SOC 2 implementation behind it, Sitrion is looking to continue improving its security posture for clients that apply their own specific standards to vendors they vet. Whether it is a SOC 2 Type 1, an ISO 27000 series certification or something else, Sitrion is likely to turn to Schellman again.

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## TALK WITH A SPECIALIST

Our Schellman teams have experience performing thousands of attestation examinations. **We're here to answer any questions.**

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