TSplus

TOP
**ENDPOINT
SECURITY**
SOLUTION PROVIDERS
2020

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The annual listing of 10 companies that are at the forefront of providing Endpoint Security solutions and impacting the marketplace

TSplus
Delivering Cutting-Edge IT Security Solutions

The great Greek philosopher Heraclitus once said, "Change is the only constant in life". That saying still holds in today's critical times, as well. More so, when taking into account the turmoil that COVID-19 has brought into the lives of people all around the world. Offices are decentralizing, as many companies are providing 'work from home' options to their employees. Although setting up remote offices counts as a relatively safe measure, on the technical front it is quite challenging for companies to provide secure remote desktop access, web-access, and VPN access to their employees. Malware and ransomware run unchecked on the internet, endangering login information and corporate data. In these times, even strong passwords are not enough to ensure security.

These challenges were rampant even in pre-COVID-19 times, when BYOD was gaining popularity among the employers. However, the employees were unwilling to let their companies set up permissions on their devices. They were in favor of segregating their personal electronic workspace from the corporate electronic workspace. "The classic, joining your personal phone to a corporate exchange server, allowing the company control over your phone is impractical for many people. It can also be very expensive both for end-users and companies," remarks Olivier Benoit, CEO of TSplus.

TSplus counts among one of the few, best Citrix/TSE and RDS alternatives. It is a revolution in the world of remote desktop security and application delivery. TSplus answers the challenges faced during remote working. As workers are decentralized, and their endpoint devices are dispersed all over the globe, ensuring the security of the backend is just as important. This is the point where TSplus focuses the most.

Olivier Benoit

"We are an alternative to the big players like Citrix and Microsoft, and we provide accessibility solutions for smaller and medium-sized companies that don't have the IT budgets to afford the big names," explains Benoit.

The software packages offered by TSplus, like TSplus Security Essentials and TSplus Ultimate Protection, prevent the attackers from opening remote sessions, blacklist suspicious IP addresses, and limit failed login attempts. They can control the duration for which the users can access the remote servers. Folder and file permissions are easily managed, and the ransomware protection stops infiltrators dead in their tracks. These solutions offer functionality that is competitive with the big-named software in the industry while still being able to serve SMBs within their budgets.

> **❝ We are an alternative to the big players like Citrix and Microsoft, and we provide accessibility solutions for smaller and medium-sized companies that don't have the IT budgets to afford the big names ❞**

Other striking features of the security solutions provided by TSplus include their scalability and the ability to web-enable any Windows application. To facilitate its clients, the company provides a Single Sign-On feature and one-time install browser plugins.

For providing a sense of direction and growth to its products and services, TSplus believes in regular engagement with its customers. It adheres to the accepted best practices in the industry and works toward client requirements in the fastest and most efficient manner. "Client engagement is at the forefront of not only the technical part of the development, but the goals we set for ourselves," informs Benoit.

Speaking about one of his satisfied clients, he gives an example where the client had been using Citrix security for an extended period. They were spread over a large region in multiple offices. However, after the rapid spread of the global pandemic, the employees began working from their homes. Providing secure remote access and safeguarding connections for each of them became a challenge. Additionally, continuing with a Citrix deployment on such a broad scale became a financial challenge. This situation created layers of un-foreseen complications because security had to be maintained, and compliance with federal data protection regulations had to be adhered to.

After analyzing the client's needs, TSplus engaged with them to test and create some alternative solutions within its functionality. A couple of months after working with the client, TSplus began rolling out a very large deployment –– many thousands of users were distributed across multiple locations. The company's deep-set engagement with the client helped them cut their Citrix overhead relicensing cost by about 80 percent.

With such sets of success stories to back them up, the team at France based TSplus is riding on the road ahead with confidence. The team plans to spread and expand its presence in the U.S. soon, with a couple of fresh software releases, most apt for emergency conditions, like the present COVID-19 situation encircling the globe. **Es**