

Transforming Data Security:

Mariner Finance Turns to Forcepoint Unified Data Security Solutions and Support for Safeguarding Sensitive Customer Information

Deploys Forcepoint's Data Security Everywhere tools for comprehensive, AI-powered security

About Mariner Finance

Mariner Finance is a leading consumer finance company, specializing in personal loans, financial services, and customized solutions designed to meet individual customer needs. With a commitment to responsible lending and exceptional customer experiences, Mariner Finance has built a reputation as a trusted lender for individuals seeking options specific to their needs.

As part of their forward-thinking approach, Mariner Finance prioritizes data security to enhance customer service and streamline operations. The company continuously invests in advanced solutions, such as the ongoing implementation of a Data Security Posture Management (DSPM) solution, and rigorous security practices. This reflects Mariner Finance's proactive approach to managing today's security challenges, which are typical across the financial services industry.

Financial institutions often manage vast amounts of highly sensitive Personally Identifiable Information (PII) and Payment Card Industry (PCI) data. Compliance with industry standards, such as PCI and ISO 27001, aligns with the common challenges Forcepoint customers face in the financial sector—ensuring robust data protection while meeting stringent regulatory requirements. By integrating innovative technologies like DSPM, financial institutions like Mariner Finance can also strengthen their infrastructure and solidify its reputation for integrity, reliability, and leadership in the financial services industry.

At the helm of this initiative is **Gabe Guerra, Senior Information Security Engineer at Mariner Finance**, a committed member of the information security team, who has harnessed Forcepoint's suite of Data Everywhere Security solutions to **address critical challenges, streamline processes, and exceed organizational expectations.**

CUSTOMER PROFILE:

Mariner Finance is a leading consumer finance company offering personal loans and tailored financial solutions.

INDUSTRY:

Finance

HEADQUARTERS:

United States

Addressing Critical Challenges: Preventing Sensitive Data Loss

One of Mariner Finance's foremost concerns was data exfiltration—ensuring that sensitive customer data, remained secure across a geographically diverse footprint. Gabe recalls, **"Forcepoint's data security solutions gave us the framework we needed to proactively tackle these threats."** The enhanced functionality can provide a proactive layer of defense against increasingly sophisticated threats, ensuring sensitive data remains secure.

The deployment of Forcepoint's advanced Data Security Everywhere functionalities was pivotal in addressing these concerns and supported multi-layered security. **"The integration of Forcepoint data security solutions allowed us to detect potential threats disguised as images and mitigate risks before they escalated,"** Gabe shares.

Another significant milestone was unifying endpoint protection policies with Forcepoint. In an effort to reduce the number of false positives, Gabe's team refined over 200 data loss prevention policies. The support provided by the Forcepoint Professional Services team, combined with Mariner Finance's comprehensive and methodical approach, ensured tailored policy enforcement, reducing administrative overhead and enhancing data security. **"We took the time to tune each policy, and it paid off immensely. Today, alerts have dropped significantly, which speaks volumes about the impact of unifying policy management,"** Gabe explains.

The results were transformative, with blocking alerts significantly dropping after a comprehensive tuning process. Mariner Finance's achievement underscores Forcepoint's potential to improve efficiency and efficacy as part of a simple-to-manage security infrastructure. Through Forcepoint's layered security approach, Gabe and his team have effectively strengthened Mariner Finance's defenses, setting the stage for ongoing success. The early wins, paired with Gabe's strategic leadership, underline Mariner's commitment to excellence in addressing these critical challenges.

Strengthening Security Posture: Complete Data Security Framework

Looking ahead, Mariner Finance continues to evolve its data security strategy with a focus on proactive risk management and simplified compliance. As part of this continuous improvement, the team is in the process of reviewing and potentially adopting Forcepoint's AI-powered data security management tools to rapidly identify and classify data risks across the enterprise. This implementation will not only streamline compliance with frameworks like PCI and ISO 27001 but will also reinforce Mariner's broader mission to maintain an unmatched standard of data security. Adopting Forcepoint's AI-powered data security solution was the logical next step to address these concerns and strengthen our security posture.

The vendor evaluation and decision-making process at Mariner Finance was thorough and meticulous with the comprehensive evaluation matrix comparing factors like feature robustness, ease of deployment, and long-term scalability. When it came down to Forcepoint and a competitor, Gabe comments, **"Forcepoint offered seamless integration with our existing security operations and unmatched professional support."** Unlike standalone solutions that might introduce inefficiencies or require additional resources, Forcepoint data security solutions aligned perfectly with Mariner Finance's initiative to consolidate tools under a unified framework.

The track record of reliability and cost-effectiveness also played a crucial role in the decision. By choosing Forcepoint, Mariner Finance helped to ensure a streamlined, all-in-one solution while adhering to budgetary constraints. Gabe recalls, **"We knew we needed data security that could perform at the highest level while integrating seamlessly into our current solutions. Forcepoint was the clear choice—not just for its capabilities but for the trust we've built with their team over time."**

Exceptional Support and Seamless Integration: Forcepoint's Role in Mariner Finance's Security Success

Further bolstering the decision to implement additional data security solutions was Forcepoint's reputation for exceptional professional services and customer support. One of the key factors driving the success of this partnership is Forcepoint's exceptional customer support. Gabe highlights the invaluable assistance of the Forcepoint Professional Services, Customer Success, and Account teams. **"Their [Forcepoint's] responsiveness and problem-solving have been above and beyond,"** Gabe shares. **"Whether it's through the support portal or direct communication, we've consistently received timely and effective solutions."**

This dedication extends to everyday operations, where the team relies on Forcepoint's layered security to manage alerts across multiple interfaces. From monitoring policy enforcement to correlating data across SaaS apps, web traffic, endpoint and email channels, Gabe and his team ensure swift resolutions to any issues that arise. Their collaborative approach, combined with Forcepoint's robust tools, have helped to significantly expand Mariner Finance's security posture. Reflecting on their journey with Forcepoint, Gabe notes, **"Forcepoint has provided us with a comprehensive framework that aligns with our security goals. It empowers us to tackle emerging threats while maintaining simplicity in operations."**

