



A Leading Life Insurance Provider

Industry: **Insurance**

Location: **India**

One of the largest long-term life insurance providers in India with a strong presence in almost 1000 cities and towns across India, has numerous branches and additional distribution touchpoints through several partnerships. The partnerships comprise many bancassurance partners, including NBFCs, MFIs, SFBs, etc., and a number of new ecosystem partners. The company is also aided by a strong base of financial consultants. These apart, the company has also established a liaison office outside India.

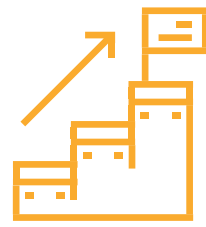
The company's products include Protection, Pension, Savings, Investment, Health along with Children and Women plans. The company also provides an option to customize the plans, by adding optional benefits called riders, at an additional price. It has several retail and group products, along with alternatives for optional rider benefits.

KEY CHALLENGES

- Ensuring strict compliance
- Building Zero Trust network access
- Enabling VDI that supports legacy Windows server , legacy apps
- Secure & seamless remote access
- Consistent user experience to prevent productivity loss
- Data security concerns when remote workforce uses open Internet

REQUIREMENTS

- Virtualization of critical applications
- Device entry control and contextual access control
- Real-time risk assessment
- Secure application access gateway.
- Strict end-point data leakage prevention



CHALLENGES

The company's existing remote access solution wasn't good enough to tackle evolving security threats and did not comply with the Zero Trust principles. Even though it was one of the best and largest insurance companies in India, it was still facing productivity concerns and risks of potential business losses.

The business needed to seamlessly integrate Zero Trust principles into its legacy applications/platforms, legacy Windows server and specific SMB file types, which the existing VDI solution was not able to deliver.

To ensure uninterrupted and compliant services in a regulated environment, the company was looking for a secure workspace virtualization solution over legacy platforms, delivering critical business applications to users working from home, overseas branch offices and vendor offices.

Requirement was to have shared hosted desktops and a secure remote access solution to make sure that business users had seamless access to all the required tools and resources to perform at their best, from anywhere, anytime, using any device and over any network, without compromising the security of corporate data.

Moreover, the insurance major wanted complete visibility of and control over its applications and data, strict data leakage protection, endpoint access control and real-time risk assessment to ensure strict compliance.

The business requirements were as follow:

- Virtualization of legacy apps, over legacy platforms
- Shared hosted desktops with flexible deployment options
- Secure application access gateway for remote access
- Strong authentication and authorization
- Comprehensive end-point data leakage prevention
- In-built device posture check
- Strong endpoint control with detailed audit logs and reports.

PRODUCTS DEPLOYED

- **HyWorks:** Application and Desktop Virtualization
- **HySecure:** Secure Application Access Gateway
- **HyID:** Strict Authentication and Authorization with MFA

BENEFITS

Increased employee productivity
360-degrees visibility and control on enterprise applications
Detailed audits and logs available to IT administrators
Secure access to corporate resources and applications
Save on upgradation costs by supporting legacy platforms



Accops rolled out its Digital Workspace, including Application & Desktop Virtualization, Application Access Gateway and Identity & Access Management (IAM) solutions, deployed in a hybrid mode --- on premise and from AWS cloud.

Using Accops VDI solution, the company could virtualize and deliver its critical business applications to end users securely, without requiring any change in the legacy applications or endpoint devices. The Accops Access Gateway enabled instant secure remote access to internal business applications from home, vendor office as well as overseas branch office.



The integrated multi-factor authentication allowed the IT team to prevent access by unknown users, or from unauthorized devices. Moreover, with Accops solution suite, the IT team could keep tabs on all user activities, and gain contextual insight into who accessed what, when, how and from where.

The IT team could improve user experience and thereby boost employee productivity, without having to invest time and money in upgrading the old apps or making changes in the legacy platforms. Business now has 360-degree visibility and control over enterprise applications, data and endpoint devices.



Accops implemented a comprehensive Digital Workspace solution to ensure secure remote access to shared hosted desktops and critical applications. The business could ensure strict compliance with regulatory standards and save IT operations and maintenance costs.

– Mohan Bhat, Co-Founder and MD, Accops.



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