

CASE STUDY

Bolletje BV, a large manufacturer of baked goods in the Netherlands, needed to step up security for its virtualized environment and offer better protection for both employee-facing and factory systems. Bolletje turned to Sophos and reseller Virtual Security for the high-performance, easy-to-manage solution.



Customer-at-a-Glance

Bolletje BV

Industry

Food Manufacturing

Sophos Solutions

Sophos Antivirus for vShield

Sophos Enduser Protection



Partner-at-a-Glance

Virtual Security





Bolletje BV has grown from a family business, founded in 1867, to one of the best-known brands in the Netherlands for baked goods and snacks. With headquarters in the eastern Netherlands city of Alemelo, Bolletje has 380 employees working across four major manufacturing sites.

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MELVIN BOSSINK
Senior Systems Administrator
Bolletje BV

Business Challenge

According to Melvin Bossink, senior systems administrator for Bolletje BV, maintaining security and protecting the company’s network is a multi-layered task. Bossink manages IT under the leadership of IT manager Harry Lentferink. With responsibility for all changes in the IT infrastructure, Bossink works closely with Lentferink and alongside a team of six colleagues to provide all IT services for Bolletje.

At Bolletje, about 200 employees need access the company network with 50 employees and about 15 suppliers accessing the network remotely to do their jobs. The company needed to curb data loss that was occurring when employees shared data through Dropbox and other Internet applications, as well as spyware and other malware that was being introduced to the network through employee email and Web surfing. A critical requirement was a security solution that could protect users on mobile devices as well as desktop computers. “We want to maintain the flexibility that our employees are used to and give them as much latitude as possible to do their work. But at the same time, we’ve had to step up our protections against malware invasions and threats from malicious websites. Restrictions are applied to many layers of our infrastructure, only those restrictions are less strict on our end-devices. This is why broad security, like anti-virus, malware detection, and email and web protection, and services, like behavior monitoring, add value to our company,” Bossink notes.

On another level, Bolletje needed to bolster security for its networked production systems (supervisory control and data acquisition) within the factories. These mission-critical systems are the “brains” of the factory, tracking the entire production environment and sending commands to the baking process to ensure that the right quantities of each product are being made at a given time, the right configurations of products are packed on each pallet, and the proper shipments are loaded on each truck to fulfill customer



orders. Viruses are not a significant threat because the SCADA client systems are embedded, and Bolletje required security for their SCADA servers systems. "When a SCADA system malfunctions, our company loses money. It's critical that we provide access rights to different product areas so that employees can do their jobs, but unauthorized persons are prevented from accessing the data," Bossink explains.

Bolletje relied on Trend Micro for endpoint security previously, but the company needed to migrate to an environment that could provide centralized management and higher levels of security for both employees and factory systems. Another requirement was a security solution that could work with VMware vShield in Bolletje's increasingly virtualized computing environment.

Technology Solution

To meet these requirements, Bolletje turned to technology partner and Sophos reseller Virtual Security. Bolletje worked with Virtual Security to select Sophos Antivirus for vShield and Sophos Enduser Protection with encryption and Web and email security for more than 200 endpoints across the company. In conjunction with its rollout of the latest version of vShield, Bolletje is currently deploying Sophos for endpoint and server protection on all laptops and desktops.

"Virtual Security is a trusted advisor for our team. When they recommended Sophos, I knew it was based on what's important – that Sophos could bring value to the Bolletje business. Virtual Security was able to help us make the right 'connection' between our business need and the right, available solutions. Sophos was chosen because it was truly the best fit and the right price," Bossink says. "Not only are the Sophos tools extremely easy to use, but Sophos Antivirus for vShield offers seamless, real-time threat protection for our virtual environment. Plus, it gives us the ability to manage every Sophos feature from a single unified management console."

Comprehensive Protection, Easy Management, Light Footprint

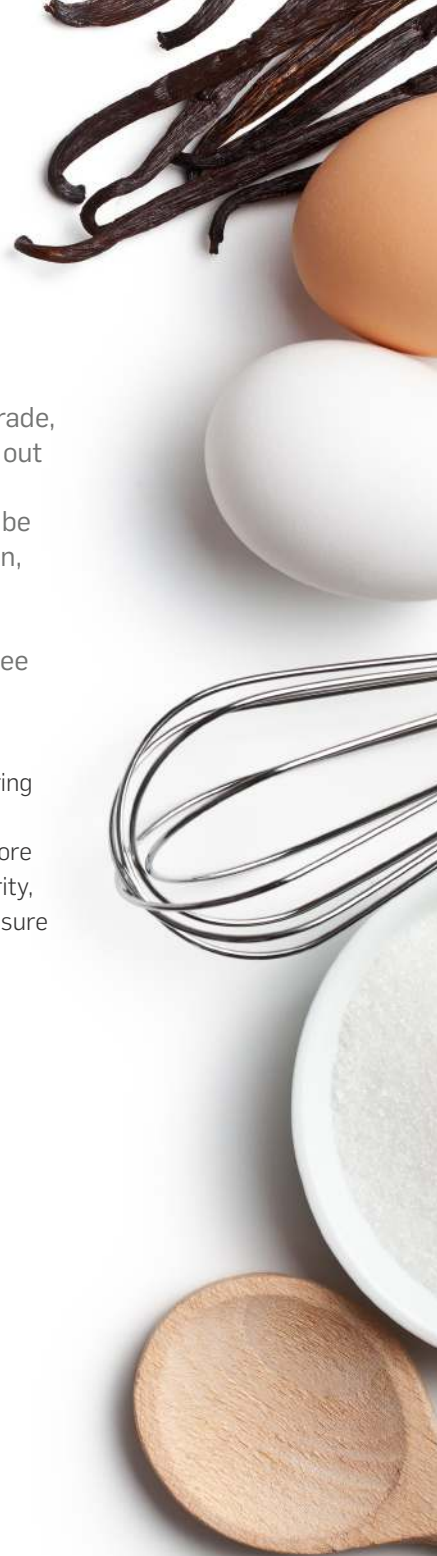
Bossink remarks that Sophos Antivirus for vShield's centralized scanning and automatic cleanup, delivered through a single, always-on virtual security appliance, offers the precise combination of high performance and low impact needed for the Bolletje environment.

"With Trend Micro, we had more interfaces for management and our systems, particularly servers, had further trouble with the endpoint virus software. Sophos Antivirus for vShield provides comprehensive and robust protection," he comments. "Not only is Sophos more cost-efficient, but it's extremely easy to install and manage. In fact, we were able to get up and running in only a day. And, rather than having to install a traditional antivirus agent on each virtual machine, we can now secure all of the guests on our host network through a lightweight, centralized scanner."

A Trusted Partnership

Founded in 2007, Sophos reseller Virtual Security provides innovative IT security solutions and comprehensive systems integration, service, and support tailored to clients' business processes. "Our focus is protection and optimization of networks, applications, and data for medium-sized businesses, particularly with regard to managed security services, network security, and security for a remote and mobile workforce," declares Stephan Davidse, technical consultant, Virtual Security. "Sophos is an important element in our portfolio of leading security solutions."

Davidse adds, "Not only do the Sophos products offer comprehensive security, but they're simple, straightforward, and easy to use. This is very important for customers, such as Bolletje, that don't have unlimited resources to spend on complex and difficult-to-manage technologies. Another great thing about Sophos solutions is their scalability, which is perfect for companies of all sizes. For instance, a client can begin with Sophos UTM and add endpoint security based on growing needs and key requirements."



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STEPHAN DAVIDSE
Technical Consultant
Virtual Security

Looking Ahead

In the next phase of the security upgrade, Bolletje and Virtual Security will roll out the encryption component of Sophos Enduser Protection. “Encryption will be an important step for our organization, providing added protection for our sensitive corporate information and preventing data loss through employee Internet activity,” Bossink states.

He concludes, “As we move toward the ‘Internet of things,’ which in a manufacturing context means ever-greater levels of automation, security will become even more important. With Sophos and Virtual Security, we know we have the right partners to ensure that our network and users are protected as our business grows and evolves.”

Start your free trial of Sophos
Virtualization Security today.

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