



## Marico Limited

Leading Indian consumer products company mobilizes work force with Accellion, so employees can work securely, wherever.

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“The ease of use, simple management controls, and security features made Accellion the perfect solution for Marico’s business needs”

Girish Rao  
IT Head

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Marico Limited is one of India's leading consumer products companies operating in the beauty and wellness space, that makes a difference to the lives of all stakeholders - members, associates, consumers, investors and the society at large. Marico is present in more than 25 countries across Asia and the African continent, and their portfolio of brands includes leading household names such as Parachute, Parachute Advanced, Saffola, Hair & Care, Nihar, Mediker, Revive and Set Wet.

### Challenge

Marico was facing a data security risk. Its email policy restricted the size of attachments, which was leading to difficulties across the company when employees tried to share large files with clients. These challenges were leading some employees to risk sending confidential files from their desktop and mobile devices through free consumer-grade solutions. The IT team knew that they needed to find a solution with enterprise-grade security, which went beyond email attachments, to keep data secure without impacting the productivity of its workers.

Knowing that it needed to take action and find a proper technology solution to solve its data security issue, Marico reached out to Teqdis, a trusted technology distributor that provisions enterprises with enhanced computing environments.

“Marico needed a simple and secure mechanism for sharing confidential files with partners,” said Jay Savor, managing director at Teqdis. “Employees today have the technical knowledge to find their own tools if a company doesn’t have what they need, and that can leave data at risk. We knew we needed to deploy a solution for Marico that was easy to use for employees, but that still had the robust security features the IT team required.”

To enhance the security and usability of any solution it chose, Marico required something that would integrate with its Active Directory, so that all users could be authenticated, as well as integrate with Microsoft Outlook. The IT team also wanted something that could provide collaboration functionality from any device that an employee chose to use, which would streamline the work they did with business partners and clients.

“We didn’t want to alter our employees’ workflow, so we needed a solution that would allow them to continue to send content through their email, but in a more secure manner,” said Girish Rao, IT Head at Marico. “At the same time, we knew that more and more employees were starting to work from their

## Quick Facts – Marico Limited



Deployed Since

**2013**



Number of Users

**275 internal  
unlimited external**



Custom Web Interface

**Yes**



Email Integration

**Yes**



Mobile Integration

**Yes**

- ✓ Ability to securely share large files with business partners, and knowing that the content has been delivered securely
- ✓ Option for employees to access their data securely, anytime, anywhere, from any device
- ✓ Reduced the risk of data leakage by eliminating unmanaged, less secure sharing activities

mobile devices, so we needed something that would support both their desktop activities, as well as their remote work from a phone or tablet.”

Marico went through an extensive evaluation process, and eventually chose Accellion over other competitors because of its ease of use, secure mobile capabilities, and integration with the company’s established enterprise architecture.

### Solution

Marico deployed Accellion and began to see improvements in its file sharing and collaboration activities immediately. Employees were able to send files from a variety of options, including the Accellion Web UI, their Outlook accounts, or from the Accellion mobile app. And with the Active Directory integration, employees didn’t have to remember an additional user name and password, which kept the number of help desk requests to a minimum.

“Accellion was simple for the IT team to implement, and it was just as easy for our employees to get started using the solution,” said Rao. “Both Accellion and Teqdis walked us through the planning process and deployment of the product, which made it a seamless process for everyone at Marico.”

The plan is to use the mobile app more extensively in future, so that employees can securely access business information wherever they were working, whether it was from home, on the road, or from a different office building. Large files, such as

advertising graphics and sales contracts, are now shared instantaneously with business partners without the earlier hassle of emailing file attachments or concern that they wouldn’t make it through the partner’s email system. The ability to share and edit content from any device has not only saved time normally spent getting content attached to emails, but also eliminated the risk of data leakage when employees were sharing sensitive business information.

The IT team also saw productivity gains, as Accellion eliminated the need to manage exchange server policies when users had to send large files. Additionally, the user-friendly administrative dashboard has made licensing, user management, and configuration changes simple and fast. Marico chose to implement an on-premise deployment of Accellion, for enhanced security and control of their data, and the automatic file expiry and file notification/tracking functions make it simple for the IT team to manage how long data stays in their system, and who has access to the information.

“We started out with the simple need of being able to securely share large files with partners, but after evaluating Accellion realized that we could do so much more with the solution,” said Rao. “The ease of use, simple management controls, and security features made Accellion the perfect solution for Marico’s business needs.”

### About Accellion

Accellion, Inc. is the industry leader in providing private cloud solutions for secure access and sharing of enterprise information across devices, enabling employees to work securely wherever. Founded in 1999, Accellion is an award-winning, private company headquartered in Palo Alto, California with offices in North America, APAC, and Europe. The company has evolved from its roots in cloud storage into a leading enterprise security software provider. More than 12 million business users and 2,000 of the world’s leading corporations and government agencies, including Procter & Gamble; Indiana University Health; Kaiser Permanente; Lovells; Bridgestone; Harvard University; the Securities and Exchange Commission; and NASA use Accellion solutions to protect confidential information, ensure compliance, increase business productivity, and reduce IT costs.

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