

Access Enterprise Documents from Anywhere

Block access to consumer file-sharing cloud services, and take back control of your network

A large pharmaceutical organization has sales representatives all over the globe, frequently working out of their homes, cars, and hotel rooms between meetings with doctors, hospitals, and medical clinics. Fast access to company documents can make the difference between a million-dollar sale and losing business to the competition.

Joe is the senior director of information systems at the pharmaceutical company. His main concern is protecting the security of “his” network. He understands the need for fast access, but he doesn’t want to open up his network to private email and cloud services, and he certainly doesn’t want confidential company documents placed on a consumer cloud server that he has no control over.

Joe has been a satisfied Globalscape customer for almost 20 years, so he contacted Globalscape to ask how he can provide his reps the speed of consumer cloud solutions, the security that he needs to protect his network, and the visibility that he needs to stay in control.

According to Brian Henger, enterprise sales manager at Globalscape, “The pharmaceutical company wanted Joe to block access to consumer sharing websites, but their sales reps needed that access to make it easy to share documents with remote colleagues and clients.” Brian told Joe about Globalscape’s secure file sharing product, scConnect[™], which was developed for just this purpose.

Joe deployed scConnect in his network, integrating with his existing SQL Server and Active Directory. He started out just making company forms and price lists available, but the sales team quickly joined the cause and created their own shares. “It makes no difference where the sales reps are,” said Joe. “They can access work files from their phone, tablet, laptop, or even from the customer’s desktop through a secure website. Our reps say that it’s much easier and faster now to get to the files they need without having to move the files between servers.”

The pharmaceutical company was able to block all access to consumer file-sharing cloud services, and Joe has taken back control of his network.

Contact Globalscape® to learn how scConnect™ can provide fast, secure file access and sharing without the cloud.