

Case Study

Duo Security Deployed SafeLogic's CryptoComply Encryption Module to Achieve FIPS 140-2 Validation Quickly



SafeLogic



CASE STUDY

The Background

Duo Security is a Cloud-based Trusted Access provider protecting the world's fastest-growing companies and thousands of organizations worldwide, including Dresser-Rand Group, Etsy, NASA, Facebook, K-Swiss, Paramount Pictures, Random House, SuddenLink, Toyota, Twitter, Yelp,

Zillow, and more. Duo Security's innovative and easy-to-use technology can be quickly deployed to protect users, data, and applications from breaches, credential theft and account takeover.

The Challenge

Duo Security's horizontal approach to marketing led to traction in a variety of industries, early in the life of the startup. By early 2015, retail customers were well established and the healthcare industry became a growing focus for the team.

Then in July of 2015, the United States government announced that they had endured a significant data breach at the Office of Personnel Management (OPM). This revelation had three major effects for Duo. First, the team recognized the lucrative potential opportunities in the federal market. Next, Duo received reciprocated interest from government agencies that didn't want to follow in OPM's footsteps. And then, the eureka moment:

"We realized that an accelerated pursuit of certain checkmarks would pave the way for both the existing go-to-market strategy in healthcare as well as a new major push into the public sector," said Duo Security CTO Jon Oberheide.

Duo's executive team moved quickly, assessing their opportunities in federal and staffing up appropriately in sales. They quickly came to the conclusion that they would need to complete FIPS 140-2 validation and get a GSA schedule listing. By completing these items, Duo would be able to compete at the highest levels against their toughest rivals. But how could a startup company tackle these items quickly, without completely bogging down their team?

Duo Wanted to Move Quickly

Duo Security already had the wheels in motion for an entry into the regulated healthcare industry. By accelerating FIPS 140-2 validation, they would be positioned to leverage the certificate for the public sector as well. But time was of the essence for Duo Security.



RapidCert Was the Perfect Fit

SafeLogic's program is designed to pair the CryptoComply encryption software with RapidCert services to make FIPS 140-2 validation faster and easier than ever before. As a perfect example, Duo Security was able to receive their certificate (#2671) from NIST without any further effort after they integrated the CryptoComply module. To make it even easier, SafeLogic's technical team remained on standby throughout the integration to provide support if required.



Duo Security didn't need to hire any consultants or outside resources. It was as simple and quick as they had hoped!

The Solution

Duo Security weighed their options to complete FIPS 140-2 validation. With speed as a priority, it was obvious that SafeLogic's RapidCert would be an ideal fit. The ease of installation on the CryptoComply module made things smooth on the technical side and the costs were within budget, but it was the promise of a speedy delivery and an avoidance of complications that sealed the deal.

"We wanted to accelerate our entry into the federal market," said Oberheide. "We didn't want to wait 12-18 months. We wanted a rapid solution and SafeLogic provided exactly that – a fast, painless FIPS 140-2 validation."

The relationship between SafeLogic and Duo Security culminated on July 7, 2016, when NIST published certificate #2671, certifying Duo's encryption module for use in the Android mobile operating environment. Since then, Duo Security has embraced its newly earned FIPS 140-2 validated status, rightfully telling their end-users that "we obsess about security so you don't have to."

We couldn't agree more. SafeLogic obsesses about FIPS 140-2 validated encryption so Duo doesn't have to!

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Jon Oberheide
CTO and Co-Founder of Duo Security



About Duo Security

Duo's mission is to be the worldwide leader in secure access for companies of all sizes. They protect organizations against data breaches by ensuring only legitimate users and appropriate devices have access to sensitive data and applications - anytime, anywhere.

Duo Security was founded by CEO Dug Song and CTO Jon Oberheide, two respected pioneers in the security community. The company has offices in Ann Arbor, Michigan; San Mateo, California; Austin, Texas; and London, England. Duo is backed by Benchmark, Google Ventures, Radar Partners, Redpoint Ventures and True Ventures.



About SafeLogic

SafeLogic's product line is focused on standards-based cryptographic engines designed for use in mobile, Cloud, server, wearable, IoT, workstation, and appliance environments. SafeLogic modules include RapidCert, the industry's only FIPS 140-2 validation service that provides a certificate in the customer's name, while drastically accelerating the timeline, requiring no additional engineering effort, zero interaction with testing labs, and at a fixed cost.

SafeLogic was established in 2012, is privately held, and is headquartered in Palo Alto, California.



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