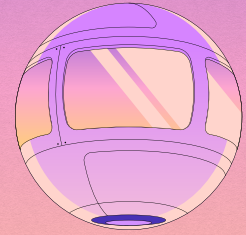


The 26-Billion Record Blind Spot: How WELL Health Secures the Complexity of Hyper-Growth



In the world of digital healthcare, growth is a double-edged sword. For WELL Health, Canada's digital healthcare powerhouse, expansion is fueled by a relentless M&A strategy. But every time a new clinic or SaaS application is folded into their empire, a "black box" of data comes with it.

"We know we have sensitive data in our environment, maybe in a SharePoint, somewhere, and we don't know if it's stored in plain text," says Ritesh Gawande, Business Information Security Officer at WellStar, a WELL Health subsidiary. "We were acquiring companies and acquiring the risk associated with the data."

With 13 business units operating across a cloud-agnostic sprawl of AWS, Azure, GCP, and Microsoft 365, WELL Health manages a multi-cloud ecosystem housing 26 billion records.

The M&A Dilemma: Automated Visibility vs. Manual Scale

Before Cyera, the security team worked to identify Patient Health Information (PHI) and PII across 18,000 datastores manually. "It is very important to protect it, but at the same time we need to identify it to protect it," Gawande explains.

As the company scaled, manual checks reached a breaking point. "We cannot just hire the bodies. We cannot just hire people to manage the same data security all the time."

Prioritizing Technical Depth

Gawande, a technical BISO, prioritizes the core engine of a tool over its visual interface. He required a platform that could digest the complexity of a 100% cloud-hosted environment without the distraction of inaccurate data.

"I always wanted to stay away from a shiny object," Gawande says. "When I looked at other tools in the market, most of them were shiny objects rather than a core engine, not powerful. With Cyera, the findings were so powerful from day one that we were able to make decisions."

From 18,000 Datastores to the Top 5 Risks

Within the first two weeks of deployment, WELL Health achieved visibility that was previously impossible. They filtered through a massive, multi-cloud environment to find specific high-risk exposures.

"We have around 18K data stores with almost 26 billion records, and that's billions, not millions," Gawande notes. "We were able to segregate that, filter it down by data classification: top 1%, top 5%, top 10%."

To operationalize these findings, WELL Health integrated Cyera with Jira and Freshservice. They established a Biweekly Cyera Remediation Program to address the top five risks across the entire organization every two weeks. The team found significant value in scanning collaboration tools. "Microsoft 365, where you can scan SharePoint and OneDrive files and drill down by user... that was really good."

The Results: Security at the Speed of Business

WELL Health now uses data security as a business imperative to facilitate faster acquisitions.



Immediate M&A Readiness:

"If we have an organization we're going to acquire, we need to know their data security posture. As soon as we connect their environment to ours, we see that visibility immediately."



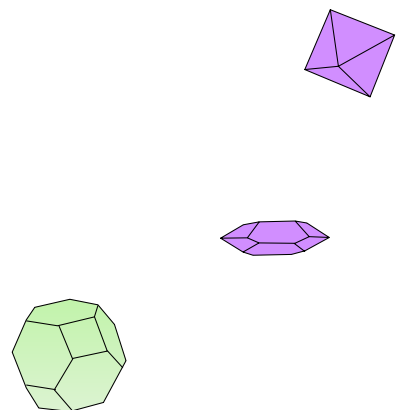
Executive Leverage:

"Cyera opened our eyes to the data risk we might have in our ecosystem. That visibility gave us leverage to speak to the ELT team, showcase the data exposure we had, and take informed decisions."



Cost Efficiency:

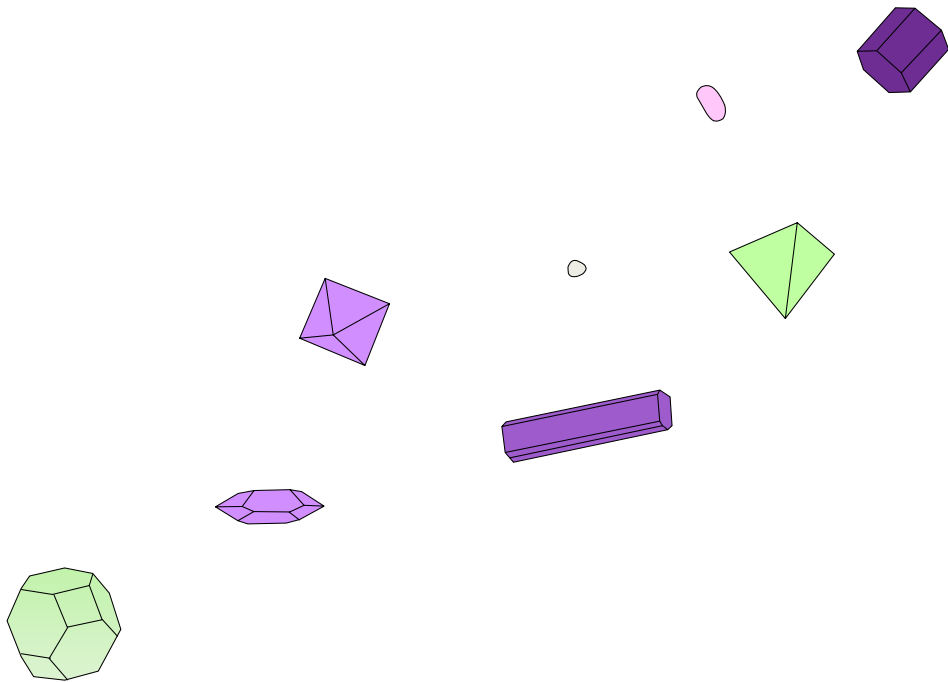
"We see the global view and then drill down to each individual subsidiary. That helped us reduce cost across all of Well Health. We're not spending on separate tools for each business unit."



In a multi-cloud empire of 26 billion records, WELL Health uses a powerful engine to maintain pace with its growth. As Gawande puts it: "At Well Health, we take security very seriously, and we mean it. Cyera helped us with visibility, and at the same time, it helped us move very fast."



Metric	Detail
Data Volume	26 Billion Records
Infrastructure	18,000 Datastores across AWS, Azure, GCP
Key Use Case	Plain-text vs. Encrypted data transparency
Workflow	Automated Jira/Freshservice tickets for top 5 biweekly risks
Data Breach Readiness	"We've had (or fear) a breach — we need to know the blast radius immediately."



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