



Global Atlantic Financial Group offers Americans a broad range of retirement, life and reinsurance products to customize a strategy to fulfill their protection, accumulation, income, wealth transfer and end-of-life needs. The company was part of the Goldman Sachs Reinsurance Group which it separated from in 2013.

### **The challenge**

Through acquisitions, Global Atlantic Financial Group has grown at a tremendous rate. After running IT tests, they realized their identity and access management processes were not keeping up with their business growth. They decided to invest in an end-to-end identity governance solution to power their identity program, allowing them to standardize and automate their identity functions.

### **The solution**

- Automate identity governance processes
- Scale access and consolidate infrastructure
- Provide seamless experience for end users

### **The results**

Global Atlantic Financial Group partnered with SailPoint for their next-generation identity program. They now have adequate controls and automation around access for employees that join the company, move job functions or leave the organization, reducing security risk. They feel confident that they can properly scale the program for continued growth, while continuing to innovate their cloud-based solution to drive user adoption. Automated access certification, leading to significant time and cost savings. AI-driven recommendations expedite secure user access reviews, eliminating guesswork and rubber-stamping. Oversee company-wide policy and privilege enforcement, reducing human error and ensuring audit readiness, elevating effectiveness, and minimizing the cost of continuous compliance.

 **Manulife**

Manulife provides financial advice, insurance, and wealth and asset management services to help people enhance their lives. While residents in the United States know the company as John Hancock, the rest of the world knows it as Manulife.

### **The challenge**

Manulife is a widely distributed enterprise with continuous changes to staff. The identity team found the company starting to outgrow its older tools and processes and sought to build a new foundation that would help the company more efficiently address governance challenges.

### **The solution**

- Govern access to applications for human and non-human identities
- Provide increased security around accounts with privileged access
- Lay the groundwork for continuous innovation leveraging automation and analytics

### **The results**

SailPoint helped Manulife achieve their governance and automation goals, building the foundation for an innovative identity governance program. Through their partnerships and integrations with CyberArk and ServiceNow, Manulife is now governing access to all identities, including privileged and all applications in the enterprise. They will soon be leveraging analytics capabilities to take their program to the next level.



Sallie Mae, the US's leading saving, planning, and paying for college company, faced spiraling compliance costs due to their many service offerings to consumers in addition to its role as a federal contractor. With SailPoint, they have automated their processes while improving the company's overall IT risk and compliance posture.

### **The challenge**

The volume of regulations with which Sallie Mae must comply indicated the company needed to automate their processes in order to keep up-to-date with access certifications, while also implementing role-based access control and gaining better visibility and risk management.

### **The solution**

- Automate cumbersome, manual procedures
- Reduce the cost and frustration associated with access certifications
- Bring visibility and oversight to the IAM program

### **The results**

Within 6 months of leveraging the power of identity with SailPoint, Sallie Mae was able to completely restructure its compliance efforts to be more efficient, automated and cost-effective. This, in turn, has helped the company further its security efforts with improved insight to users' access and pave the way for future improvements, such as self-service access requests.