Case study

Estonian digital solutions agency simplifies password management and increases data security with Zoho Vault

D'TERRA

Key Takeaways

Meet:

Pavel Männik

Occupation

CEO at D'TERRA Digital Agency

Website

www.dterra.eu

Using Zoho Vault since

2013

Why Pavel loves Zoho Vault

- Secure vault for storing passwords

- Easy user onboarding and offboarding

- Audits for every action

- Integration with GSuite and multiple other apps

- Identifying passwords accessed by ex-employees

D'TERRA

About Pavel Männik

Pavel is the Chief Executive Officer at D'TERRA, leading European digital agency that creates digital solutions for financial and real estate companies. The company operates in Russia and Europe with offices in Moscow, Tallinn and Monaco. They specialize in website development, back-end solutions, business system integrations and big data analytics.

D'TERRA's need for a password management solution

Before making the switch to Zoho Vault, D'TERRA had a hard time securing their passwords. What started out as a mini team with a handful of clients grew in no time, increasing their need for a proper password management solution over Excel and other unsecure methods.

Safety and protection of client data is considered to be of high priority for D'TERRA. With cybersecurity threats and related costs growing in exponential numbers across the globe, especially in Russia, Pavel and his team had to protect themselves from unnecessary security risks.

"Clients entrust us with hundreds of their usernames and passwords," Pavel said. "Our software engineers and managers use these highly sensitive credentials multiple times every day for work. This wasn't a problem for us when we started as a small company with just about 10 employees and a few clients. However, in 2013, when we started to grow fast and had new employees joining the team every month, we had to find new tools and set up new processes. Excel or simple password management tools were quite enough for a period, but definitely not after we grew in numbers. That was when Zoho Vault was launched, in 2013 and we've never looked back since."

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Standing out from the competitors

After testing multiple solutions, the employees of D'TERRA found Zoho Vault to be the standout choice. The simplicity and ease of using Vault, along with the enterprise-ready features, were enough reasons for them to look no further.

"We reviewed and tested a wide range of products like Keepass, Lastpass, Passpack, and others, but Zoho Vault was the only solution that was easy to use and could fully satisfy our corporate needs with the teams immediately liking the feel of it."

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Simplifying security with Zoho Vault

Everything fell in place for D'TERRA the moment they switched to Vault. The simplified user management process, coupled with a plethora of new features being rolled out in regular intervals, has further helped Pavel's team simplify what had earlier been a daunting task to work on.

"We have increased the security of data storage with differentiated rights to individuals," Pavel said. "We now know who exactly has access to which piece of data. D'TERRA is growing and Zoho Vault is scaling out with us, giving us new features like the audit of passwords, integration with Google Apps, IP limits, and much more. We don't face any problems with employees leaving the company, as we know exactly which passwords we need to change and can immediately block access to Zoho Vault if necessary!"

> *Our staff and clients know we're quite serious about information security and that security starts from within. This is priceless and none of this could've happened without Zoho Vault. I can't thank the Zoho team enough for this!*

The priceless solution - now and forever

Zoho Vault has played a vital role in Pavel's organization since 2013, and that impact is evident in his concluding words.

"Zoho Vault helps us to start projects faster and eliminate non-productive time, as we never lose passwords and always have secure access to client data," Pavel said. "Most importantly, our staff and clients know we're quite serious about information security, and that security starts from within. This is priceless, and none of this could've happened without Zoho Vault. I can't thank the Zoho team enough for this!"

Having used Zoho Vault for over half a decade, Pavel and his team are more than looking forward to continuing this experience for the years to come as they grow towards becoming prominent leaders in digital services.

About Zoho Vault

Zoho Vault is a two-in-one solution for all your password management and single sign-on (SSO) 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 pocket.

Useful links:

Product demo
Getting started
Upcoming webinars
Testimonials
Resources

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