



CASE STUDY (Globalscape)

Globalscape® EFT™ Fuels Efficiency Improvement in Processes at ICICI Direct in India

Experienced in Building Custom Solutions for Financial Services

Business Challenge: Supporting Key Business Processes with Secure File Transfers

ICICI Securities Ltd is an integrated securities firm offering a wide range of services including investment banking, institutional broking, retail broking, private wealth management, and financial product distribution.

ICICI Securities sees its role as 'Creating Informed Access to the Wealth of the Nation' for its diversified set of clients that include government, corporates, financial institutions, high net-worth individuals and retail investors.

Headquartered in Mumbai, ICICI Securities operates out of 75+ cities and towns in India and global offices in Singapore and New York.

Given its large data processing infrastructure to support its business processes, ICICI Securities looked for a secure file transfer solution that met the following requirements:

- » **Scalability:** With customers acquisitions growing every year, they needed a solution which can support growth in volume of document exchange between various entities
- » **Security:** Given that it is a BFSI entity, Security is of prime importance. They not only wanted data to be transferred on secured channels but also wanted data to be encrypted while it was been exchanged.
- » **Industry Expertise:** ICICI Securities wanted to work with a company that was recognized and trusted in the financial services industry and therefore they chose a partner like Systech.



"ICICI Securities Ltd is using GlobalScape product for quite sometime now and extremely satisfied with product and their services"

- Yagnesh Parikh
CTO at ICICI Securities

Globalscape Solution

“We evaluated a lot of similar MFT solutions before finalizing Globalscape. We chose Globalscape over the others for its exhaustive functionality, ease of implementation and maintenance and of course the cost of the solution.” According to Yagnesh Parikh, CTO at ICICI Securities.

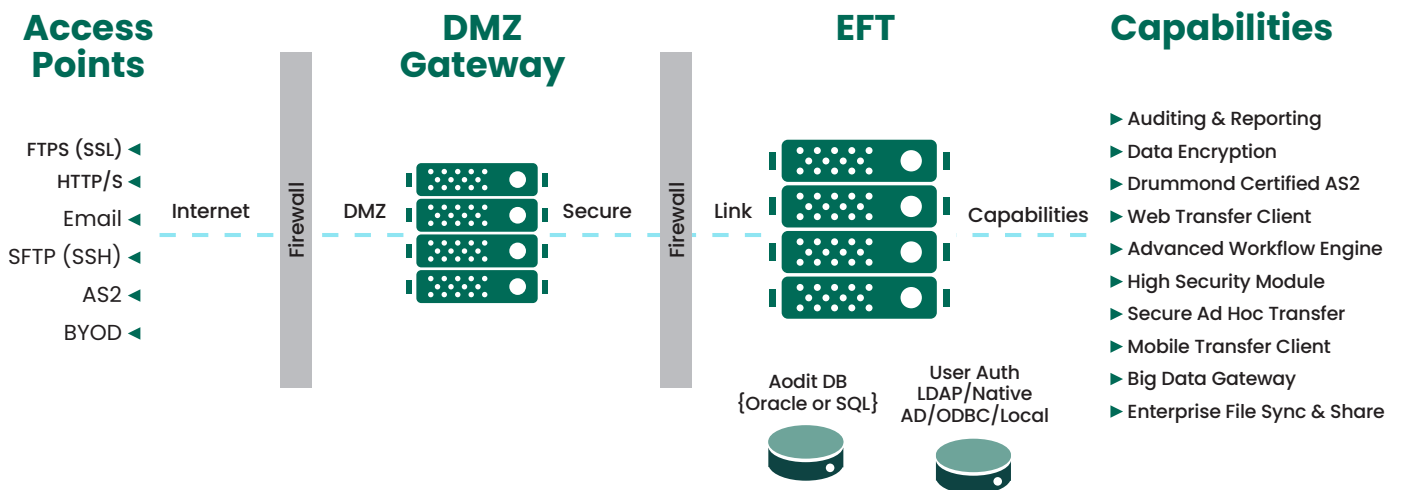
Business Outcomes

ICICI Securities have exchange data with both internal and external entities. Various Teams and departments within the organization consume the data for their business processes like Customer Acquisition, KYC formalities, Sales and Operations.

Before deploying Globalscape, most of these teams and departments had dedicated resources for managing these

files and data and had to manually upload/download and keep track of the files. This manual intervention not only consumed a lot of resources but also made the process error prone and a lot of time was lost in reconciliation of information.

However, with the automation that Globalscape offers, it has become extremely easy for these teams. They have been able to schedule a lot of tasks and run complex workflows to replace the manual intervention. This has resulted in saving of resources and time and also ensured there were no errors. “Systech Technocraft Services Pvt Ltd has capable team of engineers who can Supply, Install, Configure and provide after Sales Support for MFTP solutions of Globalscape.” says Yagnesh Parikh, CTO of ICICI Securities.



About Pro2col

Pro2col is an independent MFT and B2B consultancy working with customers in twenty-eight countries from operations in the UK and USA. Pro2col helps enterprises to identify, select, evaluate, and deploy the best managed file transfer solutions from the worlds leading vendors. Established in 2003, Pro2col is a recognised leader in its field with 700 customers, from industries including Health Care, Government, Utilities, Financial Services, Retail, Legal & Accounting Practices, Media, and Charities. Pro2col is a privately owned, profitable company.



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