



Security



Security solution prevents leakage of reports at Fugro Survey

The company solved about 95 percent of its security threats by restricting the leakage of its reports to competitors, thus preventing business loss



By Vinita Gupta, InformationWeek, December 09, 2011

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Fugro Survey (India) is in the field of marine survey, geotechnical investigation and geoscience services. The company prepares survey reports for infrastructure and oil and gas firms like ONGC.

To carry out these surveys, Fugro requires expert people and machines, which are quite expensive. The survey reports collected after investing enough time, money and effort are obviously very crucial for the company. Thus, when these crucial reports were leaked to competitors, the company suffered major business setbacks. The competitors used to take advantage of the leaked reports and get contracts from the clients Fugro was targeting.

"Our competitors have not invested anything but with our reports they used to easily bargain with the end customers and get contracts. Thus, due to this leakage of reports we started losing business," Bibhu Nayak, Head Business Line, Fugro Survey (India).



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To prevent the leaking of reports, Fugro adopted certain security measures such as password protection, blocking of USB drives etc. But all these techniques failed.

To counter these challenges, Fugro bought Seclore's Filesecure to prevent the leakage of documents and reports by restricting unauthorized viewing, copying and distribution.

"For us loss of reports means loss of business. Thus, we wanted to keep these files protected till we receive payments for the efforts we have invested on making the reports. By protecting the leakage of the reports, Seclore Filesecure has solved about 95 percent of our security threats and had also helped us gain a competitive edge," said Nayak.

Remote control of designs

The survey reports are in the form of AutoCAD drawings and at least once a year the survey company needs to upgrade the AutoCAD version. According to Fugro, most of the security software for securing the files do not protect the versions of AutoCAD. On the other hand, Seclore not only protects the versions of AutoCAD, but also ensures that there is no change in user experience. At Fugro, the Filesecure solution supports most of the files such as AutoCAD, MS Office, PDFs, raw data files etc.

The AutoCAD connectors are delivered at Fugro in phases. The last delivery was completed in March 2011. And the design drawings at Fugro are controlled granularly by five Seclore administrators for usage actions like view, edit, print, etc. The designs are also controlled based on time and remotely destroyed at the end of the collaboration activity.

The security solution implemented by Fugro helps the company to prevent the leakage of reports and helps it to get payments before they hand over the drawings to the clients.

After looking at the benefits of this particular security solution, the group companies of Fugro Survey (India) are also planning to adopt it.

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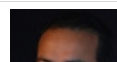


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