

Case study

# Data Relish bolsters password security with Zoho Vault



DATA RELISH



## DATA RELISH

## Key Takeaways

### Meet:

Jennifer (Jen) Stirrup

### Occupation

CEO & Founder

### Using Zoho Vault since

2017

### Why Jennifer loves Zoho Vault

- Affordable, included in Zoho One subscription
- Streamlined access to the company's apps and website accounts
- Comprehensive audit trails
- Mobile apps and extensions

## About Jennifer Stirrup

Stirrup is the chief executive officer and founder of Data Relish, an advanced data science and business intelligence consultancy based at Hamel Hempstead, a historic town closer to London. Founded in 2010, the company has so far delivered over one hundred analytics projects serving leading organizations and private companies, such as NHS Trusts, moving them to the cloud. In simple words, they convert huge volumes of data into meaningful insights and also offer remote consulting for new technologies such as Microsoft Azure Artificial Intelligence, Tableau, and Power BI.

Data Relish customers and partners consider Stirrup a trusted friend and technological partner whom they can rely on to build successful data science projects at an affordable cost. Stirrup is also a writer, blogger, public speaker,

Microsoft Data Platform Most Valuable Professional (MVP), and the author of two books on Tableau and R. industry.

## Data Relish's migration from LastPass to Zoho Vault

Data Relish was already aware of password security and compliance laws across the globe. Before implementing Zoho Vault, Data Relish used LastPass to store and manage their passwords. After the acquisition of LastPass by LogMeIn, Stirrup said the tool became complex and clunky, making it increasingly difficult to manage their everyday operations. The prices were also doubled after a year, which eventually forced Data Relish to look for better alternatives.

Data Relish already subscribed to Zoho One, Zoho's comprehensive suite of more than 40 tightly-integrated business apps. However, they were only using three of the apps in their subscription: Zoho CRM, Zoho SalesIQ, and Zoho Projects. Stirrup decided to evaluate Zoho Vault, also part of the Zoho One bundle.



*I used LastPass for many years. It became increasingly difficult to use and quite expensive for what it offered to us. As users of Zoho One, it made sense to look at Vault, especially because of the fine-grained password sharing features, integration options within the Zoho ecosystem, and its inclusion in Zoho One.*



First, Data Relish tried the app to manage just their personal passwords. Then, they explored the fine-grained password sharing options, comprehensive audit trails, and option to log in to apps and websites in a single click. These features, along with the affordable inclusion in Zoho One, made them switch to Zoho Vault from LastPass completely for managing both personal and business passwords.

“We are a small team of three people who primarily manage the accounts of several clients,” Stirrup said. “Zoho Vault allowed us to securely share passwords even without revealing them in plain-text, quickly login to everyday apps in a single click, and configure IP restriction for an additional level of security. Now we are even exploring the Zoho Vault’s integration with Zoho Projects.”

## How Zoho Vault helped Data Relish

Once Stirrup decided to try Zoho Vault, she was able to quickly add the application directly from her Zoho One dashboard. In a couple of minutes, she was able to test the product hands-on and discover features that would be useful to her team.



*The tool is pretty simple and straightforward. It helped us to manage all our passwords from one place, complying with our internal audits, boost productivity, and much more. Being part of the Zoho One bundle, advanced features such as fine-grained password sharing & IP restriction, integration with Zoho apps, all at one-third of LastPass’s price- choosing Zoho Vault is a no-brainer.*



Some of the features Stirrup loved in Zoho Vault include:

- Ability to store both personal and business passwords in a single vault
- Option to share passwords without revealing them in plain-text
- Quick login to websites using the browser extension
- Integration with Zoho Projects

After a rigorous evaluation, Stirrup and the team decided not to renew their LastPass subscription. After switching to Zoho Vault, they were able to achieve the following benefits:

- A single tool for managing both personal and business passwords saving them time and money
- Real-time alerts and notifications on important password actions helped them to stay up to date on password events
- Password policy, audit trails, and reports helped them ensure compliance with various data protection laws across geographies
- The simple interface and online help resources helped the team to learn the tool without any special efforts



*Wherever we get a chance to talk with our clients about the tools they are using, we exchange our ideas. If they are using multiple apps from different vendors, we recommend the Zoho One bundle to them. In this way, our clients also get all Zoho apps, including Vault, in a single subscription that helps them save a lot on their IT budget.*



## The road ahead with Zoho Vault

After using Zoho Vault for over three years now, Jen feels confident with her decision to move away from LastPass.

“Zoho Vault has made us feel secure and confident with our password management,” Stirrup said. “The tool is pretty simple and straightforward. It helped us to manage all our passwords from one place, complying with our internal audits, boost productivity, and much more. Being part of the Zoho One bundle, advanced features such as fine-grained password sharing & IP restriction, integration with Zoho apps, all at one-third of LastPass’s price- choosing Zoho Vault is a no-brainer.”

“We are a data science consulting company ourselves and we know the importance of data security and compliance. Wherever we get a chance to talk with our clients about the tools they are using, we exchange our ideas. If they are using multiple apps from different vendors, we recommend the Zoho One bundle to them. In this way, our clients also get all Zoho apps, including Vault, in a single subscription that helps them save a lot on their IT budget.”

Moving forward, as Data Relish brings in more employees, partners, and clients around the globe, they will continue to rely on Zoho Vault and other Zoho apps to boost security and productivity.

## About Zoho Vault

Zoho Vault is a two-in-one solution that caters to all password management and single sign-on needs. With Vault, you can securely share your passwords across teams in your enterprise and increase the productivity of your employees by simplifying their login experience. We offer an exhaustive list of integrations and features for a price that’s light on your pockets.

### Useful links:

[Product demo](#)  
[Getting started](#)  
[Upcoming webinars](#)  
[Testimonials](#)  
[Resources](#)

### Contact:

**Australia:** +61 291654046 - 6400  
**USA:** +1 3123402567 - 6400  
**UK:** +44 2039012997 - 6400  
**India:** +91 044 67447048 - 6400