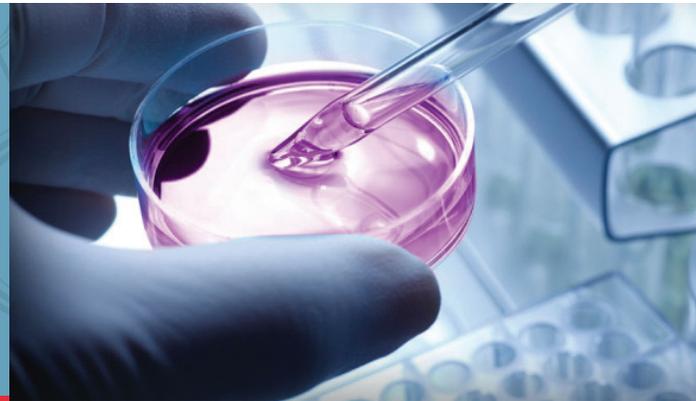


# Biopharmaceutical



## AT A GLANCE

### Company:

- One of the largest Biopharmaceutical Company in India
- Develops cutting edge therapies for chronic diseases such as autoimmune, diabetes and cancer
- Emerging global biopharma with many in-house R&D programs for drug development

### Challenges:

Protecting confidential Intellectual Property (IP) from unauthorized access

### Solution:

Seclore's Enterprise Rights Management (ERM)

### Results:

Clinical trials, research and legal agreements are protected no matter where they are transmitted or when in use

Driven by passion and leveraging cutting edge science, India's largest, innovation-led biopharmaceutical company delivers solutions ranging from: discovery-led in-house R&D programs, drug development through clinical and non-clinical research, and integrated research services to leading global pharmaceutical and biotechnology companies. The organization has also developed therapies for chronic diseases such as autoimmune, diabetes and cancer and is an emerging global biopharma focusing on delivering innovative products and research services to enable access to affordable healthcare for patients, partners and healthcare systems across the globe. Today they serve customers in over 85 countries.

### The Challenge:

The biopharmaceutical company's quest for innovation, required them to prevent their confidential Intellectual Property (IP), clinical and non-clinical research information, and legal agreements from unauthorized access.

One of the organization's key pursuits is their creation of Intellectual Property (IP) which differentiates them in the market and helps them gain premium returns. To accelerate growth they are always looking to increase their new product discovery and development. Currently their IP portfolio consists of 1201 patent applications in various jurisdictions around the world, 695 trademark applications and 4 design applications. Their IP not only gives them a competitive advantage, it adds value to their stakeholders. If an employee steals their IP, or IP is disclosed

to competitors, or stolen through a data breach, this could result in a significant loss of revenue and corporate value.

Another big part of the biopharma's business is to provide custom research and clinical trials for other pharmaceutical companies who want to outsource these processes. In conducting research on behalf of other companies, highly sensitive information moves between field researchers, the company itself, and the customer, creating a high risk for a loss of data.

While it was a top priority to protect the outsource customers' research information and their own manufacturing-related IP, they also needed a better way to secure the contracts and agreements related to licensing new formulas and research studies.

### The Solution:

The biopharmaceutical knew they needed a better way to persistently protect research and clinical trial data, their own IP, and legal contracts. Much of the information needed to travel between various users and servers both internally as well as with researchers and partners outside their own firewall. Whether it was shared via email or through filesharing services, the company needed to be assured that the information remained fully secure. After researching various options, the company determined that Seclore Enterprise Rights Management solution would enable them to keep their information safe without hindering productivity.

The organization was first impressed with Seclore's ability to control rights at a very granular manner: based on who/or which group can access the file, what the user can do with the file (view, edit, copy, print, screen capture, forward), for how long, and from which device (by IP address). The 'rights' to utilize the file stayed with the file as it moved from a researcher's desktop back to a server or from the company to the customer's R&D team. If someone accidentally emailed a report to the wrong person or their laptop was stolen, it didn't matter; the persistent 'rights' would block any unauthorized user from accessing the file.

The company also found that Seclore's ERM made it easy for recipients to access and work on protected documents through either a very light weight agent or even through a browser. The ease-of-use enabled the company to readily share protected documents with the customers for whom they were providing research services, and those who were conducting the research in the field without burdening IT services and support from either organization. Even the lawyers who needed to review contracts, and might only be engaged with for a short time were able to readily utilize the protected agreements.

A key feature of Seclore's ERM was that it protected the documents while still allowing users to work in the native file format/application and that the solution supported over 60 different types of file formats.

Another key to the decision to go with Seclore was due to the ability to readily connect with the company's implementation of MS Sharepoint. The biopharmaceutical used Seclore's pre-built connector for MS Sharepoint, which provided for automated protection of files as they were downloaded from the content repository. The ability to automatically attach protection without human intervention was important to the company. In addition, the company also wanted the freedom to connect with other systems being utilized in the organization including IBM ECM and SAP ERP. The robust offerings of pre-built connectors and the 'agnostic approach' offered by Seclore gave the company the flexibility to add ERM to other systems, unlike other providers of ERM.

And finally, Seclore's robust audit trail and reporting capabilities were of great interest to the company. All authorized activities against a file and even unauthorized attempts to access or perform an unauthorized action are recorded to greatly streamline audit and regulatory reporting.

## The Results:

The biopharmaceutical started their implementation of Seclore's ERM solution in an R&D business unit to protect technical specifications and in the Outsource Research business unit to protect clinical trial and research results. However, the use of Seclore's persistent file-centric security quickly spread to the Legal and Finance teams within the organization. Using Seclore's ERM, sensitive R&D, clinical trial

data, and legal agreements are now secured from the moment they leave the creator's desktop or as they are downloaded from the content repository. The files remain secure no matter how they are transmitted (file-sharing service, email, USB token) and stay secure on the recipient's desktop and as they are being used. Even if an employee or collaborator loses a personal laptop or mobile device, the 'seclored' files remain safe. And when employees leave or relationships end, all access to sensitive information is revoked.

By adding another layer of defense to their security model, the biopharmaceutical is now able to engage in secure external collaboration on their own R&D efforts and offer a more secure outsourcing partnership to their customers.

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