

Larsen and Toubro



AT A GLANCE

Company:

- This Electronics Division of Larsen and Toubro manufactures electrical systems, energy meters, medical equipment and petroleum pumps
- \$8.5B in annual revenues
- Operate in over 60 Countries
- Serves over 20M customers across 7K branches

Challenges:

Protecting Intellectual Property and Proposals that are Shared Beyond the Perimeter

Solution:

Seclore's Enterprise Rights Management (ERM)

Benefits:

Can Better Control RFPs and Precious Know-How to Protect Corporate Value

The Challenge: How to Protect L&T's Intellectual Property

L&T's EBG division specializes in the manufacture of electrical systems, energy meters, automation solutions, medical equipment and petroleum- dispensing pumps. Although the EBG division had sufficient security to protect its intellectual property, it lacked strong measures to protect certain small but crucial processes, know-how and design secrets.

"This know-how, created by our engineers, can include things like the care to be taken during plastic design, or the ways to achieve a particular quality (such as strength or performance) in plastic moldings. Although we didn't file patents for this know-how, it was critical enough to be protected from going out of the organization." explains P V Shrungarkar, the head of IT for L&T EBG.

Earlier, this know-how was generated and captured in text or Microsoft Word documents which provided limited protection through passwords. The company wanted to make this knowledge widely available to internal users across business units—but only on a need-to-know basis.

L&T EBG started evaluating solutions in the information rights management space including Seclore's and Microsoft's offering.

The Solution: Controls That Stay With the Information Wherever It Goes

L&T EBG selected the Seclore's Enterprise Rights Management (ERM) solution, which they saw would be best fit for enabling them to retain control over the usage of their documents, even after they were distributed and shared. They liked the fact that they could control the copy, print, edit and forward rights on any kind of document. It would also enable them to apply granular rights for controlling the document usage including who could access the document, what could they do with the document, when could they access the document, and from where.

L&T EBG already had a document management system (DMS), which offered data classification. That made it easy to add Seclore's persistent, granular information rights controls over who would be allowed to copy, print, edit, and forward the document.

The Benefits: Protecting Proposals and Intellectual Know-How

Shrungarkar feels that the Enterprise Rights Management implementation from Seclore has helped to protect the confidentiality of the company's precious know-how and expertise. "The expiry date feature is very exciting, especially when I share documents with outside entities like vendors. The documents automatically lock themselves after a certain date and keep our proposals and specification information safe."



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Head of IT Larsen & Toubro's Electrical & Electronics Division (EBG)



L&T EBG has also started using this solution on a large scale to secure tender documents in the projects department. Earlier, request for proposals (RFP) documents were physically sealed. Now, with the Seclore solution, EBG can send RFPs months in advance, but the documents will open only on a specific date and time. The Seclore solution also helps EBG to revoke document rights at any point of time, even if it is already distributed.

Shrungarkar finds the Seclore's ERM solution is more cost-effective than other similar solutions due to the licensing options and opensource nature. The Seclore implementation is limited to the L&T EBG's R&D department at the moment. However, L&T EBG plans to extend its use to other divisions such as marketing, production, and consumer-focused applications.

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