

A Leading Financial Company Secures Third-Party Access using Accops VDI & Nutanix



About the Client

This prominent Indian non-banking financial company (NBFC), which is part of a well-established business group, was founded in 1991 and has grown significantly.

Established in 1991, the firm has grown to nearly 2,000 retail financing touchpoints and serves over 2,000 corporate clients. With a strong presence across India, the company is focused on enabling access to credit for a wide spectrum of customers, while strengthening its digital and operational foundations.

INDUSTRY **FINANCIAL SERVICES**

PRODUCTS DEPLOYED **ACCOPS ZTNA ACCESS GATEWAY, ACCOPS VDI, ACCOPS REPORTING SERVER, NUTANIX HCI, AZURE ACTIVE DIRECTORY**

Challenges

The NBFC was previously using a traditional RDP (Remote Desktop Protocol) environment hosted on a three-tier infrastructure to support vendor access. This setup had several key issues:

- **Limited Resource Management:** The system lacked user-level CPU and memory control, which often led to performance issues.
- **Inconsistent Security:** Vendors frequently accessed internal systems from unmanaged devices, raising concerns about application and data protection.
- **High Support Overheads:** The legacy RDP environment required frequent manual intervention, especially as the vendor base expanded.
- **High Licensing Cost:** Existing global vendors presented significantly higher costs and complex licensing models during an RFP process.

The IT team required a solution that could consolidate control, deliver reliable performance, and support enterprise-grade security for third-party users, without inflating operational costs. Compatibility with their planned Azure AD strategy was also a key requirement.

The Shift to Accops + Nutanix

The NBFC selected Accops to build a secure digital workspace environment, integrated with Nutanix's hyperconverged infrastructure. This combination helped address legacy challenges without introducing excessive complexity.

Deployment Details:

- **Accops HyWorks (VDI)** enabled secure access to virtual desktops for over 200 vendors, helping isolate untrusted devices while centralising computing activities.
- **Accops HySecure (ZTNA Gateway)** served as the network access gateway, replacing open RDP access with policy-based controls.
- **Accops Reporting Server (ARS)** offered session-level tracking and analytics, giving IT teams complete visibility into usage patterns.
- **User Resource Allocation (CPU & RAM Clamping):** Accops provided granular control over computing resources for individual users, helping prevent system overload.
- **Azure MFA Integration:** Strong authentication was enabled through Azure AD using Network Policy Server (NPS) without the need for additional identity platforms.
- **Nutanix Infrastructure:** Data locality improved application and profile loading speeds for vendor users accessing virtual environments.

The deployment was completed without disrupting ongoing operations, and vendor users were migrated in phases, which allowed the IT team to measure and fine-tune performance.

Benefits Observed

Following deployment, the NBFC recorded measurable gains in terms of efficiency, cost control, and security coverage.

Benefit	Details
Reduced Operating Cost	Accops' perpetual concurrent user licensing model proved to be a more economical choice than subscription or named-user licensing from other providers.
Improved Management	IT administrators could provision, revoke, and monitor vendor access centrally, without needing to configure user machines or chase down support requests.
Better Compliance Readiness	With complete access logs and integration into Azure identity services, the environment supported audit trails and policy adherence without external tools.
Performance Gains	Nutanix's infrastructure helped ensure that profile loading and application response times remained stable across varied working hours.
Vendor Onboarding Made Faster	The IT team could quickly grant access to new vendor resources without provisioning devices or increasing risk to internal applications.
Reduced Downtime and Escalations	Internal helpdesk tickets related to access issues dropped as the new platform stabilised and reduced dependency on older components.

Summary

By transitioning to a virtualised, centrally managed environment built on Accops and Nutanix, the NBFC improved how it handles external access to sensitive systems. This new model reduced administrative effort, improved access control, and met compliance requirements without inflating costs. The IT team can now deliver secure access to internal applications with consistent performance and reporting. The flexibility to scale vendor operations without incurring recurring licence charges or needing major reconfiguration was a key driver for the business.

Accops enables secure and instant remote access to business applications from any device and network, ensuring compliant enterprise mobility for business users while keeping governance with the organization.

Discover how Accops can transform your remote and hybrid work strategies. Reach us today at contact@accops.com for a free consultation.