

The Economic Times

Title : Seclore Technology Bags Three Govt Security Projects

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Location :

Bengaluru:

Article Date : 01/23/2017

# Seclore Technology Bags Three Govt Security Projects

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**Bengaluru:** Security tech startup Seclore Technology, which provides enterprises with a digital rights management solution, sees huge business opportunity in the Indian security space. The Sistema Asia Fund-backed startup has recently signed up with three security-based projects with the Indian government in

the ministries of defence and finance, its founder Vishal Gupta told ET.

"For tech startups, selling to the Indian government has always been difficult. But we see that changing with the recent events," said Gupta. "We've signed three multi-million dollar deals with the Indian government in the last three months and we expect more to come." Gupta said government initiatives, including demonetisation and digitisation

has pushed the country for enhanced measures in terms of securing digital infrastructure. He said the company foresees huge demand in financial services, manufacturing and engineering industries in the Asia market this year.



Gupta, who started Seclore in 2010 with Abhijit Tannu, said the company has seen an 82% year-

on-year revenue growth coming from the Asia market in 2016 and is on track to record a revenue growth of 90% from Asia in 2017. Seclore's enterprise right management product allows enterprises to control access over digital documents and information it shares with third parties.

Incubated at the Society For Innovation & Entrepreneurship (SINE), IIT Bombay, Seclore now counts several large enterprises, including HDFC

Bank, Deloitte, Tata, Aditya Birla Group and Panasonic among its customers. The company has over 3,500 customers globally.

Seclore operates on a software-as-a-service model, where enterprises are billed for software based on its usage on a monthly or annual basis. According to data by software product think-tank iSpirt, Seclore's annual recurring revenue (ARR) is between \$7 million to \$10 million.