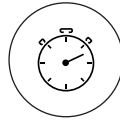




Decreases costs by 30 percent by replacing laptops with thin-client machines



Reduces time devoted to desk-side support by 50 percent



Protects sensitive data if devices are lost or hacked

# Aristopharma Finds the Right Formula to Safeguard Proprietary Data with VMware

The past few years have seen Bangladesh become a major manufacturing hub for the pharmaceutical industry. To maintain its leadership in this rapidly growing sector, Aristopharma faced several urgent challenges. It needed to protect confidential information, from customer data to intellectual property—including proprietary drug formulations—and research and development innovations. And as a distributor to local pharmacies, the company found it challenging to manage company-owned devices used by its salespeople.

## Securing data on company devices

To ensure the supply of products at the retail level, leading pharmaceutical manufacturers in Bangladesh maintain their own distribution networks, giving them access to confidential prescription data through pharmacies or chemists. Though managing this sensitive information is mission-critical for Aristopharma, the company lacked an effective way to manage and secure company-owned mobile devices used by more than 3,000 salespeople working in the field.

Aristopharma also retains large volumes of valuable intellectual property, including proprietary drug formulations. The company manufactures to global standards, so it must adhere to industry-compliant validation protocols. Many of these policies resided across disparate systems, creating unwieldy complexity for the IT teams tasked to support diverse platforms.

## ARISTOPHARMA LTD.

Founded in 1986, [Aristopharma](#) is one of the most prominent pharmaceutical companies in Bangladesh, producing more than 400 product offerings including antibiotics, ophthalmics, and oncology medication. The company employs 7,000 people across two state-of-the-art manufacturing plants, producing for the domestic market and for export to more than 30 countries.

### INDUSTRY

Pharmaceutical

### HEADQUARTERS

Dhaka, Bangladesh

### ABOUT THE PARTNER

Established in 2013 and headquartered in Dhaka, Omega Exim is a one-stop IT solutions provider, serving corporate customers in Bangladesh. The company employs more than 100 people.

### VMWARE FOOTPRINT

VMware vSphere®  
 VMware vSAN™  
 NSX® Advanced Load Balancer  
 VMware Horizon®  
 VMware Workspace ONE®

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“We have so much precious data,” said MD Tareq Hasan, head of IT, Aristopharma. “We needed to be able to store all that data and policies on a central platform with a central safeguard for better efficiency and security.”

### A single pane of control

Recognizing its competitive position depended on the ability to manage sensitive data effectively, Aristopharma reached out to VMware partner Omega Exim in 2017 to help chart their digital transformation journey.

Omega Exim recommended VMware Horizon® and VMware Workspace ONE® to help Aristopharma manage and secure devices from a single console. By using virtual desktops and replacing desktop computers with thin-client devices, the company can reap cost savings that enable its IT teams to spend less time providing support. Most importantly, VMware Workspace ONE device management and data loss prevention safeguards provides Aristopharma the confidence that its data will remain secure even if a device is stolen or hacked.

Omega Exim helped Aristopharma redesign its infrastructure using VMware vSphere® and implemented SAP S/4HANA to streamline its business processes. Aristopharma also became the first company in Bangladesh to utilize VMware NSX® Advanced Load Balancer, enabling it to deliver apps rapidly.

“Although we’ve always worked with international partners, Omega Exim has been our local partner for digital transformation from the beginning. As our infrastructure partner, they have been providing the implementation, licensing and support for VMware platforms,” said Hasan. “We trust them to give us the best solution and we have confidence in them.

Since Omega Exim helped Aristopharma design its initial IT roadmap, gaining the trust of its key players, they proactively suggested solutions to meet the company’s challenges along the way.

“While implementing the SAP project, we saw that employees had to be in the office to access the software,” said Abdullah Begh, director, Omega Exim. “It was an opportunity for us to propose VMware Horizon and VMware Workspace ONE to Aristopharma, so that it can empower the remote workforce with a single pane of control to manage all the devices.”

Omega Exim helped Aristopharma roll out a pilot of VMware Horizon for more than 200 quality control and production employees in one of the company’s plants, and a pilot of VMware Workspace ONE for 150 corporate users at its headquarters.

### Work from anywhere

Using VMware Horizon, Aristopharma can deliver personalized virtual desktops tailored to specific policies for each user, enabling employees to work seamlessly from anywhere, on any device.

“In the past, employees had to come to the office, log into their assigned device to access all the data and programs such as SAP,” said Hasan. “But now they can easily move between buildings or offices, use any device there and still have the same access.”

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“As a major pharmaceutical company, we hold a lot of vital data, whether it’s R&D efforts, drug formulations or patient prescriptions. Thanks to Omega Exim and VMware, we’re confident that our data will be kept safe.”

MD TAREQ HASAN  
HEAD OF IT, ARISTOPHARMA

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This flexibility has been especially useful during COVID-19 lockdowns in Bangladesh, allowing employees to work from home with full access to their workspace. After a successful pilot in the first plant, Aristopharma has moved to deploy the virtual desktop infrastructure at its second plant.

And because the company’s IT team can manage virtual desktops from a single console, maintenance and troubleshooting are much easier, too. Previously, if employees encountered problems with their computer, the IT staff provided deskside support to fix the issue. Now the team can quickly check the CPU level and resources allocated from VMware Horizon, reducing the time spent providing support by at least 50 percent, freeing the IT team to pursue strategic activities like developing new applications.

VMware Horizon has also enabled Aristopharma to replace traditional desktop or laptop computers with thin clients, which are less expensive to own and cheaper to run because they expend less energy. Hasan estimated the total cost savings to reach at least 30 percent.

### Intrinsic end-to-end security

After a successful pilot of VMware Workspace ONE, Aristopharma has begun to roll out the application its 3,000 salespeople, who typically place orders via email. For Hasan, the key benefit is the ability to manage and secure individual devices from a single console.

“If we need to take full control of a mobile device because it’s stolen or attacked by malware, we can do so immediately and wipe the device,” he said. “We can also configure policies to prevent sensitive data from being leaked, for example, through unauthorized file transfers.”



The single sign-on access to an approved catalogue of apps on the VMware Workspace ONE® Intelligent Hub further improves security and enhances the user experience.

“As a major pharmaceutical company, we hold a lot of vital data, whether it’s R&D efforts, drug formulations or patient prescriptions. Any loss of data will have a major impact on our business. Thanks to Omega Exim and VMware, we’re confident that our data will be kept safe.”

### Looking ahead

Aristopharma currently uses anti-virus software from another vendor but is considering VMware Carbon Black Cloud™ for its next step, because it integrates seamlessly with VMware Workspace ONE.

“We want to keep endpoint management and endpoint security to a single platform,” said Hasan. “This will make it easier for us to manage security policies and monitor threats.”



Whether for customer data or intellectual property, @LtdAristopharma can now secure vital information with #VMware #Anywhereworkspace solutions.