



Birla Sun Life
Insurance

Industry: **BFSI**

Location: **Mumbai, India**

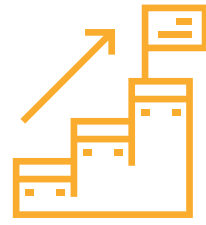
Aditya Birla Sunlife Asset Management the parent company of Birla Sunlife Insurance is a financial services firm which is a joint venture in India owned by Aditya Birla Group and Sunlife Financial. The parent firm is mainly into investment management such as insurance, mutual funds , equity or debt funds etc. The company is operating in 26 countries across world with Indian headquarters in Mumbai. Birla Sunlife Insurance is the insurance arm managing various types of insurances of the company.

KEY CHALLENGES

- Slower Dynamics CRM delivery due to varying bandwidth.
- Infrastructure space and device cost of third-party consultants
- Secure remote access to internal business applications.

REQUIREMENT

- Application virtualization securing internal business data.
- Secure Remote access anytime, anywhere.



CHALLENGES

Birla Sunlife Insurance being a financial company works with multiple vendors in other areas of work. One such vendor they were working with was IBM for a software development project internally. With any company having a sudden spike in employees due to a new project face various infrastructural or organizational issues. The development team of IBM employees were going to occupy Sunlife infrastructure during the project. With IBM employees bringing their own devices, creating a major challenge for the IT team of Birla Sunlife. The IBM developers working on development software such as Eclipse, Toad etc had to access critical business applications from unmanaged devices. Since the IBM employee devices were not owned by Birla Sunlife, the IT team couldn't restrict any device access. The developers wanted anytime, anywhere access to the tools they were using in Birla Sunlife infrastructure.

Below were the business concerns of the company:

- Secure Access to development tools on third-party devices.
- Anytime, anywhere access on unmanaged devices.
- Security of internal business data and implementing security compliances.



SOLUTION

In order to solve business challenges, Birla Sunlife was looking for a secure end-user computing solution and they came across Accops.

Accops was one of the vendors in India, providing virtualization and secure remote access. While VDI solved the challenges of virtualizing applications, secure access was the perfect solution to secure business data. The IBM developers were able to access software development tools easily from their own device.

PRODUCT DEPLOYED

- **HyWorks:** For virtual application delivery
- **HySecure:** Secure remote access

BENEFITS

- Faster Application Virtualization
- Cost Savings
- Zero data trails on remote endpoints
- Secure remote access



BUSINESS BENEFITS

With Accops, the Birla Sunlife saved huge costs on infrastructure space and device maintenance cost of the development team. Accops VDI solution left no data traces on the development endpoints resulting in higher security. The development team was now securely able to access development tools from any location on the device of their own choice.

Accops provided below benefits:

- Saved costs for infrastructure and endpoint maintenance.
- Secure remote access to critical business applications.
- Anytime, anywhere access to third-party consultants on unmanaged devices



We were satisfied with the secure access solution that enabled anytime, anywhere access for our third party consultants. Moreover, the solution saved us good amount of infrastructure space and costs on device maintenance. We are very satisfied with their product and are looking forward to build a stronger partnership with Accops moving forward.

Birla Sun Life Insurance



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