

CASE STUDY

Leading DACH distributor Tarox AG invests in LastPass for enhanced cybersecurity and compliance

INTERVIEW WITH:

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OVERVIEW

Tarox AG is a well-established distributor in the computer hardware sector, headquartered in West Germany and serving the broader DACH region. With a diverse customer base of over 1,000 clients across various industries, including both small businesses and large enterprises, Tarox AG employs more than 190 people and generates over 160 million EUR annual earnings.



THE CHALLENGE

As the cybersecurity landscape evolved, Tarox customers face several challenges.

- Increasing cybersecurity threats, including phishing attacks and data breaches.
- The growing complexity of meeting or maintaining compliance, including adherence to frameworks like NIST 2.0 and regulations like GDPR.
- The need to standardize identity and password management company-wide to protect access to company systems and client data.
- The necessity of improving cybersecurity hygiene and awareness within their organizations.

Given these concerns, Tarox realized the importance of investing more in their cybersecurity portfolio, particularly in password management. As part of its strategy, Tarox sought a solution that could offer its customers comprehensive password management capabilities, seamless deployment and user adoption and the ability for admins to manage access and reporting at scale.

PROUDLY PARTNER

LastPass has partnered with Tarox over the last 3+ years and is highly committed to empowering Tarox to deliver secure, effortless, and efficient password and identity management to their valued customers. With a strong account team, effective communication, joint marketing opportunities and technical support expertise, LastPass is uniquely positioned to help Tarox grow revenue and build stronger customer relationships.



Collaboration:

Regular on-going touchpoints from the account teams and joint demos, leading to an efficient proactive service.



Training:

Access to LastPass University to enable Tarox representatives to deepen their proficiency with LastPass products.



Account support:

Consistent account support from the LastPass team, to ensure tailored solutions and continuous improvements for best security practices, to meet the evolving needs of both organizations.

THE RESULT

After implementing 150 licenses of LastPass for their own use, Tarox gained first-hand experience with its fast setup, intuitive interface, and seamless integration—making it easier to confidently highlight these benefits to their customers. As a result, their customers have benefited from:

- 1. Enhanced security and efficiency:** With LastPass in place, Tarox customers can ensure that passwords are securely managed and stored, reducing the risk of data breaches and unauthorized access. The ability to securely share passwords and manage access for multiple users has streamlined operations and improved productivity.
- 2. Compliance assurance:** LastPass has enabled Tarox customers to meet data security requirements by helping them stay compliant with NIST 2.0, GDPR, and other industry and government regulations, frameworks, and standards.
- 3. Increased awareness:** LastPass increases security awareness for Tarox employees by providing real-time alerts for weak passwords and enforcing the adoption of stronger, more secure alternatives through automated password strength assessments and recommendations.

Tarox is a valued customer and trusted partner of LastPass, dedicated to securing sensitive data both internally and for their customers. By leveraging LastPass's advanced password and access management solutions, Tarox delivers an affordable, effective way to boost security, streamline operations, and maintain compliance for their teams and clients.

THE CONCLUSION

Tarox AG's relationship with LastPass demonstrates the value of partnering with a trusted, industry-leading password management solution. By addressing the evolving needs of today's digital landscape, LastPass has enabled Tarox and its customers to enhance security, ensure compliance, and streamline operations—positioning them for continued success in serving their clients across various industries.

“For Tarox, investing in LastPass was a strategic decision that not only improved their cybersecurity posture but also simplified password management, making it easier for employees to maintain strong security practices. The solution's robust features, ease of use, and scalability made it a natural choice, and the partnership with LastPass has proven instrumental in helping Tarox achieve its cybersecurity and compliance goals.

Ultimately, Tarox's relationship with LastPass demonstrates the value of working with a trusted, industry-leading cybersecurity partner to address the evolving needs of today's digital landscape.”

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