



## GATHERING TEAMS - SHARING CONTENT - TAMING CHAOS™



### Success Story Overview

#### Industry:

Manufacturing and Distribution

#### Challenge:

Synchronize information between internal and external parties in a secure environment.

#### Solution:

Kryptiva's Teambox Suite.

#### Results:

- Implementation of a secure drop point for information
- Synchronized information across boundaries
- Closer client relations

*"With Kryptiva's tools we're able to offer our customers the same functionalities a multinational would at a fraction of the cost and in a much more intuitive manner."*

René-Frédéric Roy, CMA, MBA  
Financial Director  
INNOTEX, Inc.

### INNOTEX

Innovation is a synonym for survival in the textile market. INNOTEX considers information and human resources as key assets and, therefore, tools must be made available to encourage secure collaboration in order for the company to be able to continue innovating.

Email, screen sharing, IM, videoconferencing, voice and social networks are the communications channels that are the most in demand within today's businesses. But how can all these tools be leveraged by their users if they are not able to use them?

### The Situation

What are the business needs? Keep a record of the data being exchanged, federate access to authorized parties only, synchronize information between internal and external users, ease of use, scalability, etc. Through it all, one constant remains: for a solution to be viable it must be adopted by both internal and external users.

Collaboration solutions and document management solutions are omnipresent, although most of them either lack security or are geared towards internal use only. To meet its needs for internal and external collaboration, INNOTEX opted for Kryptiva's Teambox suite.

### Leading The Way

Drawing from 30 years of know-how, INNOTEX develops, manufactures and distributes fire retardant protective clothing. In the last few years INNOTEX has risen to become one of North America's leading manufacturers of NFPA 1971 certified turnout gear. They now help protect hundreds of Fire Departments, including some of the largest in North America, as well as parts of the military.

### Moving Forward With Teambox

Having analyzed the needs of its users and its partners it became clear to INNOTEX that interoperability would be a key factor in choosing a collaboration solution. A few solutions were then selected and evaluated more carefully. But when taking the other deciding factors into consideration: security, user friendliness and affordability; it became clear that INNOTEX was facing a hurdle.

"With such an easy and quick deployment, a rapid learning curve and a solution that integrates with user habits, Kryptiva's Teambox became a strong contender among the mainstream software providers." René-Frédéric Roy, Financial Director, INNOTEX.

Teambox enables clients and partners to create secure workspaces where they can share information that is synchronized (over a short or long period of time); thereby reducing the risk of errors and tightening customer/provider relations.