



## ABPI – BitLocker Encryption Management that Fits

### Overview

The Association of the British Pharmaceutical Industry had a requirement to centrally manage encryption in a Microsoft BitLocker-ready Windows environment with the additional challenge of having many laptops connected over VPN.

Visibility was needed with a simple green & red traffic light approach to see the status of device encryption across the entire Windows Laptop/Tablet device estate along with tools that make the provisioning of new devices automatic.

### Solution

The Association of the British Pharmaceutical Industry (ABPI) represents innovative research-based biopharmaceutical companies in the UK. ABPI's members supply 90 per cent of all medicines used by the NHS, and are researching and developing over two-thirds of the current medicines pipeline. The ABPI is recognised by government as the industry body negotiating on behalf of the branded pharmaceutical industry for statutory consultation requirements including the pricing scheme for medicines in the UK.

The association had a requirement for a solution to centrally manage their Microsoft BitLocker encryption with the challenge of having a number of machines connecting to the corporate network remotely using VPN.

During the engagement, it quickly became clear that BitTruster's BitLocker encryption management solution could provide key benefits to ABPI in this situation.

BitTruster's unique client-less design, which removes the need for any action on the individual endpoints allowed for a quick initial installation that gave ABPI the opportunity to thoroughly evaluate the functionality of the solution. Working closely with their partner Axiom Secure and UK distributor Longwall Security, BitTruster could therefore make sure that ABPI's specific requirements were met and immediately reflected in the BitTruster implementation. Additionally, BitTruster's ability to centrally manage the entire encryption process from activation to decommissioning would give ABPI full control and visibility in their encryption landscape.

Close co-operation between sales, pre-sales and capable local partners Axiom Secure and Longwall Security allowed BitTruster to deliver enterprise class encryption management and maintain seamless communication with ABPI throughout to ensure a complete solution fit.

### Customer Comment

From the initial engagement we found BitTruster and Axiom to be very helpful clearly demonstrating the product, assisting with our questions as we set-up a trial. From the moment we got the trial running we knew we were going to buy this product. Throughout the Trial Axiom kept in touch to ensure we did not have any issues. Since implementation BitTruster have released a major version which has some visual charts and filtering which makes it even easier to see what is happening in the IT estate.