

AKEYLESS

Efficient Secrets Management at Enterprise Scale for a Global Organization



About Cimpress

With subsidiaries on nearly every continent, 12,000 employees, and more than \$2 billion in annual revenue, Cimpress is the definition of a global organization. A multinational manufacturer of consumer goods, it is the parent company of blue-chip brands such as Vistaprint, Drukwerkdeal, and Pixartprinting.

+\$2B

Revenue

13

Global
Subsidiaries

>10K

Employees

The Akeyless Advantage

- ✓ SaaS simplicity: fast deployment, zero maintenance
- ✓ 270% higher adoption than previous solution
- ✓ 70% cost reduction compared with previous secrets management solution
- ✓ Straightforward onboarding and flexible integrations for diverse teams

With massive operations, the central Cimpress security team, in comparison, is small but mighty.

With a headcount of ~30, the central team's aim is to support local Cimpress security teams as an MSSP, or a managed security service provider. The team discovers, purchases, and provides services to Cimpress security teams distributed across the globe. By managing relationships with vendors and providing support, their goal is to make it easy for teams at Cimpress to get security done right.



The Cimpress Security team, focused on being lean and mean, is always searching for high-value services that make the most impact for their teams.

The Problem: Hidden Challenges of an On-Premise Tool

Compromised credentials are one of the leading causes of malicious data breaches. Knowing that, the security team at Cimpress has always prioritized Secrets Management for their teams.

However, Cimpress' existing Secrets Management provider, despite being well known in the industry, was failing on several fronts.

1. High TCO

The team at Cimpress had heavy licensing costs from their previous provider, on top of costs associated with:

- Spinning up and managing their own infrastructure
- Setting up monitoring so they knew immediately if something was not working correctly
- Having a team on call 24/7 when issues arose

2. Usability issues

The main Cimpress team worked hard at providing documentation and onboarding resources, but teams still struggled to understand and work with their secrets management tool.

3. Not reliable

The Cimpress team was getting frustrated with their current provider's reliability and availability—they were never sure if things would work as expected.

With low adoption, questionable reliability, and an astronomically high TCO, the team at Cimpress was looking for a change.

The Solution

Cimpress chose Akeyless as their new Secrets Management solution. Akeyless is a true SaaS, with fast deployment and zero maintenance. Born in the cloud, its API-driven capabilities allowed Cimpress’ teams to use many integrations out-of-the-box no matter their toolset.

The security team at Cimpress was immediately impressed with the easy onboarding of the Akeyless platform as well as the support provided by the Akeyless team. Cimpress was able to get up and running within weeks, and quickly saw the results they were hoping for.

After 9 months of working with Akeyless, Cimpress benefited from:

1. Higher Adoption

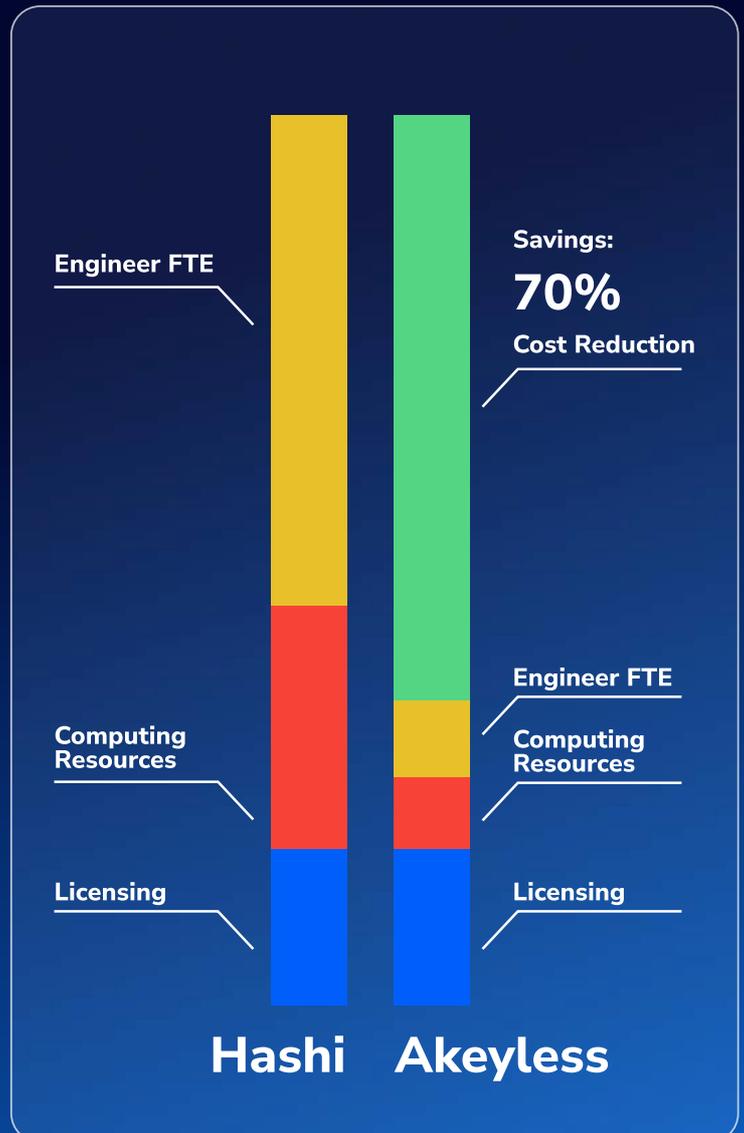
The security team at Cimpress saw adoption soar 270% compared with their previous provider. Teams weren’t mandated to use certain tools —they simply found it easier to use Akeyless.

2. More Functionality

With Akeyless, Cimpress could use features that had been missing or difficult to implement with their previous provider, like the use of temporary credentials for database users and rotating credentials for on-prem machines.

3. Lower TCO

Overall, Cimpress reduced costs by 70% compared to their previous provider, including both engineering and computing resources.





Conor Mancone

◀▶ cimpres

Principal Application
Security Engineer

“We set Akeyless up 9 months ago and we haven’t had to worry about credential rotation. We haven’t had to worry about credential leakage. All of our software that’s running, it just works — we haven’t really had to think about it since then. It’s been a really smooth, really easy process.”



Akeyless is Here For You

The struggles the Cimpres team dealt with aren’t unique to them. We hear many of the same complaints from other companies, which is why, at Akeyless, we focus on usability, flexibility, and security.

If you would like to see how Akeyless can empower your current Secrets Management, please schedule a demo with us at www.akeyless.io/landing/demo/.