

CUSTOMER SUCCESS STORY

Operbus



INDUSTRY/SECTOR

Freight transport



REQUIREMENT

Protection of Designs and
Industrial Property



PRODUCT

SealPath SaaS
CAD Protection
SolidWorks



REGION/COUNTRY

Mexico

Operbus



Operbus Ensures the Confidentiality of its CAD Designs and the Secure Collaboration with SealPath

"We wanted to guarantee the confidentiality of our designs: all technical documents, all contracts... The goal was to maintain a collaborative environment, but in a secure manner, and to have more than just a tool, we wanted a technological ally".

- David Eduardo Magaña, CIO at Operbus

ABOUT OPERBUS

Operbus is a Mexican manufacturer of semi-trailers and dollies designed to maximize transport efficiency. With more than 20 years of experience, they have established themselves as a leading company in the metal-mechanical sector, offering best-in-class solutions and serving AAA clients such as Coca-Cola, PepsiCo, various breweries, Coppel, and national and international companies looking for a reliable, long-term partner.

They specialize in custom manufacturing and design, adapting to the needs of each customer under national and international standards. For more than a decade, they have been among the top five manufacturers in the sector in Mexico.



THE CHALLENGE

They sought to protect their critical industrial property: their most valuable asset, their engineering knowledge and their competitive advantage contained in designs and documents. They not only wanted to keep them confidential and prevent leaks, but also maintain a collaborative environment. Their engineering departments

and suppliers are key players in product design and quality.

Eduardo conducted exhaustive research, looking for a specialized CAD solution. He listed 15 technical and operational evaluation criteria, and compared five different solutions. He wanted to be able to share SolidWorks designs with suppliers, while limiting usage and access permissions. He also wanted to be able to restrict editing, so

that it would only be possible with prior authorization.

In addition, he wanted to be able to revoke access or permissions after the expiration of a contract with a supplier, preventing access after that period, even if the designs had already been copied to their servers. It was important to have traceability, but at the same time to have the support of the solution to meet their specific needs.



THE SOLUTION

SealPath stood out as the most robust and reliable option for protecting all of their sensitive information. Thorough testing was conducted to ensure the effective protection of all critical company documents. They had access to second-level support, experts who helped them during implementation and the initial steps. They found a comprehensive solution and a long-term strategic partner that helps them with the challenges they face.

Deployment was very easy. They were very clear about the use cases and technical requirements, so they aligned with the Support team with ease. It was deployed at once, without complications. In a very short time, they learned to manage on their own.

"I established a very clear business case to present to our top management, putting the reasons and justifications, and all the evaluation points, on the table. The most important thing is the feeling that we are not acquiring a tool, but a solution in which our supplier is our technology partner", says David Eduardo.



BENEFITS

Today, they use it in two additional areas: one is in the legal area to protect all contracts and when they are formalized. They also use it in Human Resources, since in Mexico there is a law that must be complied with, the Federal Law on Personal Data Held by Private Parties.

Another beneficial point is that they report that they are using SealPath so that all staff can feel at ease in case someone tries to take information or remove it from the company. They guarantee that it will not be possible to open it, as everything is protected. This has led to greater overall awareness of how sensitive information is handled.

"I would recommend it to a security specialist because the tool is very intuitive and easy to use. It gives us confidence that critical information is protected and that management is very simple and straightforward", emphasizes David, CIO.

MITIGATED RISKS

Their main concern was exposing critical information to unauthorized persons. The fact that the information could be compromised is a very risky issue that they had to take care of, as it is their competitive advantage. Everything related to the product, the design, the manufacturing processes... Now, it doesn't matter where the documents are, no one can see them without authorization, which gives them peace of mind and certainty.

"I have met our needs 100%. Now the information is protected and we can guarantee the continuity of our operations in a secure manner", concludes the CIO of Operbus.

sealpath.

Discover the peace of mind that comes with a persistent protection that travels with your data