

QOSTODIAN RECON™

Kaleido Drives GDPR-Style Compliance with Recon



“Recon helped us adapt to new regulatory requirements. We now quickly generate an audit-ready report to provide to regulators. We can also provide evidence that data was ‘destroyed.’ Best of all, our customers’ data is anonymized and never leaves our environment.”

KALEIDO

François Lamontagne,

Director of IT



Industry

Financial Services



Use Case

Regulatory Compliance



Product

QOSTODIAN RECON™

Kaleido is a leading fund manager and provider of education savings plan programs. The company provides investment strategies that enable families to save at their own pace, while also leveraging available government grants.

Challenge: protecting data, building trust

At the core of Kaleido’s mission is trust. Customers entrust Kaleido with their hard-earned money, as well as all the sensitive personal and financial data required to make and manage these carefully regulated investments. This includes customer banking information and social insurance numbers that their customers expect will be protected.

Government regulators also expect Kaleido to safeguard personal data, and requirements recently got even stricter. Locally, the provincial Quebec Government passed Law 25 in September 2021, adding new data privacy regulations to federal compliance rules already in place. The new guidance requires a yearly audit. These new changes made getting data privacy right more financially consequential than ever.

Leaders realized the new compliance requirements could put current security and compliance systems and strategies to the test. To ensure Kaleido could get—and stay—in front of rapidly evolving security and compliance requirements, a smarter approach was needed.

Like many other organizations, Kaleido’s rising data privacy challenges are also driven by other dynamics.

Internally, a growing customer base has increased the breadth and depth of data collected, and specific department-specific reporting and documentation requests have increased complexity across the lifecycle. Previously, finding this data was a manual exercise, involving time-consuming shell scripts and CSVs that were a headache for recipients to read.

“We used to batch manual tasks to target specific files on specific servers. But as the data grew, we required a more precise way to find files, even if we didn’t have file names, sometimes targeting specific types of patterns like social insurance numbers. The government has also set new requirements, and we have to meet them.”

Externally, Kaleido and other financial services providers worried about the rise in cybercrime introduced by remote work. As threat hunting and mitigation became more of a focus, executives committed to being proactive and staying out of the headlines. They asked François Lamontagne, Director of IT: We don’t want that to happen to us. What more can we do?

Solution: quick and easy compliance with new rules

As the team considered how best to transform their data security, they had two objectives. Kaleido wanted to meaningfully modernize sensitive data management across the organization, but they also needed to quickly achieve compliance with the specific GDPR-style rules and requirements. In order to drive key aspects of compliance, they needed:

- 1. a scalable data discovery and classification tool to find, tag, and sort sensitive data**
- 2. a centralized data inventory of PII across networks, applications, clouds, and workstations**
- 3. the ability to find and destroy personally identifiable data after a contract gets signed**
- 4. data to remain encrypted and anonymized, with information never leaving Kaleido's environment**
- 5. automated PII reports that could be provided directly to auditors**

An early discussion with a company director brought Qohash into the conversation.

“As soon as the team walked through the product, something clicked. The combination of powerful, fast discovery, and robust context-rich reporting made for the ideal platform on which to modernize.”

With Recon installed, automated scanning and reporting workloads immediately saved time for teams and increased responsiveness to stakeholder requests for information. Lamontagne shared: “We’d receive a request for all sensitive data created within a specific timeframe. Previously, I ran a script, formatted it in Notepad, and used Command Line

with this big blob of text. Now, with Recon, we target a location we want to scan and go.”

The increased speed and simplicity of scanning, plus the precise granularity of search results, helps ensure data governance stakeholders—and regulators—get up to the minute visibility into sensitive data and its movement. No matter how regulations at the local or federal level might change, Kaleido can easily stay compliant.

Results: 75% increase in effectiveness

Recon has enabled Kaleido to dramatically simplify PII fundamentals by replacing time consuming manual processes with a unified, automated search and reporting tool that’s easy to configure, customize, and scale. Two unique Recon features continue to stand out to the team.

First, Recon’s powerful, intuitive graphical user interface not only makes searches faster, but returns useful, context-rich results. Additionally, the ability to scan specific data elements, rather than simply searching through files, was also a game changer. The team can, for example, scan for patterns matching potential VISA card numbers, getting access to both the number, the associated string context, and a “likelihood” score that shows the confidence level of Recon’s results.

As Lamontagne explains,

“We tried to find another tool and couldn’t find anything that did what Qohash does.”

The benefits of moving to Recon were easily—and dramatically—measurable. “A task that would take me an hour and a half, now takes 15 minutes.”

The increased efficiency and convenience have done more than just reduce the time required to complete important compliance tasks. It's also improved data security and compliance by increasing visibility. Lamontagne explains:

“Before, I ran scans quarterly. Now, with options for recurring scans that are easy for me to schedule, we scan weekly and feel more confident about security.”

This also translates into a greater level of responsiveness to all data stakeholders, including customers and regulators.

Critical Transformations

Before Recon	With Recon
<ul style="list-style-type: none">• Per volume, per drive scanning• PowerShell scripts and batch queries• CSV files delivered via email• Difficult, infrequent queries	<ul style="list-style-type: none">• Consolidated scanning of all data types across all environments• Automated scanning and classification process• Integrated reporting and delivery• Continuous, lightning fast scheduled scans

As the business grows, and the regulatory environment changes, Kaleido will continuously face new challenges to how they store, manage, and secure sensitive customer and financial data. The fundamental gains accomplished through Recon adoption will continue to multiply over time, no matter where market or regulatory demands go next.

“The protection of our customers’ personal information is at the heart of our organization. We will put everything in place to keep it secure. “