



Industry: **Conglomerate**

Location: **Mumbai, India**

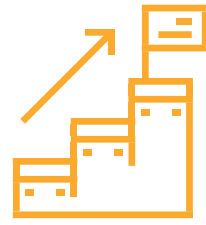
Larsen & Toubro is a major technology, engineering, construction, manufacturing and financial services conglomerate, with global operations. L&T addresses critical needs in key sectors - Hydrocarbon, Infrastructure, Power, Process Industries and Defense - for customers in over 30 countries around the world.. L&T is engaged in core, high impact sectors of the economy and its integrated capabilities span the entire spectrum of 'design to deliver'. With 8 decades of a strong, customer focused approach and a continuous quest for world-class quality, we have unmatched expertise across Technology, Engineering, Construction, Infrastructure Projects and Manufacturing, and maintain a leadership in all our major lines of business. Every aspect of L&T's businesses is characterized by professionalism and high standards of corporate governance. The Company's manufacturing footprint extends across eight countries in addition to India. L&T has several international offices and a supply chain that extends around the globe.

KEY CHALLENGES

- Reducing support turnaround time
- Provide secure remote access to ERP from global offices
- Secure access over Internet

REQUIREMENT

- Secure Access Gateway to access SAP over Internet
- Application Virtualization based SAP client delivery
- Supporting multiple subsidiaries from a single setup



CHALLENGES

L&T has many branch offices across the globe and lease line/MPLS is not available at every branch office. Users had limited access to applications when Lease line/MPLS is not available. L&T had to provision MPLS at each branch office to connect them to centralized applications. It was difficult for IT teams to manage so many remote offices and users. The facility management contracts were costing lot of money. L&T IT team had to ensure that the remote users have required set of applications like SAP client. Maintaining security on end points and providing users quick access to apps is an ongoing challenge. The existing VPN solution was getting outdated and had many limitations. L&T had to upgrade their remote access solution and adopt a solution that provides them with

- Simpler VPN technology that works at application payer
- Integrated with Application virtualization technology
- Multi-domain support to host multiple subsidiary on same setup
- Virtual appliance-based solution to avoid hardware refreshes
- Supporting business apps in minimum bandwidth



SOLUTION

L&T was introduced to the Accops solution and within no time, Accops team delivered the secure remote access solution that ensured that all above mentioned challenges were solved.. Accops application virtualization, secure remote access gateway and Accops MHA were deployment to create an integrated remote access solution stack. Accops HySecure provided layer 7 based VPN. Accops HyID added on-demand MFA for users of different subsidiaries. HyWorks provided virtualization o the SAP Client.

Users across the globe can use Accops to access SAP ERP and other private the apps. Users who do not have access to SAP, they can launch the virtualized SAP and access SAP.

PRODUCT DEPLOYED

- **HyWorks (TSE):** For virtual application delivery.
- **HySecure:** : For remote access by C&F agents and roaming users.
- **HyID:** For strong authentication for customer support team

BENEFITS

- Faster support resolution
- Secure remote access
- Restricting access to trusted devices only.
- Flexible application redevelopment



BUSINESS BENEFITS

With Accops solution, Users can get instant access to business apps from branch offices or home over Internet and hence removing dependency on costly P2P/MPLS lines. For compliance reasons, some users were restricted to work from specific location with the WAN IP address-based control feature of Accops. Multiple subsidiaries could login at same time and access the services. With Accops, its easy for IT teams to give access to SAP and other apps instantly to new user or a user using a different device keeping the productive. Users could bring any configuration of the device and they gets consistent user experience which simplified end user support. Users with low bandwidth regions like Bangladesh, Burma, etc. could connect to Accops and access the applications. L&T could see following benefits

- Faster resolution of support issues.
- Secure Remote Access.
- Flexible and economical VDI solution



Accops has successfully provided the end-to-end secure and easy access solutions which are aptly suited to L&T global workforce, addressing all micro and macro requirements. Moreover, it comes with the best in high standard, quality support that understands land growth needs. Accops is uniquely placed to addressing all concerns for L&T and creates a highly desirable win-win situation for both companies.

Mohan Bhat, Director at Accops.



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