

DSwiss Digital Vault Provider Seeks Secure Communication Partner

Overview

DSwiss is a global provider of privacy protected vaults, offering an alternative to popular storage platforms like Dropbox and Google Drive. The DSwiss SecureSafe solution offers users complete privacy and control over digital assets such as financial and health documents along with passwords and other credentials. While these digital vaults are available to individual consumers, large organizations such as banks also fold this solution into their own communication and document delivery process to add value for customers and maintain a high level of regulatory compliance.

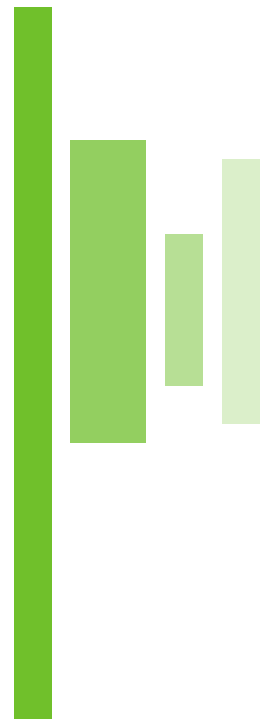
Challenge

Mounting interest from the financial sector offered DSwiss an opportunity to become the secure digital document handling platform of choice for banks throughout Europe. The process of bringing new banks on board involved presale, sales, and implementation meetings. DSwiss was searching for a solution to enable virtual “face to face” communication for each phase in this sales cycle. They want-

ed a solution that was in alignment with their organization’s commitment to secure and private communication—and that included screen sharing along with audio/video capabilities.

Key Benefits

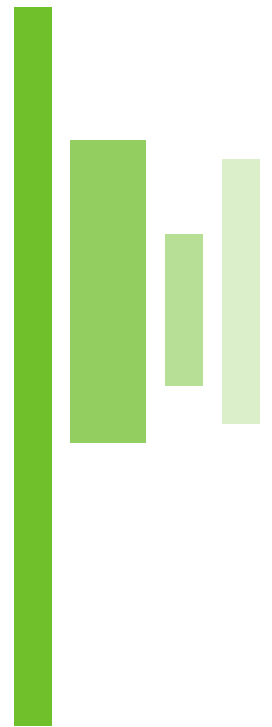
- Secure and private communication to put financial institutions at ease
- Supports sales team in efficiently serving customers
- White labeled to represent the DSwiss brand
- Screen sharing and other tools available with a single click
- Simple interface that allows users to focus on getting things done



Solution

As a preferred WebRTC vendor for a number of financial institutions, Veeting was a natural choice to partner with DSwiss. Security and privacy were built into the Veeting solution from the start, making it an ideal platform for confidential meetings. For DSwiss, bells and whistles were not important. They wanted to be able to communicate with their bank clients quickly and with no distractions. Veeting's straightforward platform was already designed to support this style of interaction with intuitive tools that participants could use without requiring training. The DSwiss team was able to immediately incorporate these virtual meetings into their sales flow to improve communication with clients.

"The Veeting team listens to customers. They are quick to implement changes, and the solution keeps getting simpler. — Tobias Christen, DSwiss CEO*



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