


instal • konsorcjum

INSTAL-KONSORCJUM KEEPS ITS CONFIDENTIAL COMPETITIVE ADVANTAGES DOCUMENTS PROTECTED

"We needed to keep business sensitive information confidential while keeping it user-friendly and easy to work with. Sealpath was the solution that best fit our needs, because it is easy to use and flexible".

Mirosław Berdzik, IT Manager at ik

INDUSTRY/SECTOR

Heating, Installation and Sanitary Technology

REQUIREMENT

Confidential documents protection

PRODUCT

SealPath Enterprise SaaS

REGION/COUNTRY

Poland



ABOUT THE CLIENT

The history of Instal-Konsorcjum Group dates back to 1995. It was the first nationwide consortium in the branch of distributors of goods in the field of heating, installation and sanitary technology. Its primary responsibilities included representing wholesalers in business dealings with manufacturers and purchasing commercial goods using a procurement scale.

The group is based in Wrocław and represents one of the largest installation wholesale networks in Poland. Instal-Konsorcjum is also a shareholder of EDT GmbH group based in Essen, Germany, which currently represents the biggest wholesale organization consisting of over 1,000 installation wholesalers belonging to 10 organizations in 14 countries of Europe and North America. Instal-Konsorcjum Group has been operating for over 25 years and represents 31 installation wholesalers with 150 distribution points in Poland.

THE CHALLENGE

For 10 years, I-K used its own tool to encrypt files and documents. Unfortunately, after that time, the system was no longer supported and was no longer useful. The company began looking for a new tool to protect sensitive documents.

As a consortium of multiple entities, I-K faced enormous challenges in maintaining data confidentiality while keeping documents easy to work with and collaborative. I-K estimates that up to 95% of documents containing business terms and conditions and other information that builds competitive advantage had to be protected from unauthorized access.



Find out how SealPath can keep your sensitive data protected and under control

<https://www.sealpath.com/contact/>

The solution that I-K consortium needed had to be usable to many different user groups. Some examples were: Sales Departments, Department Heads, Marketing, Management and the board office. Making secure files available on the intranet was an important consideration. It was also important to IK that the chosen solution be easy to implement and maintain.

THE SOLUTION

After evaluating different tools available in the market, SealPath was the solution that best fit the needs in terms of functionality, daily use by non-technical user and easy implementation. The first step was a PoC, Proof of Concept, which proved to be very successful and confirmed the customer decision to choose the SealPath solution.

It is important to note that most users who need to secure their documents in IK are non-technical. Thus, a key element in choosing SealPath was the ease of daily operation and management of the data protection system. In IK's case, the SealPath solution has been successfully deployed in MS Office and iOS environments as well as in a browser-based formula.

"The support team deployed the project quickly and efficiently, and the tool was up and running without delay. SealPath technical experts were available till a satisfactory deployment", says Berdzik.

BENEFITS

The convenience of collaboration, where users use one system to secure data without the need for many other additional tools, additional accounts or additional passwords.

Ease of permission management, including easy and quick remote revocation of permissions to any document. Thanks to this functionality, I-K, has full control over its documents and maintains high security data protection. This functionality is especially important in companies with higher employee turnover.

Full supervision and access logging allow the Management Board to audit what happens to particular documents. Such functionality allows to significantly reduce anonymity in cooperation and collaboration. It is known who and when opened a given document. The SealPath system can also indicate that an unauthorized access attempt has taken place.

"SealPath is a powerful protection solution, highlighting its ease of use, so that any user can use it easily without interrupting their normal work process with native tools or simple activities. At the same time, advanced monitoring and auditing features further support security, keep you informed at real time, which is very important when you share large amounts of confidential information with third parties.", states Miroslaw Berdzik, IT Manager.