



# BEULCO®

## NEW INHOUSE SYNC- AND FILESHARING SOLUTION FOR FAMILY-OWNED ENTERPRISE

### BEULCO GOES FILECLOUD

As a modernly managed family-business and in times of a strong economic momentum, BEULCO timely recognized the need for a powerful filesharing solution. According to their proactively oriented corporate strategy flexibility, efficiency and user friendliness are of high significance. In consideration of these conditions, BEULCO took notice of the beyond SSL portfolio. FileCloud offers a user and administration-friendly enterprise solution. The focus lies on state of the art data security and cryptosystems, according to German jurisdiction.



## ALTERNATIVE TO DROPBOX

### ► About BEULCO

BEULCO is a family-owned enterprise based in Attendorn and ranks among the top providers of high quality products for water supply throughout Europe. The company offers their customers solutions for the efficient design of the drinking water network in the areas of domestic connection technology and mobile water supply as well as systems, which allow transparency and control. For over 60 years, BEULCO has been counting on quality, safety and, above all, innovation to ensure for a high drinking water quality on a long-term basis and to offer constant supply reliability.

### ► The challenge

A secure alternative for the online file-hosting provider Dropbox needed to be found. The mandatory prerequisite is that the software is hosted on the company's own server systems and, in addition, a local containment of the sensitive data. Moreover, a required quality of the solution is the unrestricted compatibility with current Windows operating systems and their server directory service Active Directory. While testing beyond SSL's FileCloud, the solution did not only stand up to the dictated specification sheet but also revealed additional attractive features. Dedicated functions for the increase in business efficiency, a broad spectrum of supported operating systems and user-friendliness are only a small excerpt of FileCloud's performance description.

Competent consultation, professional and fast support, what else could you ask for? The implementation was fast, easy and trouble-free. Agreed-upon deadlines and dates were met and conversations were on an eye-to-eye level.

Ralf Weidner, executive management SCM/administration BEULCO

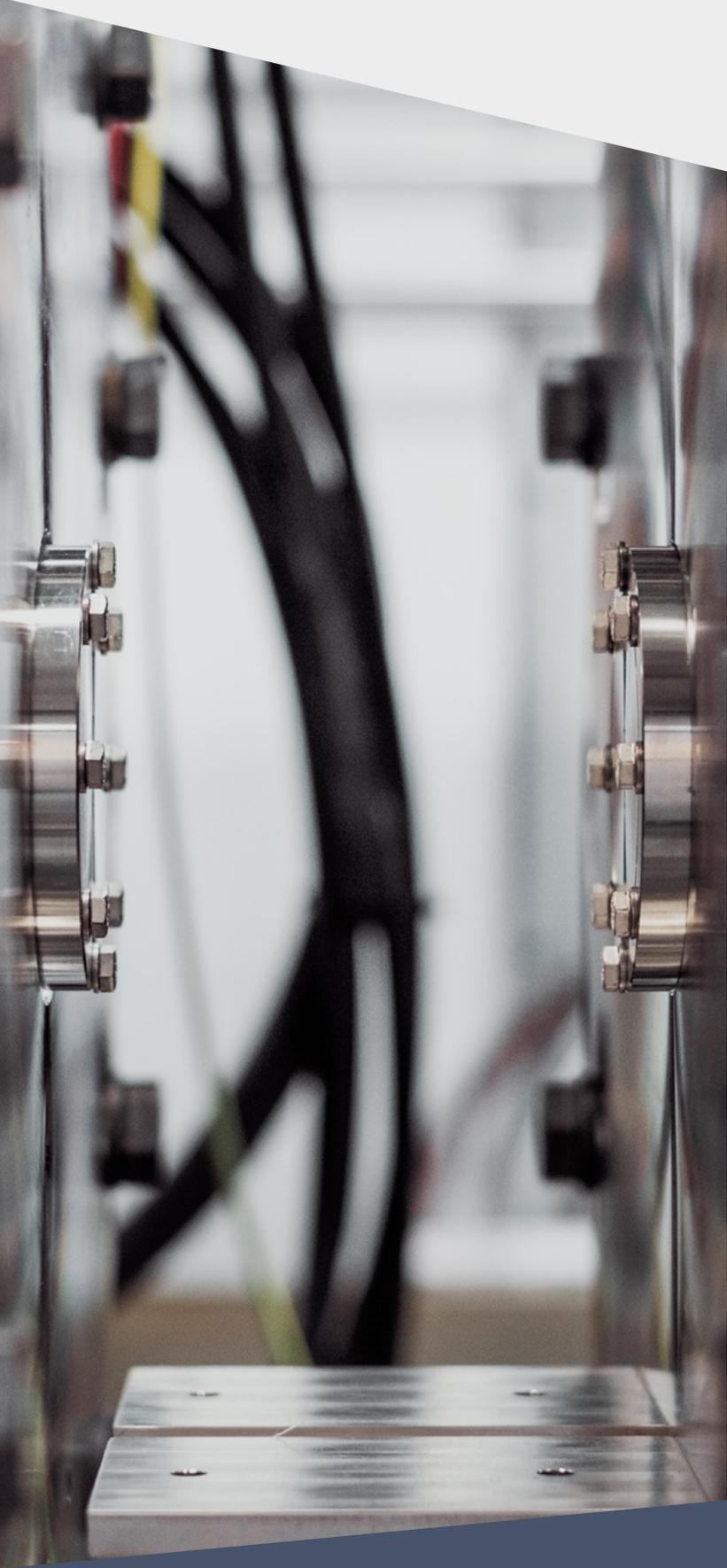
#### ► The solution

The benefit analysis of the software selection process considered FileCloud, PowerFolder and Nextcloud among other software solutions. A scoring of the hard and soft factors ultimately favored FileCloud by beyond SSL. After initial talks, a demo installation for ten test users was agreed upon. "90 minutes later, we were equipped with a working software suitable for ten test users, the Proof of Concept was already brilliant. We were able to put the potential solution through its paces and were supported fast and professionally during the trial period." Ralf Weidner, executive management SCM/administration at BEULCO, states. "The solution is easy to handle and to administer, we have full control over our data due to the in-house concept and, in combination with the excellent cost-benefit ratio, the decision for FileCloud was an easy one. Our employees are exchanging their project-related data via FileCloud, which simplifies various processes a whole lot. To do so, they solely need an internet

#### BENEFITS OF FILECLOUD

- Secure data exchange
- High availability and MTBF
- Customer-oriented, intuitive interface
- Meets the German data protection directive
- Encryption according to German standards (TLS, 2FA)
- Fast and easy installation
- Professional support during and after installation (LTS)

connection. Especially when it comes to distributed tasks, the file sharing principle allows for an efficient collaboration. The solution runs in the background and just does its job nearly unnoticeable. Additionally, external partners and suppliers were connected, another huge benefit." Ralf Weidner justifies the decision.



### **About FileCloud**

FileCloud is an alternative to cloud-based file sharing providers with a dedicated, physical hosting. This approach allows for the fulfillment of exceptionally high security and availability standards. The solution is an unusually easy way to implement file sharing, synchronization and mobile access into customer-owned data storage. It offers a vertical, cross-platform integration of end devices and combines comprehensive protection from malware, two-factor authentication with automated data backup. Transparency for enterprises and users is a key property, which means that the access rights are fully in the hands of the end customer. We have set ourselves the objective to only offer solutions for a highly responsible and professional administration and sharing of the most sensitive customer data. FileCloud is suitable in particular for small to medium-sized companies, large enterprises, schools and universities, IT VARs and managed service providers.

