

# Fugro



## AT A GLANCE

### Company:

- Leader in Marine Survey and Geotechnical Investigation Services
- 12,500 Employees
- Operate in over 60 Countries
- 2.4B Euros in Revenue - 2013

### Challenges:

Needed to prevent leakage of reports to competitors

### Solution:

Seclore's Enterprise Digital Rights Management (EDRM)

### Results:

Solved 95% of its security threats and improved revenue by restricting the leakage of its reports to competitors.

*Fugro Survey is a global leader 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.*

## The Challenge: Loss of Control Over Survey Reports Was Impacting Revenue

To carry out these surveys, Fugro requires expert people and machines, which are very expensive. The produced survey reports are the result of major investments in time and expense; controlling who can access them and when is very crucial for the company.

Therefore, 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 had not invested anything, but with our reports in hand, they used to easily bargain with the end customers and win contracts," stated Bibhu Nyaka, Head of the Business Line at Fugro Survey. "Thus, due to the leakage of reports, we were losing business."

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

## The Solution: Remote Control of File Access Policy

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

The survey reports are in the form of AutoCAD drawings. At least once a year Fugro needs to upgrade the AutoCAD version. According to Fugro, most of the security software for securing files does not protect the various versions of AutoCAD. Seclore, on the other hand, not only protects the versions of AutoCAD, but also ensures that there is no change in the end user experience.

## The Benefit: Protecting Files Protects Revenue

The Seclore's Enterprise Digital Rights Management solution enables Fugro Survey to prevent the leakage of reports. The end result is that Fugro is able to collect payment before they release the drawings to their clients.

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

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companies of Fugro Survey are now also planning to adopt Seclore's EDRM. In addition to the AutoCAD documents, the Seclore Filesecure solution is also being used to protect the usage of other files including MS Office, PDFs, and raw data files, which must also leave the organization's border to support external collaboration with prospects and partners.

The usage policies (view, edit, print, redistribute, etc.) are applied to the design drawings by Fugro administrators. The design drawings usage policies are also set to control access based on time. Finally, Seclore's EDRM also enables Fugro to remotely destroyed access rights at the end of the external collaboration activity.

“After looking at the benefits of protecting information wherever it goes, the group companies of Fugro Survey are now also planning to adopt Seclore's Enterprise Digital Rights Management system.” ”

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