

InstaSafe WIN WIRE

Case Studies

InstaSafe WIN WIRE

Customer Name :

Mphasis



Why did we win ?

- Mphasis has hosted all web based apps on public network. Globally, employees access these applications without having any secure access solution.
- The challenge was to control the roaming users who never come to office and they were not the partner domain plus they access all corporate apps from public network.
- Mphasis wanted to control these users through corporate information security policies.
- Also, Mphasis was looking for always on tunnel kind of solution wherein the moment machine start, it will connect with application through VPN.

With whom did we compete?

Cisco

Win Summary

Opportunity Source:

- Direct Account Manager

Customer Business Challenge:

- The challenge was to control the roaming users who never come to office and they were not the partner domain plus they access all corporate apps from public network.
- Join the remote computers globally to corporate domain.

Solution Overview

Instasafe has solved this challenge for Mphasis and global employees of now secured through security policies and access corporate apps through highly Instasafe secure access solution

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :
Café Coffee Day



Why did we win ?

- CCD's Support team struggled to travel a lot to understand the core issue on POS Machines which brings extra cost and time consuming process.
- CCD IT team wanted to have access of Cafes through trusted single source, rather than dynamic sources (IP's like Dongle/Wifi).
- POS machine should be accessible through Secured Communications & trusted users (POS Support Team).
- CCD also wanted that any support person should access any cafe through remote connectivity .
- All their POS machines works on Ubuntu, Linux, CentOS.
- CCD is going for expansion plan (100 cafes) every month.

With whom did we compete?

No Competition

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- To manage Day-to-day IT operation complexities in remote cafes.
- Support issues were becoming their core challenge in their business growth, with minimal IT staff. (currently 6 IT staff).

Solution Overview

CCD support team can access any of their cafes across India remotely and solve the support issue in no time.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :

Geetha Monitor (Capital Float) - March-2017



Why did we win ?

- Capital Float is an online platform that provides working capital finance to SMEs in India.
- Capital Float offer flexible, short-term loans that can be used to purchase inventory, service new orders or optimize cash cycles.
- Being in microfinance organisation, Capital Float was having 300 field guys who collects money manually from individuals and provide these info on application hosted in Bangalore DC without any secure access.

With whom did we compete?

Fortinet

Win Summary

Opportunity Source:

- Direct Account Manager

Customer Business Challenge:

Capital float was having a challenge to control the field staff who collect money manually from customers & provide details on applications hosted in Bangalore DC, without any secure access.

Solution Overview

Instasafe has installed the ISA agent to all devices and provided secure access to application.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :
Odessa - March-2017



Why did we win ?

- Odessa Technologies has evolved from an idea to provide leasing software solutions for leasing companies to a renowned global enterprise with 450 employees and major customers across the world.
- Headquartered in Philadelphia, USA, with offices in Bangalore, India.
- Odessa Technologies is having global users who access application hosted in Bangalore DC

With whom did we compete?

Nexus Portwise, Cisco

Win Summary

Opportunity Source:

• *Direct Account Manager*

Customer Business Challenge:

Managing global users from one place was challenging, and Multiple solutions were used for VPN.

Solution Overview

Single solution like Instasafe Secure access all employees seamless access any apps from any location.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :

Path Partner - March-2017



Why did we win ?

- PathPartner offers design, development and integration services in advanced embedded technology to solve complex challenges for clients around the world, providing them the advantage of top of the line technologies, superior performance and faster time-to-market options.
- Pathpartner existing endpoint devices (Laptop/ Desktop) is divided in 70:30 ratio of Linux and windows.

With whom did we compete?

Cyberroam, Macfee

Win Summary

Opportunity Source:

• *Direct Account Manager*

Customer Business Challenge:

The major challenge was that no Gartner listed vendor support open source (linux). Existing security solutions were not able to support linux version.

Solution Overview

Instasafe has given Web security solution which not only secure partner employees machine in office but also when they are out of office network.

Product

Instasafe Offerings - CWS

InstaSafe WIN WIRE

Customer Name :
Landmark Group



Why did we win ?

- Landmark group support is given to all Lifestyles stores through Terminal servers.
- Landmark Group was looking security solution which can not only help them with secure access but also can give complete user activity report with more details.

With whom did we compete?

Fortinet appliance

Win Summary

Opportunity Source:

•Direct Account Manager

Customer Business Challenge:

Two main challenges faced by support team is Delay in accessing these terminal servers and they access terminals server without any secure solution/access.

Solution Overview

Instasafe Secure Access has helped Landmark Group to overcome these challenges and our 2FA also help them to be complaint with PCI DSS certification

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :

MANIPAL GLOBAL
EDUCATION



Why did we win ?

- Manipal Global Education conducts online exam activities throughout the year in multiple locations.
- They have hosted their delivery application in Amazon.
- As of now they give access to all online exam participants without any secure channel from AWS.

With whom did we compete?

Arakaya

Win Summary

Opportunity Source:

• *Direct Account Manager*

Customer Business Challenge:

They were giving access to all online exam participants without any secure access.

Solution Overview

Instasafe niche secure access technology helped Manipal to solve their challenge.

Product

Instasafe Offerings - ISA and CWS

InstaSafe WIN WIRE

Customer Name :

Grameen Koota Financial

Services



Why did we win ?

- Grameen Koota Financial Services Pvt. Ltd. (Grameen Koota) was born out of the need for timely and affordable credit to India's poor and low-income households.
- They were having difficulties in accessing applications hosted in Bangalore and Mumbai.
- And more delay was the core issue with current solution.

With whom did we compete?

Fortinet

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- Grameen Koota was facing challenges to access application hosted in Bangalore and Mumbai plus latency was the core issue with current solution.

Solution Overview

- Instasafe has given seamless and highly secure connection to employees for application hosted in Bangalore and Mumbai with any Box and MPLS solution.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :
C ytecare Hospital



Why did we win ?

- Cytecare Hospital is creating a networks of comprehensive, patient-centric, organ based cancer care hospitals in India.
- Looking at near future business expansion, they would have multiple locations soon.
- There were not interested to invest on capex mode in IT infra and they wanted to adopt cloud solutions.

With whom did we compete?

Kaspersky, Symantec, Macfee and Sophos.

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- There were not interested to invest on capex mode in IT infra since they had huge network of patient-centric, organ based cancer care hospitals.
- They were finding difficulty in managing the complex IT infrastructure.

Solution Overview

They adopted Instasafe Cloud web security and Instasafe endpoint security, to have smooth management of IT solutions.

Product

Instasafe Offerings - CWS

InstaSafe WIN WIRE

Customer Name :

Verse Innovation



An ISO 27001:2005 Certified Company

Why did we win ?

- Verse innovation is web and mobile based application development organisation based out of Bangalore.
- They were using Symantec endpoint.
- They were looking for pay as you go model.
- We got them on board, as we have such models available with us.

With whom did we compete?

Symantec Endpoint.

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- Multiple platform support (primarily for Ubuntu & Cent OS)

Solution Overview

Instasafe cloud endpoint security help Verse innovation to adopt pay-as-you-go model

Product

Instasafe Offerings - CWS

InstaSafe WIN WIRE

Customer Name :
Kwench



Why did we win ?

- Kwench has got a 3 branch locations.
- Corporate Library platform brings a paradigm shift to the concept of conventional corporate library by enabling companies to provide their employees access to thousands of books across 40+ categories without the hassles of administration effort and savings on space, people process and technology costs

With whom did we compete?

Nevalis

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- To Manage the unmanaged devices of Remote employees.
- Existing Unified Threat Management (Nevalis) end of support.
- All applications are hosted on the cloud (AWS).

Solution Overview

- Elastic, hardware-free Secure Remote Access
- Access applications using any network - Broadband / Mobile Internet
- Control bandwidth and internet usage of Mobile Internet for official use

Product

Instasafe offering - ISA & CWS

InstaSafe WIN WIRE

Customer Name :
Embassy Group



Why did we win ?

- They have one DC in Bangalore and second DC in Mumbai.
- Planning for DR in Pune.
- SAP ECC supports their complex business.

Who were our competitors ?

Cyberoam Appliance.

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- To manage Day-to-day IT operation complexities.

Solution Overview

- Instasafe helped to give secure access to SAP and also given customize MPLS failover solution through instasafe cloud with any manual intervention .

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :
Vistaar Financial Services



Why did we win ?

- We could provide secure access to ALL employees - Senior executives, Sales, Marketing, HR, Finance, etc. and achieve compliance
- Increase in employee productivity as they can access securely from any location
- Managing 198+ remote sites from one single HQ location.
- Stress Free IT team - reduced IT support calls
- Ease of scalability as new sites can be setup instantly with basic computing infrastructure.
- TCO is 33% of other hardware based solutions.

With whom did we compete?

Macfee, Fortinet

Win Summary

Opportunity Source:

- Direct Account Manager

Customer Business Challenge:

- Make Applications hosted in Public Cloud invisible to Internet yet provide encrypted access to authorised users over any network
- Encrypted Secure Access to all applications in Public Cloud to users with Linux desktops / Android Tablets.
- Users located in remote / Tier-3 towns in India with only Broadband or Mobile Internet
- Provide Web Security to users on Linux OS endpoints without hardware in remote offices due to lack of skilled onsite support

Solution Overview

- Elastic, hardware-free Secure Remote Access
- Gateways hide all Public Cloud applications allowing only authorized users to connect
- Encrypted access using Linux OS device or Android Tablet
- Access applications using any network - Broadband / Mobile Internet
- Allow SaaS attendance app access based on Geo-location (office area only)
- Prevent unauthorized file sharing over online "Dropbox" or similar and offline via USB etc.
- Control bandwidth and internet usage of Mobile Internet for official use

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :
Salarpuria Sattva



Why did we win ?

- Sattva group was having Fortinet for Web security and Symantec Endpoint Protection and Symantec DLP in place.
- Current Web solution was restricted to only office premise and Sattva Group was not keen to deploy multiple appliances to all locations.
- InstaSafe came up with CWS which could solve their problem.

Who were our competitors ?

Fortinet & Symantec

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- To manage Day-to-day IT operation complexities in remote cafes.
- Current Web solution was restricted to only office premise and Sattva Group was not keen to deploy multiple appliances to all locations.

Solution Overview

- InstaSafe came up with a new concept: Any device - Anywhere.
- All above solutions are available in a single Agent of InstaSafe Cloud Web Security suite.

Product

InstaSafe Offerings - CWS

InstaSafe WIN WIRE

Customer Name :

WNS Global Services Private Limited



Why did we win ?

- WNS was looking for secure access solution for remote and roaming users/mobile workforce.
- They have 3 data centres globally and users are accessing those servers from multiple locations.
- They are primarily looking for 2 factor authentication, device binding, vendor agnostic and multiple platform support.
- They have already tested Zscaler and other solutions but their requirement was not matched.

Who were our competitors ?

Zscaler Private Access

Win Summary

Opportunity Source:

- Channel Partner:

Customer Business Challenge:

- Multiple Data centre - South Africa & India.
- Backhaul of traffic, to access application.
- They are primarily looking for 2 factor authentication, Device Binding, Vendor Agnostic, Multiple platform support & a scalable solution.

Solution Overview

- Instasafe secure access with 2 factor authentication.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :

HDFC Limited



Why did we win ?

- The application were accessed by third party contractors/consultants.
- Looking for Device Binding, 2FA and scalable solution based on the business need.
- HDFC has done a referral check with Instasafe's existing customer.

Who were our competitors ?

Aventail, Sonic wall

Win Summary

Opportunity Source:

- Channel Partner

Customer Business Challenge:

- Web based financial application were hosted on their Mumbai DC, being accessed by third party contractors/consultants.
- They are primarily looking for Device Binding, 2 factor authentication & Scalable Solution.

Solution Overview

- Instasafe secure access with 2 factor authentication.

Product

Instasafe Offerings - ISA

InstaSafe WIN WIRE

Customer Name :

Aye Finance



Why did we win ?

- Devices are distributed across the country and used by field collection agents .
- Looking for MAM solution for the company owned devices.
- Due to support issue from existing vendor, they have migrated on us also they need total solution from one vendor to manage their users and apps hosted on AWS & manage the 2000+ users

Who were our competitors ?

One Mobility

Win Summary

Opportunity Source:

- *Direct Account Manager*

Customer Business Challenge:

- Devices were distributed across the country and used by field collection agents.
- Manage users & apps hosted on AWS & manage 200+ branches.

Solution Overview

- Instasafe MAM solution.

Product

Instasafe Offerings - MAM