



Car Manufacturer –
Cloud Service Enabler
in China

„By meeting the requirements of the Chinese cybersecurity law by 100%, the customer was able to increase its revenue by 20%.“

Customer
Case Study



Customer Case Study

Car Manufacturer – Cloud Service Enabler in China



- 100% Meeting the requirements of Chinese cybersecurity law
- 20% Average revenue increase
- 50% ROI increase in just over a year
- 0% Latency from Chinese firewall

” The eperi Gateway is our crucial enabler to use cloud services in China with cloud datacenters located abroad. All restricted data stays in China and only placeholders leave the Chinese border. “

Customer

Chinese Subsidiary of an International Car Manufacturer

Problem

The customer has been running **Salesforce Sales Cloud** for over 5 years with multiple releases. Due to the **Chinese cybersecurity law**, all PII data from Chinese citizens and confidential data from Chinese companies needs to stay within China. Our client needed a cloud security solution to pseudonymize PII data in Salesforce. The software must meet the export regulations and Chinese import regulations.

Solution

During a proof of concept (POC) phase, the eperi Gateway was implemented as the **cloud data protection and tokenization solution** for the client **in China**.

During the POC, eperi proved that the eperi Gateway solution could support **most of the client-specific complex use cases**. The POC confirmed that **various applications/platforms** could be integrated with Salesforce **via the eperi Gateway**.

Additionally, the customer found that using the eperi Gateway significantly increases the **performance** of the cloud services outside China.