aws marketplace

Varonis Platform

Reviews, tips, and advice from real users






Powered by PeerSpot

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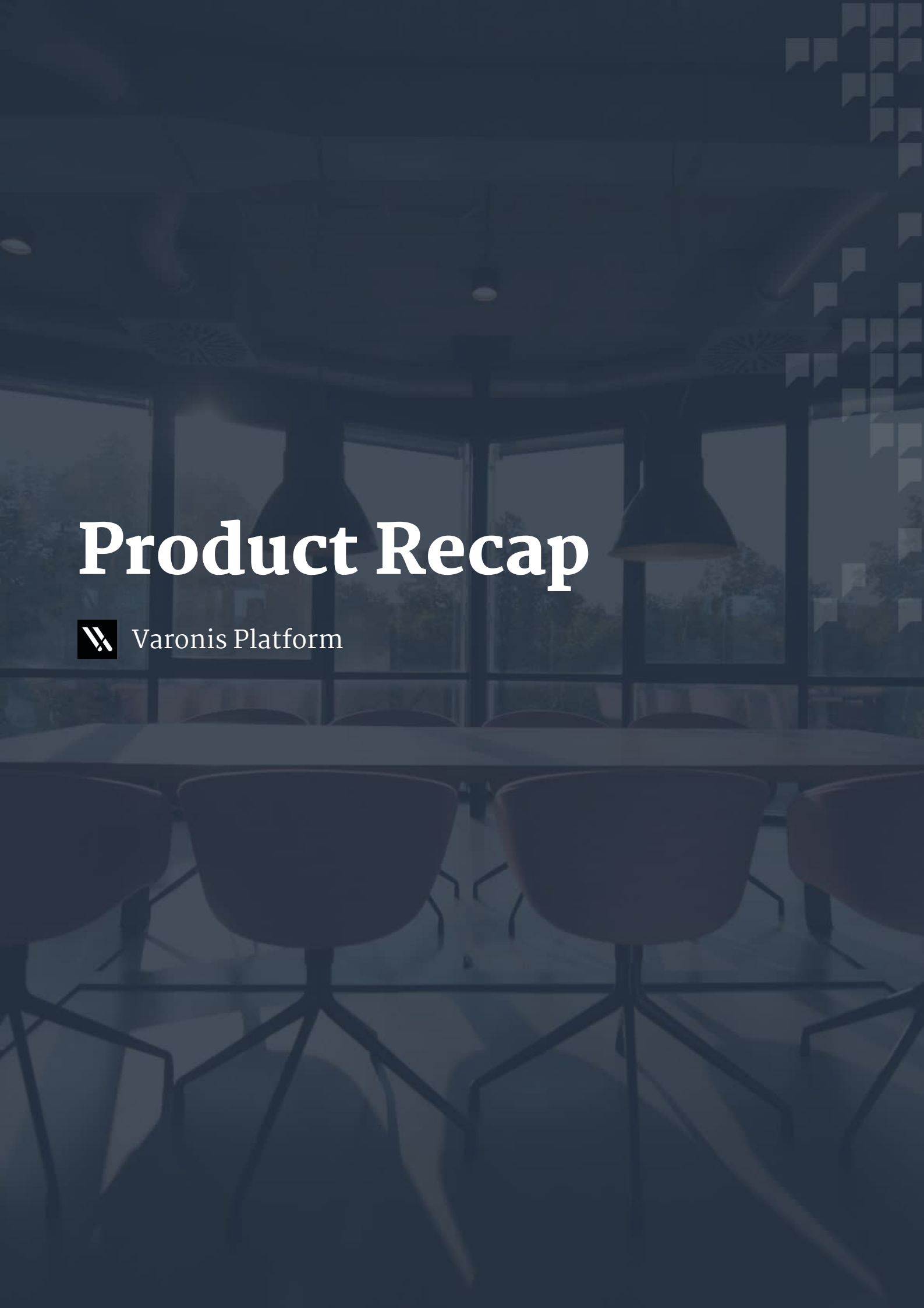

Product Recap

Varonis Platform

Varonis Platform Recap

Varonis Platform enhances data security and governance with advanced analytics, identifying unusual access patterns and sensitive areas. Its centralized interface manages permissions across systems, offering essential capabilities for alerting and reporting.

Varonis Platform provides continuous data protection and monitoring by identifying and alerting on unauthorized data access. It offers comprehensive insights into file access and user activities, supporting data classification and simplifying compliance with tracking and monitoring capabilities. Integration with storage systems enables users to manage permissions and access effectively. Room for improvement includes cloud integration and simplifying its interface and calculation engine for ease of use. Challenges include on-premises dependency, licensing costs, and a need for enhanced DLP capabilities.

What are the primary features of Varonis Platform?

- 24/7 Technical Support: Ensures continuous assistance and issue resolution.
- Advanced Analytics: Identifies unusual data access patterns for increased security.
- Centralized Permission Management: Manages access permissions across systems.
- Data Classification: Categorizes data to enhance protection measures.
- Integration with Storage Systems: Simplifies compliance through tracking and monitoring.

What benefits and ROI should users expect?

- Increased Security: Protects against unauthorized data access.
- Compliance Simplification: Offers comprehensive tracking and monitoring to meet compliance standards.
- Efficient Permission Management: Simplifies access controls across platforms.
- Enhanced Alerting: Provides timely notifications of potential security breaches.

In finance, Varonis aids in safeguarding sensitive financial data, while in healthcare, it secures patient records. Legal industries utilize it for protecting client information, and retail sectors manage sensitive customer data. These industries benefit from Varonis' ability to prevent unauthorized access and streamline compliance.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- "Varonis Platform has definitely reduced the risk of data breaches at many client sites and has definitely lowered manual effort; manual effort has decreased by seventy percent due to automating data classification and permission reviews."

TarunKumar11

Global Leadership Council at a tech company with 10,001+ employees

- "Varonis Platform has positively impacted my organization by providing clarity regarding data and permissions, improving visibility, security, and compliance."

SureshKumar

Technical Consultant at Satcom Infotech Pvt Ltd

- "Varonis Platform support has been amazing throughout every step that we have taken with them."

Jonathan Johnson

cybersecurity architect at a healthcare company with 5,001-10,000 employees

"In my experience, the best features that Varonis Platform offers are data labeling, data classification, along with all the integrations and its easy-to-use platform."

Fekri Hached

Database and crm dynamics engineer at a financial services firm with 201-500 employees

"Varonis Platform's visibility feature helped us improve our data governance as we created a process that involved data classification and discovery over sensitive content."

Tacio Veiga

Sr Investigation Specialist at Ifood

"Overall, if you want to check your data from an initial point of view, Varonis Platform is the best use case you can consider."

Lovekesh Malik

Consultant at a tech vendor with 10,001+ employees

"Varonis offers robust data access governance, allowing us to understand which sensitive data exists and who has access to it."

KumarVivek

Cyber Security Senior Engineer at a manufacturing company with 10,001+ employees

What users had to say about valuable features:

“The best features Varonis Platform offers include its visibility. Before using Varonis Platform, we had limited insight into who accessed sensitive files on this file share, whether permissions were excessive, and Varonis Platform helped us quickly identify stale data, permissioned folders, and unusual access patterns, significantly improving our data governance and security posture.

“Varonis Platform's visibility feature helped us improve our data governance as we created a process that involved data classification and discovery over sensitive content. After that, we started contacting the owners to verify if the files and permissions were correct. If they were not, we moved the information to another folder or asked the owner to do that.

“Varonis Platform positively impacted our organization by helping us identify sensitive data that was accessible to more users than necessary, thereby reducing unnecessary permissions..”

Tacio Veiga
Sr Investigation Specialist at Ifood

Read full review

"In my experience, the best features that Varonis Platform offers are data labeling, data classification, along with all the integrations and its easy-to-use platform. They have a really good setup, and their sales team and technical service are reliable; they hold monthly, weekly, and quarterly reviews, and they respond quickly to anything we need, which is not common among platforms.

"Varonis Platform has a big variety of integrations, and they continuously work on new updates and integrations, such as ChatGPT Enterprise and Zoom, ensuring that they meet any new needs that customers have, maintaining a roadmap for features that they constantly bring out.

"Since implementing Varonis Platform, we have noticed positive impacts in our organization. People are more careful when they go abroad, we have greater visibility, and it's very important for compliance to ensure we follow compliance rules, as we have some good reporting and the out-of-hours MDR service.."

Fekri Hached

Database and crm dynamics engineer at a financial services firm with 201-500 employees

Read full review

"Varonis Platform offers multiple features for data protection, such as data discovery and classification. We can identify, discover, and classify sensitive data effectively, which is crucial given the DPDP law in India and GDPR. The platform also excels in access and exposure tracking, enabling us to monitor users, permissions, and reduce access to sensitive files. Additionally, it includes UEBA for behavior analytics and threat detection, making it valuable for compliance and audit readiness.

"Varonis Platform has helped our organization primarily for DPDP compliance, although I currently don't have a specific example related to GDPR or HIPAA.

"A unique feature of Varonis Platform that stands out to me is that, in the current market, it is one of the best data classification solutions available. Compared to others such as Forcepoint, Varonis Platform is agent-based and AI-driven for detection and response, identifying data based on its content and context, and it includes automated remediation and lifecycle automation, making it a leading product in the market.."

SureshKumar
Technical Consultant at Satcom Infotech Pvt Ltd

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"In my experience, Varonis Platform offers many features, providing great insight into data that is across the organization, how it's used, and how it's accessed. It also gives a lot of information on user behavior analytics and different Active Directory key points that need to be addressed.

"The analytics feature has helped us day-to-day to be able to look at different alerts when they come in, especially if a user has deleted certain files. We have created automatic scripts in case there is a chance that it is a ransomware malicious actor, and it will automatically disable the user, log them out, and disable the actual workstation. That has helped us with different risks that we face in the industry, especially with ransomware attacks.

"The analytics also helps with user behavior analytics and shows what files are being accessed by what users and how, and things along that line. Varonis Platform has definitely helped us with the different permissions within files and data that are out there throughout the organization. It has helped us see different Active Directory data throughout the organization, and it has definitely helped with user behavior analytics and incidents.."

Jonathan Johnson

cybersecurity architect at a healthcare company with 5,001-10,000 employees

Read full review

“The functions of Varonis Platform that I appreciate the most include the data transport engine, which is something I haven't seen in other DSPM tools. This engine allows you to move your stale data to an archive location in an automated solution that requires nothing from you. It is pre-filled and happens in the background, moving your data whenever required. This functionality has been coded into the platform itself.

I do use the data classification feature in Varonis Platform, and it is indeed useful because of the dictionaries, pre-built features, and custom classifiers it has, which is commendable. It also gives you the capability to write regex if you wanted. In comparison to Purview, I would rate it in second place, with Purview being the top one.

My opinion about the ML-based threat detection capabilities in Varonis Platform is that it doesn't have its own ML. What they did was integrate with Co-pilot as an extended feature. From the organization's perspective, organizations can simply do the scanning and everything from Co-pilot itself rather than going to the tool itself. From an AI use case, the threat intelligence covers more gaps and can detect an anomaly from a user perspective. If a person has regularly been using a particular folder, it detects those patterns. Earlier, an analyst would have had to write those rules, but now AI and ML in the system can actually detect those anomalies.

User behavior analytics in Varonis Platform is helpful for my company's security posture. UBA is an excellent feature and a classic example of integrating AI with the data security posture. There would be many actions done from a user end that you cannot treat manually. The AI capability and user behavior analytics understand how exactly a user is working on a day-to-day basis and how it normally goes. If there is anything abnormal, it should trigger an alert or an automated response action, which Varonis Platform has this capability inside the data alert module..”

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

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“Varonis Platform offers key features including data discovery, data classification, data analysis, governance, user and entity behavior analysis, also known as UEBA, which helps in ransomware detection, insider threat detection, and compliance reporting. It does a lot of automation from a remediation standpoint, as well as investigation and forensics.

“The number one feature that makes the biggest difference for my clients is visibility into unstructured data; that is the most difficult for organizations to achieve. They do not have a good understanding of where sensitive data resides, who has access to this data, whether this access is appropriate, and how data is being used. Varonis Platform provides visibility, governance, threat detection, and automated remediation around data.

“Varonis Platform is a great data discovery platform that provides visibility into sensitive data estimates and how it is being used. Clients have been able to reduce excessive permissions, strengthen their compliance posture, detect insider threats, and ransomware activity, which would otherwise be difficult and manual.

“Varonis Platform is deployed in my clients' organizations in a combination of all types. Many clients use Varonis Platform in a largely SaaS-based model since it is a data security platform consumed in this way, and many organizations still operate hybrid environments. As far as Varonis Platform is in a position to get the data source and identify systems, it can discover and classify more secure data. Deployment in most of our clients is cloud-based, connecting to Microsoft 365, AWS, or other SaaS applications such as Salesforce. In other environments, it is a hybrid deployment with SaaS and on-premises, including file servers, NAS devices, and AD servers..”

TarunKumar11
Global Leadership Council at a tech company with 10,001+ employees

Read full review

Other Solutions Considered

"There have been instances where a company did not renew the Varonis license due to its high cost. In such cases, they may switch to other tools that are cheaper, despite Varonis's capabilities.."

KumarVivek
Cyber Security Senior Engineer at a manufacturing company with 10,001+ employees

Read full review

"There isn't really any single product that competes with their whole suite, but Symantec probably comes closest as a direct competitor. The Datalert solution was so easy to set up, configure, and customize. It was just a better solution for us.."

Verified user
Senior Engineer at a tech services company

Read full review

"Varonis Platform was not being used before; this was the platform we started using because a need was identified at many client places. There were no piecemeal solutions or comprehensive solutions available, and many clients were either not using anything specific or had some competitors at version 2.0 level, but otherwise, no definite solution.."

TarunKumar11
Global Leadership Council at a tech company with 10,001+ employees

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"I'm just comparing and contrasting ManageEngine Log360 and Varonis DatAlert. Log360 seems to do a little bit a better job on user-based awareness for running reports, and DatAlert seems to be doing a little bit better job on file share awareness. Log360 seems to actually be a full scene, and Varonis seems to integrate with scenes.."

Verified user
IT Security Admin at a university with 51-200 employees

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"Before using Varonis Platform, we utilized the Titus data classification solution, specifically Forcepoint's solution, which was traditional and lacked many features and visibility, prompting our switch to Varonis Platform.

"After using Forcepoint's data classification, we directly switched to Varonis Platform without evaluating other options.."

SureshKumar
Technical Consultant at Satcom Infotech Pvt Ltd

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ROI

Real user quotes about their ROI:

"I definitely say that we have had time savings by using the DataVantage module and also time savings using the AD module when we are dealing with different incidents.."

Jonathan Johnson
cybersecurity architect at a healthcare company with 5,001-10,000 employees

Read full review

"I noticed measurable outcomes from this, mainly the reduction of people reporting that certain information was available for everyone, which led to fewer tickets being raised about this information.."

Tacio Veiga
Sr Investigation Specialist at Ifood

Read full review

"The ROI can be high initially, especially if the platform is used for significant remediation tasks. Over time, as automation tasks become routine, the perceived ROI may diminish. The expanding feature set and competition from other solutions may also impact the ROI.."

Herman Pienaar
Senior Security Consultant at Intalock Technologies

Read full review

"Sometimes I feel it's worth what I'm paying for, but with the advent of cloud computing, there are other tools in the market, like Proofpoint and some IBM tools like Guardian, that are actually better than Varonis.."

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

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"The example I used with the hospital gives a very clear picture of the ROI. It would have cost them $300,000 to purchase and deploy the product. Instead, it cost them $10 million to recover their data, and then they brought the product anyway. Everyone is going to get hit. If you look at all the others out there, they've all invested in firewalls and web security. They are after data and access to it. Everyone is going to get hit, one way or another. You can't keep on without it.."

Verified user
Senior Engineer at a tech services company

Read full review

"Varonis Platform has definitely reduced the risk of data breaches at many client sites and has definitely lowered manual effort; manual effort has decreased by seventy percent due to automating data classification and permission reviews. It has reduced audit preparation time and compliance efforts in evidence selection for GDPR, HIPAA, PCI DSS, and others. I have also seen a strong improvement in security operations with a focus on the introduction of mean time to detect and mean time to respond.

"From the perspective of metrics, I can talk about some security metrics where insider threats have been detected. The percentage of detection of insider threat incidents has really gone up; at least the visibility has improved. It has reduced manual access reviews by anywhere between fifty percent to seventy percent. The time for audit preparation has reduced, and the number of compliance findings that have been remediated has decreased. This has reduced the regulatory and compliance risk as well.."

TarunKumar11
Global Leadership Council at a tech company with 10,001+ employees

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Use Case

"I mainly use Varonis Platform to identify the overall security posture of an organization from a data security point of view. When you want to understand where exactly the critical data resides, it functions as a discovery tool. From an initial point, you can see where exactly the data resides. With that capability, it can also allow you to put a restriction if there is an open base. Overall, if you want to check your data from an initial point of view, Varonis Platform is the best use case you can consider.."

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

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"My main use case for Varonis Platform is for Active Directory.

"We use Varonis Platform for Active Directory to check stale users, to look at the last login machines, and any kind of UBA information. We also use Active Directory for file shares, and we use that to look at stale files and shared files, access to certain files.."

Jonathan Johnson
cybersecurity architect at a healthcare company with 5,001-10,000 employees

Read full review

"The main use case for Varonis Platform is data security, data labeling, and data classification, as we have integrated it with Microsoft Purview, which facilitates the labeling side, and it also enhances data security.

"I can give a quick, specific example of how we use Varonis Platform for data labeling or security in our organization. We had all of our files with good permissions, but we needed to classify them into confidential, sensitive, and public categories to ensure nothing malicious was happening and that no one was sharing anything that they shouldn't be, which is very important for implementing AI in the future.."

Fekri Hached

Database and crm dynamics engineer at a financial services firm with 201-500 employees

Read full review

"My main use case for Varonis Platform is to monitor access to sensitive data across file shares, Microsoft 365, and SharePoint. The main objective is to identify overexposed data, reduce access risk, and detect abnormal user behavior that may indicate insider threats or compromised accounts.

"A specific example of how I used Varonis Platform to monitor and detect abnormal user behavior involved a file share on our network that contained terabytes of data. We did not have enough visibility to know if someone was stealing important information or if incorrect permissions were set on some information, which meant we had to protect the data available for the entire company.."

Tacio Veiga
Sr Investigation Specialist at Ifood

Read full review

“My main use case for Varonis Platform is for data classification on the user's machine, specifically for data visibility and protection.

“A quick, specific example of how I use Varonis Platform for data classification and protection on users' machines is related to identifying and classifying sensitive data in one of the organizations, such as PR data or financial information, and monitoring user activities, including abnormal activities and risky behaviors.

“Varonis Platform doesn't just classify and monitor the data; it also helps us understand user behavior, such as when users download or access large files of sensitive data, or share the same data outside the organization, allowing us to see real-time activities and take immediate action..”

SureshKumar
Technical Consultant at Satcom Infotech Pvt Ltd

Read full review

"Varonis Platform solves critical questions for many organizations, such as where sensitive data resides, who has access to this data, whether the access is appropriate, and how this data is being used. Many of my clients are in the financial services, healthcare, insurance, and manufacturing domain, and they have been using this for multiple use cases. The number one use case is data governance, identifying secure sensitive information, and other very important use cases include compliance requirements for GDPR, HIPAA, PCI DSS, and Sarbanes-Oxley. Certain other use cases can be around insider threat monitoring and ransomware defense.

"My client is using Varonis Platform, which focuses on data permissions, user access, and data movement within their organization. This is how they use this for all practical purposes, and they have been getting returns out of having very strong visibility into their unstructured data. They carry out fairly reasonable permission analysis and can further strengthen their permission-based regime within the organization. They use Microsoft 365, and Varonis Platform has a strong integration with Microsoft 365, which brings in good forensic capabilities as well. Varonis Platform provides great compliance support; it has a great classification engine that helps with insider threat detection and reduces manual effort by automating many processes, which is very important. They have been using this successfully for data discovery, classification, security posture management, access governance, and insider threat protection.

"I discussed insider threat detection, ransomware detection, remediation using automation, compliance reporting, and incident investigation in forensics, and these capabilities sum up Varonis Platform.."

TarunKumar11
Global Leadership Council at a tech company with 10,001+ employees

Read full review

Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

"I monitor the effectiveness of Varonis Platform using its built-in dashboard and weekly risk reports that display data exposures, alert volumes, and remediation progress.."

SureshKumar

Technical Consultant at Satcom Infotech Pvt Ltd

Read full review

"If it is a multiyear contract, then a good discount is available. The typical market perception is that Varonis Platform is more premium priced compared to other governance tools, but in large deployments, it is extremely handy, and you can justify the cost through various factors, including return on investment.."

TarunKumar11

Global Leadership Council at a tech company with 10,001+ employees

Read full review

"Varonis Platform's initial setup is simple because whatever the requirements are for implementing a solution inside an organization, all those features are enabled. A service account is required to navigate through the platform, which I believe is ultimately the same for each tool for their agent to run on. The setup is not complicated.."

Lovekesh Malik

Consultant at a tech vendor with 10,001+ employees

Read full review

"The initial setup is not difficult since Varonis is a Windows-based setup. However, configuring a data source for scanning requires many access permissions, which can raise concerns about data safety. Varonis needs many access permissions compared to its competitors.."

KumarVivek

Cyber Security Senior Engineer at a manufacturing company with 10,001+ employees

Read full review

"The installation is relatively straightforward, but estimating the duration for remediation tasks can be challenging. The setup involves adding targets and basic configuration, which typically takes between seven days to two weeks. Ongoing engagement is crucial to ensure the platform remains effective and provides value.."

Herman Pienaar

Senior Security Consultant at Intalock Technologies

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"Deployment isn't really a hard task. Like any other tool, it involves a setup file and a set of instructions. The account used for setup must be an administrative account, and the servers you want to connect to Varonis should have access.

It can be a bit tricky if you have an organization with two separate forests and you want to join both sets of servers under one shadow account. However, there's a solution for that. You can use two accounts simultaneously by setting them up manually, instead of relying on the automatic process. But aside from that, everything else is straightforward.

Deployment model:

Earlier, when I started with it back in 2018, it was on-premises. After the introduction of the GDPR, our organization asked us to assess our data, segregate it, and classify it. For this purpose, we acquired Varonis, and at that time, we had on-premises servers. We deployed the Varonis client on one of our servers and connected all other file servers to it to manage the data.."

Lovekesh Malik

Consultant at a tech vendor with 10,001+ employees

Read full review

Customer Service and Support

"Their technical support is very good. They have full, 24/7 access to engineers. You're not just dealing with a help desk type person. They have almost immediate escalation. ."

Verified user
Senior Engineer at a tech services company

Read full review

"They have a really good setup, and their sales team and technical service are reliable; they hold monthly, weekly, and quarterly reviews, and they respond quickly to anything we need, which is not common among platforms.."

Fekri Hached
Database and crm dynamics engineer at a financial services firm with 201-500 employees

Read full review

"The customer support is above par; it is what I think other organizations should look at to be comparable to. Varonis Platform support has been amazing throughout every step that we have taken with them.

"I would rate the customer support a 10.."

Jonathan Johnson
cybersecurity architect at a healthcare company with 5,001-10,000 employees

Read full review

"There is a specific portal where you raise a regular ticket. Someone from the team would then contact you, and you work with them to get the issue fixed.

Plenty of times, issues were fixed within one or two days. However, there were times when no one could find a solution, and I was passed from one team to another. While this might have been due to a genuine issue, from a customer perspective, it wasn't helpful. I had to delay project activities because of the lack of support.."

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

Read full review

"I would rate the technical support from the vendor between six and seven. I rate the technical support at this level because there are times when people are not skillful enough to understand the issue. You need to speak to them again and again and let them know about the process and what exactly the issue is. Then they understand and conduct what I would call an inside connect investigation. They do a lot of investigation and then come back to us. This takes a lot of time. The matter of how much time it will take is something I wish was faster, as sometimes you need a quick response. However, I do get my resolution every time.."

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

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Other Advice

"I suggest enhancing tighter integration with third-party solutions, such as SIEM or SOAR platforms, for smoother incident response workflows. Standard compliance-related reports specifically tailored for the DPDP Act would also be beneficial.

"I rate Varonis Platform at nine out of ten. Organizations serious about protecting their data should definitely consider Varonis Platform.."

SureshKumar
Technical Consultant at Satcom Infotech Pvt Ltd

Read full review

"I advise others looking into using Varonis Platform to make sure they do a proof of concept, to ensure it will work in their organization and meet their needs. Additionally, be prepared that when you implement the product, you will have to tune it as you go.

"I would recommend Varonis Platform to most organizations out there that are corporate and really want to help reduce risks throughout their operations.

"On a scale from one to ten, I rate Varonis Platform a nine.."

Jonathan Johnson
cybersecurity architect at a healthcare company with 5,001-10,000 employees

Read full review

"The main benefits for me as an end user of Varonis Platform include its excellent

performance from a security point of view. There is also a very good feature in its capability for basic IAM features where you can manage the ownership and file permissions. Earlier, you had to go into that particular folder to manage it, but now from Varonis Platform, you only have to go inside the console and see where exactly the open areas are and conduct those IAM activities rather than using a classical IAM tool such as Active Directory or an intranet. This means all you can do is just access it from Varonis Platform, which is a classical benefit I have received. I rate this product as an eight overall.."

Lovekesh Malik
Consultant at a tech vendor with 10,001+ employees

Read full review

"Varonis Platform receives a rating of seven out of ten. I chose seven out of ten because the user experience was easy, we could apply it and gain more visibility, but the performance of the solution needs more improvement.

"I did not use much of the artificial intelligence capabilities on Varonis Platform regarding governance and security. I did not have experience with the accuracy and reliability of output regarding the artificial intelligence capabilities on Varonis Platform.

"My advice for others looking into using Varonis Platform is that if you want to use it in a very large environment, you should think twice and conduct some proofs of concept first to check if it is a good fit. Otherwise, I would not recommend it.."

Tacio Veiga
Sr Investigation Specialist at Ifood

Read full review

"Varonis Platform's AI capabilities play a very important role in governance and

security as it helps organizations understand what sensitive data is, who has access, whether the data is overexposed, and it does continuous monitoring of data while enforcing least privileged access. It definitely provides for sensitive data discovery, access governance, data exposure analysis, helps in compliance support, and provides aid in producing and maintaining audit trails, forensics, and automated remediation. While it is not an AI platform per se, it uses an AI engine to strengthen its data management capabilities, forming a strong foundation for enterprises.

“I would advise organizations to treat using Varonis Platform not just as a security tool being deployed but as a data protection program, where the greatest value comes from visibility, excessive permissions, sensitive data exposure, and governance gaps. Everyone should start with high-risk data, establishing clear ownership and leveraging its automation capability as far as possible, cleaning up your permissions early, using automation, setting up alerts and policies, integrating with other workflow systems in your organization, and measuring success through risk reduction metrics. Focus on data exposure reduction and permission governance first, and look at outcomes through ROI eventually. This review has received a rating of nine out of ten..”

TarunKumar11
Global Leadership Council at a tech company with 10,001+ employees

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“I wouldn't say audits are easier with Varonis Platform, but given that we're regulated by the FCA, we have rules to follow, and it's much easier now with the dashboards and everything we have integrated to ensure we always adhere to these regulations, especially regarding sensitive client data and to ensure no malicious activity or ransomware occurs, particularly because we integrated it with Microsoft Defender, which locks these devices straight away.

“Varonis Platform is deployed in our organization with their dashboard in the public cloud, but we have all of their systems installed on-prem, which means it's

mostly public.

“We use Azure for our public cloud deployment.

“We did not purchase Varonis Platform through the Azure marketplace, but rather through a third-party provider.

“Our company has a business relationship with this vendor as a reseller; they are all resellers.

“On a scale of 1-10, I rate Varonis Platform a 9..”

Fekri Hached
Database and crm dynamics engineer at a financial services firm with 201-500 employees

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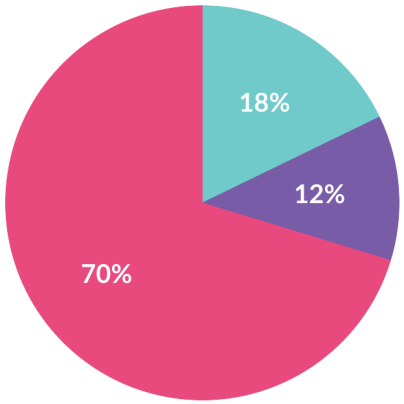
Company Size

by reviewers



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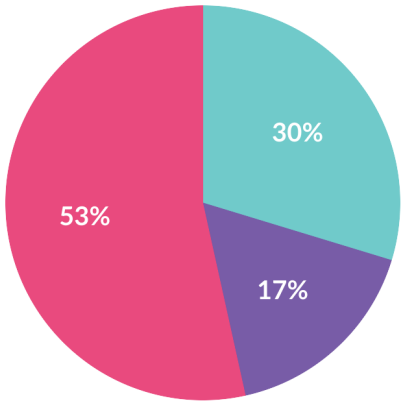

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