

Cyberoam Secures Internet Connectivity in Spartan



Case Study



Organization

Spartan Technology Rental

Country

South Africa, Africa

Industry/ Vertical

BFSI



Corporate Profile

In 1981, Spartan Technology Rental (Spartan) was a small, privately owned business that specialized in renting electrical equipment. Since then Spartan has grown a lot and is now known for its full service operating lease option with an impressive list of additional services. These include short-term hire, refurbished rentals, asset insurance, warranty management, asset lifecycle management and IT support. Their offerings are backed up by their strategic channel partnerships, which share the same values and vision for the SME market.

The Spartan Challenge

Speaking about the requirement of a security solution, Mr. Dirk Webley, the Pre-sales Technical at Spartan said, "The most basic things we desired from a network security solution were Comprehensive Reporting, Top-notch Bandwidth Management and Redundant ISP links management".

According to Mr. Webley, the issues that they faced were:

Network Visibility Concerns

According to Mr. Webley, a security solution ought to come with proper Logging and Reporting capabilities. "We wanted a Network Security solution that would provide us granular visibility of the entire network, be it any kind of network intrusion attempts, top accessed applications/websites, top bandwidth consuming users etc.", said Mr. Webley.

Bandwidth Misuse

The Internet bandwidth is a very expensive resource for organizations of all scales. Uncontrolled and unmonitored surfing and downloading often eats upon the precious and often limited, network bandwidth. It is quite clear that lack of proper bandwidth management may lead to a negative effect of the network performance. "We were looking for a solution that could help us assign appropriate network bandwidth to individual users and applications", said Mr. Webley.

Need for Redundant Internet Connection

Mr. Webley explained, "We are a tech-savvy organization. All our business activities are heavily dependent on the Internet. We cannot afford down time of even a few minutes as it would affect our business as well as reputation of the organization." Clearly, Mr. Webley could not afford to have a single point of failure and was in search for a solution that could provide him with redundant Internet connections.

The Cyberoam Solution

Spartan looked the network security market for a solution that could fulfill all their business requirements. After a thorough search, they chose Cyberoam, the leading provider of NGFW and UTM security appliances. They purchased One (1) CR 100iNG Appliance and deployed it at their Head Office in Johannesburg in Gateway Mode.

After deploying Cyberoam in the network, the benefits that they notice are:

Cyberoam - An All-in-One Solution

Cyberoam appliances offer comprehensive security to organizations at an affordable price. It features a Stateful Inspection Firewall, Intrusion Prevention System, full Gateway Anti-malware suite, Anti-Spam; Web Content Management, SSL VPN, Web Application Firewall, among many other security and reporting features.



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Mr. Dirk Webley
Pre-sales Technical
Spartan Technology Rental

It also offers identity-based controls integrated across all of the appliance functions allowing for granular security controls based on user authentication and role. Cyberoam, with its Extensible Security Architecture (ESA) and multi-core technology carries the ability to combat future threats to organizations' security. As a product, it is unique among network security appliances worldwide with its Identity-based security, which links user identity to security right from authentication to policy setting, controls and reporting.

Mr. Webley said, "I think Cyberoam has developed an innovative UTM product. It has simplified the idea of a single device with multiple security and networking features".

Complete Network Visibility with Cyberoam iView

Mr. Webley says, "Cyberoam's On-appliance Identity-based reporting is its key feature. The granular control and visibility over network activities, deep down to the user level is just amazing." The Reporting Module includes many useful features that enhance the visibility of a User's online behaviour. Some of the key features include 4-eye Authentication, Traffic Discovery, Internet Bandwidth Usage Monitoring, Top Accessed Categories and Google Search Reports.

Productive Internet Surfing

Cyberoam's Web Content Filtering feature controls Internet access in Spartan's network by blocking unproductive and unsafe Web content, including Phishing and other Malware-laden sites. This is done through a constantly updated database of millions of sites divided into more than 89+ categories including Social Networking, P2P, Entertainment etc. Moreover, Cyberoam's identity-based filtering allows Mr. Webley in setting of individual user Internet access policy, surfing quota, time limits and bandwidth restrictions.

Mr. Webley said, "Cyberoam has helped us put a full stop on unproductive Internet surfing by employees. We did not have the slightest idea that this would save us a lot of cost, time and efforts".

Effective Multi Link Management

Cyberoam provides best-in-class Multi Link Management feature. Cyberoam supports multiple rules and protocol based ISP Gateway Fail-over, ensuring uninterrupted business activities for Spartan. In addition, Cyberoam's Multiple ISP Load Balancing feature, backed by weighted round robin algorithm helps Mr. Webley in optimal usage of the Multiple ISP Links to accelerate performance and cut operating costs.

Mr. Webley said, "Cyberoam's Automatic ISP failover feature has assured us of continuous Internet connectivity. Also, it has improved user performance because of zero downtime". He further added, "Cyberoam's intelligent traffic distribution between the multiple IPS links ensure that no link is overburdened, which in turn has led to increased bandwidth scalability".

Ease of Use with Next-Generation GUI

Cyberoam network security appliances have incorporated the principles of usability and Web 2.0 technology to provide a GUI that is easy to use and lets the security administrators feel in control. Given the ubiquitous nature of network security appliances in organizations, the aim of this Next-Gen UI is to enable administrators to deploy and configure Cyberoam appliances rapidly and by themselves.

The GUI supports unified security by allowing creation of rules for all security features – Anti-Malware, Anti-Spam, Intrusion Prevention System, Bandwidth Management, and more, right from the Firewall Rule page.

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To Conclude

Mr. Webley happily quoted, "Our goal is to safeguard our network with multi-layer security, including Intrusion Protection and Firewall. With Cyberoam in place, we have the confidence of a secure and protected environment".

Toll Free Numbers

USA : +1-800-686-2360 | India : 1-800-301-00013

APAC/MEA : +1-877-777-0368 | Europe : +44-808-120-3958

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