

# AWS CUSTOMER SNAPSHOT: Miri Infotech



## Introduction

Miri Infotech is a fast growing software development and integration company offering a range of customization and migration services. By including PKWARE in 2016 within their suite of services, Miri has been able to uncover vulnerable sensitive data and secure new customers across Healthcare, Financial Services and Education industries, reducing time in Proof of Concepts (POC's) from weeks to a couple days by setting up environments on AWS, validating migration into S3 and leveraging Big Data services including EMR, Redshift and RDS for analytics. Miri is helping the customer realize time to value using a combined Dataguise AWS solution.

## The Challenge

- Clients across Healthcare, Financial Services and Education don't know the extent of the sensitive data and Personal Identifiable Information (PII) contained in their myriad of structured and unstructured data sources needed to stay competitive, and which require safe, protected conduct of analytics.
- Clients don't have a full picture of all the regular vs. sensitive data in their ever growing repositories, or the precise locations of all sensitive information, both of which are needed so they can confidently build a plan as to what should be migrated over to AWS and when.
- Across the global spectrum of customers, securing and protecting sensitive data from data breaches or accidental distribution has become a critical client requirement. Upcoming compliance challenges, such as General Data Protection Regulation (GDPR), affecting any company that processes PII of EU residents, pose new regulations and deadlines which clients must fully meet.

## About PKWARE

PKWARE offers the only data discovery and protection solution that locates and secures sensitive data to minimize organizational risks and costs, regardless of device or environment. Our ultra-efficient, scalable software is simple to use on a broad range of data types and repositories, enabling precise, automated visibility and control of personal data, even in the fastest-moving, most complex IT environments. With more than 1,200 customers, including many of the world's largest financial institutions, retailers, healthcare organizations, and government agencies, PKWARE continues to innovate as an award-winning global leader in data discovery, security, and compliance. To learn more, visit [PKWARE.com](http://PKWARE.com)

## The Solution

- PKWARE's sensitive data detection identifies precise location and quantity of structured and unstructured sensitive data
- PKWARE reports and dashboards
- PKWARE delivers out of the box data protection policies to meet client compliance requirements in Healthcare, Financial Services, and Education around the world

## The Benefits

- Miri rapidly proves to prospects they have exposure by running a Proof of Concept against a subset of the client's relevant data to prepare a plan for the client to make decisions on what data needs to migrate to AWS, and when.
- Customers understand a clear roadmap to meet all their sensitive data and PII compliance requirements. With their sensitive data protected, customers confidently avoid penalties and negative brand impact while achieving distinct competitive advantages in their markets.
- Miri adds further software customization and add on services and reporting that create customer value, enabling Miri the consulting opportunity to help customers migrate to AWS and adopt services including S3, EMR, Redshift and RDS.
- As an annuity from top satisfied customers, Miri Info receives a steady stream of new PKWARE client services referrals to consult and plan optimal AWS migrations.



“Most prospective customers we meet initially do not consider where they might hold undetected sensitive data. Others believe they've already thoroughly scrubbed and secured all their sensitive data. We use PKWARE first as a proof point, manage a sample migration of representative data onto AWS, then detect and report the locations of their exposed sensitive data. Establishing this trust leads to a larger project with wholesale migration of data to AWS. PKWARE is instrumental in securing new revenue clients, managing and adding on Big Data services.”

- Meenakshi Kumar  
Director  
Service Delivery, Miri Infotech

## Company Profile

Miri Infotech distinguishes itself from its competitors globally through technical competence and deep industry insight, adaptability and flexibility, with quick recognition of valuable emerging technologies to incorporate, as well as extensive in house experience in software customization and services delivery. Combining its understanding of technologies with sharp, certified domain expertise in program and project management, Miri produces unparalleled value for its clients. An ISO Certified custom software application development and consulting firm, Miri has offices in Fremont, California USA, and Chandigarh and Delhi, India.

To learn more about how Miri Infotech and PKWARE can help you move to AWS as together they detect, mask, encrypt, monitor and protect your sensitive data before, during and after migration, contact Miri <http://www.miritech.com/ContactUs.aspx>

