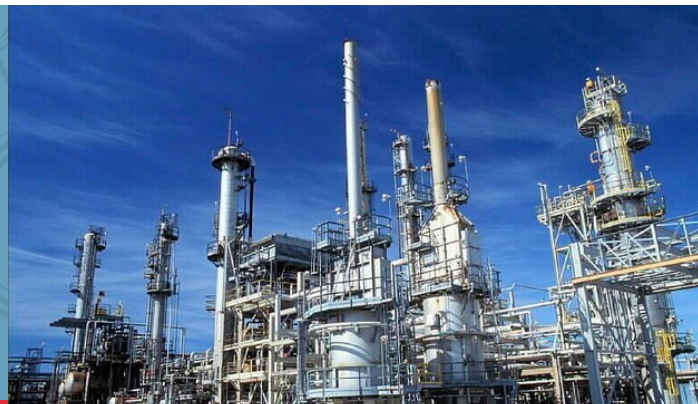


Deccan Fine Chemicals



AT A GLANCE

Company:

Deccan Fine Chemicals is a custom manufacturer of active ingredients and advanced intermediates for agriculture chemical, fine and specialty chemical sectors. They offer commercial-scale manufacturing at its multi-purpose, state-of-the-art manufacturing facilities.

Challenge:

Protection of their customers' intellectual property that is shared internally with business units for collaboration and manufacturing.

Solution:

Seclore Rights Management

Result:

Seclore ensures that intellectual property from Deccan Fine Chemicals customers is secure from unauthorized internal sharing. Customer confidential data must be shared with only the relevant stakeholders to complete a project. Protecting their customers' data also helps with building customer confidence and trust in them.

Deccan Fine Chemicals offer fully integrated contract development and manufacturing services. The company is among the top suppliers of value-added services and products for leading crop protection, pharmaceutical, and specialty chemical companies. They develop exclusive products for each customer and are committed to providing high-quality products and services that meet their customers' requirements. They consider quality management and product integrity as their top priority. Over the last few years, Deccan Fine Chemicals products have earned a strong reputation among its world-leading international customers for consistently exceeding their expectations.

The Challenge

Deccan Fine Chemicals create products which are customized and patented for every customer. Therefore, intellectual property they receive from customers is their topmost priority to protect from theft or misuse. The challenge is protecting customers' sensitive information that needs to be shared throughout the planning and manufacturing process. Protecting customer data throughout the process is the main reason Deccan evaluated Seclore Rights Management.

Deccan Fine Chemicals was protecting their customer data by authorizing only a small group of employees to access customer data. Senior management would receive the customer data and distribute it to project managers who directly worked with the customer for the project's duration. However, once the project was completed, access to the customer's intellectual property was no longer necessary and posed a potential

internal threat of the information being leaked or auctioned to the competition. Hence Deccan Fine Chemicals was looking for a technology solution that allowed them to close this security gap.

They also receive customer data in many different file types, such as PDF, Word, and Excel formats. The files contain highly confidential intellectual property such as patents, formulas, drawings and design specifications, plant specifications, plant commissioning, bids, tenders and related documents, and even financial and legal information.

The Solution

Deccan Fine Chemicals was searching for a security solution that would allow them to control who had access to their customer IP data during a project and would allow them to assign permissions based on individuals' roles. They also needed the flexibility to modify or remove permissions during the project or when the project ended. They chose Seclore Rights Management because of its ease of use, granular usage controls, protection of any file type, ability to modify usage controls or revoke access real-time, and track activities on emails and documents.

Seclore's One-Click Protection allows their users to protect a sensitive email or document in a single click. The ease of adding protection to an email or document increases adoption while saving time and overhead costs with training employees. Now when senior management receives customer documents, right-clicking on the file allows them to access Seclore to add security controls. The granular usage controls such as view, edit, print, share, screen share, and

expiry date can also seamlessly be selected. And permissions can be set up for individuals and/or groups, allowing the project manager to have more control over the document as needed.

Senior management can also seamlessly add granular usage controls (read, edit, print, share, and set expiry) when sending documents via email. Once they click on the 'Seclore It' button located in the email ribbon, the email is protected when sent. If the email and documents are shared, all forwards and replies remain protected, providing the receiver has authorization. Anyone trying to open the protected email or document that is not authorized will receive a notification to request permission from the document's owner. The sharing permission ensures unauthorized internal sharing with employees outside the project.

Seclore's granular usage controls also allow Deccan Fine Chemicals to limit where and for how long customer documents can be accessed and utilized by project managers. Since many of the projects require manufacturing onsite, access is limited to their IP address and company devices. If an employee on a project is working outside the office, they cannot access the customer data or access it on their personal computer. And if the project duration is set for a specified length of time, an expiry date can be set up before sharing the document. Once the time has elapsed, the document becomes inaccessible regardless of where the document resides, i.e., on a thumb drive, computer, etc. Also, for file types they receive that do not fall under the standard Microsoft Office Suite or PDF file, such as design files, Seclore's Universal Protection protects who

has access, where they can access it (IP address, device), and for how long on all file formats.

Deccan Fine Chemicals was also attracted to Seclore's data-centric audit capability. It is easy for senior management to monitor recipients' activities on emails and attachments. They simply click on "Track" located in the email body to see which colleagues opened the protected email and attachment and what activities were performed. If they notice suspicious behavior, such as repeated unauthorized attempts, access can be modified or revoked immediately within the email modified or revoked within the email by clicking on the "Revoke" button.

The Result

Customer confidence is the key to any business. At Deccan Fine Chemicals, they have always strived to maintain their customers' trust. Seclore's solution has given them the confidence to share confidential information like the IP related documents and collaborate securely on the cloud. Using Seclore not only ensures that their confidential information is protected and

shared with relevant stakeholders but has also helped them boost their customer confidence, enhance their corporate value, and retain their competitive advantage.

"We were looking to implement a Rights Management solution to protect our customers' intellectual property when shared between our various branch offices. After evaluating a few products, we found the Seclore Rights Management solution to be the right choice, given that it is easy to use, supports all file formats, offers granular usage controls, and helps us track and audit protected documents. Plus, Seclore's implementation team has done an excellent job of understanding our business requirements and delivering them."

- Mr. Venkata Ramana
Deccan Fine Chemicals
Head IT Infrastructure

