

## TVS MOTOR COMPANY SECURES MOBILE WORKFORCE DATA WITH VAULTIZE PLATFORM

Industry  
**Automotive**



### Company

TVS Motor Company

### Company Size

7,500 Employees

### Technology Environment

- Heterogeneous endpoints on Windows OS
- Many locations; centrally managed IT

### Business Challenges

- Increasingly mobile workforce that works out of remote locations
- Lack of laptop/endpoint backup capability through existing solution over WAN

### Vaultize Solution

- Cloud-in-a-Box Appliance

### Benefits

- Data residing in laptops are encrypted, secured and protected from loss, as mandated by internal compliance
- Single point of management for all endpoints across all locations

## BACKGROUND

TVS Motor Company is the third largest two-wheeler manufacturer in India and one among the top ten in the world. With annual turnover of more than US\$1 billion, it is the flagship company of the US\$4 billion TVS Group.

The company has four manufacturing plants – one each at Hosur and Mysore (both South India), in Himachal Pradesh (North India) and one in Indonesia. The company has a production capacity of 2.5 million units a year.

TVS Motor's strength lies in design and development of new products - the recent launch of seven products concurrently is seen as a first in automotive history. TVS strives to deliver total customer satisfaction by anticipating customer need and presenting quality vehicles at the right time and at the right price. The customer and his ever changing need is a continuous source of inspiration for the company.

“In TVS Motor Company, critical business data resides in laptops, which are given to employees who travel a lot. In the event of laptops being lost, business critical data is also lost. Similarly, if there is a hard disk crash, data is lost. To avoid loss of important data and to ensure business continuity, TVS Motor chose Vaultize.”

**K N Swaminathan**  
General Manager-IS



## BUSINESS CHALLENGES

TVS Motors has sales offices across the country, and sales personnel are equipped with laptops for mobility and improved productivity. An increasingly mobile workforce meant data residing in employees' laptops were not adequately backed up; in the unfortunate event of disk crash or laptops either stolen or lost, the IT will have no options of reviving the lost critical data.

The Information Systems team at TVS Motors led by Mr. K N Swaminathan, General Manager-IS, assessed the need for deploying a robust backup solution for securing roaming laptops. The requirement was to have onsite deployment of the backup solution that is optimized for performance. It also emphasized a seamless backup experience that will intelligently backup only the incremental changes during the available shorter backup windows and intermittent network bandwidth.

## SOLUTIONS FROM VAULTIZE

TVS Motors evaluated Vaultize capabilities through a Proof of Concept that yielded results in line with their requirements. One of the key selection criteria was the effortless data backup from remote locations that did not require heavy network resources (can be achieved even over a low bandwidth link) and computing resources. Vaultize's de-duplication algorithms are content-aware (they understand popular file formats like MS-Office extensions, PDF and PST). This translates to de-duplication at the most granular level, and hence resulting in significant reduction in time and effort during backup and restore, making it bandwidth-friendly.

*“The endpoint backup features in Vaultize address TVS Motor's security and privacy concerns. Continuous backup and resumption of backup option resolve backup duration time. TVS Motor is able to restore data whenever required within minutes.”*

**K N Swaminathan**  
General Manager-IS

### VPN-FREE ACCESS

Vaultize ensures that every communication between the client and the server is authenticated using OAuth, and the data is transferred over SSL. Such secure protocol is equivalent to the VPN protocol and thus makes VPN redundant. This enables laptops to effectively communicate with remote servers without the bandwidth-burden of VPN.

### PRE- OPTIMIZE APPLIANCE

TVS Motor chose to deploy the Vaultize Cloud-in-a-Box Appliance, which is pre-optimized for enhanced performance and service delivery. The appliance, which is currently hosted in TVS Motors Hosur plant, empowers IT administrators to centrally manage users and devices, and administer policies across all locations. Vaultize Unified Platform ensures continuous backup of endpoints enabling TVS Motors to truly embrace Mobility without compromising data security.

*Vaultize enables enterprises to embrace mobility for improved collaboration and productivity yet not compromise on data security. Vaultize offers a highly secure mobility platform that provides endpoint backup and encryption, and file sync/share for collaboration. Vaultize differentiates through military-grade data encryption, de-duplication at source, remote data visibility & control, and the ability to deploy either through public cloud or private cloud.*

For more information, visit [www.vaultize.com](http://www.vaultize.com)