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Bradford Boehm, Technical Project Manager
The Carlyle Group

THE CARLYLE GROUP

Company

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About

The Carlyle Group is one of the world’s largest investment firms, with more than \$176 billion in assets under management across four business segments: Corporate Private Equity, Real Assets, Global Market Strategies, and Solutions.

Location

Based in Washington, D.C., with 33 offices around the globe.

Number of Employees

1,400

Business Challenge

- + Global workforce needed reliable access to file sharing and collaboration tools.
- + Varying levels of technical expertise meant tools needed to be easy to use.
- + Data security a critical requirement.

Business Results

- + Citrix ShareFile VDR provided easy collaboration tools for Carlyle employees as well as a way to securely collaborate with clients, auditors and other third parties.

How the Carlyle Group saved time and money with ShareFile VDR

As a global investment firm with a dispersed workforce, Carlyle requires reliable access to data in order to serve clients in multiple time zones, easy tools that colleagues and clients with varying levels of technical skill can use, and the highest possible standards of security to make certain that confidential information stays confidential.

Carlyle’s previous solution was costly and difficult to use. When the company switched to Citrix ShareFile VDR in 2012, the benefits were immediately clear.

“It’s certainly much more economical and much more user-friendly, and ShareFile VDR has better integrations with the desktop sync tool so I don’t have to spend time uploading single files one at a time,” said Bradford Boehm, technical project manager at The Carlyle Group. “ShareFile VDR is just solid technology that works in the background. We don’t hear any complaints about it, and that’s a good thing.”

Carlyle uses its ShareFile VDR account as an online space for sharing and interacting with professional services firms. The account provides two spaces for collaboration: one for internal users, and one for external users such as auditors.

Employees love that ShareFile VDR is easy to use; staff and clients are able to easily access documents at any time — no matter their level of technical ability.

ShareFile VDR also helped Carlyle cut file-sharing costs dramatically. Carlyle’s previous solution was built on a pay-by-the-page pricing structure for every document in the VDR account, plus storage fees and regular service charges. Since people rarely removed documents after upload, monthly bills quickly grew. This made ShareFile VDR’s flat-rate monthly pricing particularly appealing, according to Boehm.

“You have more features at a lower price,” Boehm said. “It’s a double bang.”