



The Greenery Selects M86 Security to Safeguard Web Communications Worldwide

Client:

The Greenery B.V.

Website:

www.thegreenery.com

Requirements:

Web Filter and Reporting

Filtering Solutions:

M86 Secure Web Gateway

“We pride ourselves on our strong relationships with the growers, our retail customers and our international partners. We are an international company supplying fresh fruit, vegetables and mushrooms, with a limited storage life. Logistics, import and export have to be slick. Anything that slows down the network and affects online communications with customers and partners could have a negative impact on productivity and profits,”

Anand Kichari
IT Architect
The Greenery BV

Background

The Greenery B.V (www.thegreenery.com) is an international supplier of fresh vegetables and fruit to major supermarket chains in Europe, North America and Asia and has a turnover of more than € 1.4 billion. In addition to supplying supermarkets, The Greenery also provides fresh produce to wholesale businesses, catering companies and industrial food processing companies in more than 60 countries. The company has around 2,500 employees working at branches in the Netherlands, Belgium, Spain, Italy, Poland, the UK, China, Romania and the United States.

The Challenge

As a large global organization with branch offices in nine countries and two continents The Greenery BV must meet the challenge of ensuring that Web security policies are consistently applied throughout its networks. Managing Web access for thousands of employees and ensuring that they are able to access legitimate business websites and applications, without the risk of infecting the network with malware, is a major challenge for any business of this size.

As an innovative international supplier with more than 1,200 partners, The Greenery has increased its online business in order to facilitate better communication with customers, sales staff and suppliers around the world. To protect online communications, The Greenery was using a Microsoft Proxy server with SurfControl for Web content filtering and security. However, the company's IT team, headquartered in the Netherlands, recognized that, with increasingly sophisticated Web-based security threats, a stronger defence of the central Web gateway was required.

Zero day attacks, which exploit vulnerabilities in common Web applications before they can be patched, were a particular concern. Because they use brand new code, these threats are often missed by Web security products that rely on databases of known malware signatures. In addition, businesses must be constantly on their guard against their networks becoming infected by legitimate websites that have been hacked and infected with malware.

A Proxy Server is the only computer for employees within an organization that is permitted to connect directly to the Web. Whenever an employee needs to access a website, this request is sent from their workstation or laptop to the Proxy Server, which fields the request and sends back the information to the employee's computer. This allows Web content to be centrally checked and filtered and also allows IT management to enforce policies on the websites and types of content that can be accessed.

“We never know what the next Web-based threat might be. The previous Web security products were sufficient at the time we installed them, but with new viruses, worms and Web-based threats emerging daily, we needed to find a product that could offer proactive protection for inbound and outbound Web traffic, without getting in the way of our colleagues’ legitimate online activities,”

Anand Kichari
IT Architect
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Kichari points to the fact that with cybercrime becoming more sophisticated the Proxy server was no longer offering sufficient protection for The Greenery’s global network. Sales staff needed access to suppliers’ online sites to enable them to conduct import and export of fresh fruit and vegetables. He and his team began to look for a proactive Web security solution that could offer multi-layered protection against targeted Web-based malware, zero day attacks and blended threats, where malicious URL links are hidden within legitimate email and Webmail messages.

Solution Search

As part of The Greenery’s Web security upgrade, Kichari and his team evaluated a range of Web-based security products. As he was keen to ensure centralized management of The Greenery’s Web security and administration of Web security policies, he selected the Secure Web Gateway appliance with Policy Server from M86 Security. The appliance was installed at the head office in the Netherlands for a three month pilot. The secure web gateway server connects through two data centres based in Holland and provides proactive policy-based protection to all inbound and outbound Web communications passing through the server. Kichari reports that the implementation process was extremely straightforward:

“It took just one day to set up the M86 Secure Web Gateway to provide multi-layered protection for the entire organization’s Web traffic. The installation went extremely smoothly and we were up and running immediately.”

Kichari was particularly impressed by the fact that M86 Security’s Secure Web Gateway provides three layers of security within a single appliance:

Data Leakage Protection

M86 Secure Web Gateway monitors the content of outbound Web traffic as well as inbound threats. Therefore, as well as protecting the network from external threats, it can also prevent confidential or sensitive data from being accidentally leaked by the large international workforce. Because the content inspection is undertaken in real time, inbound and outbound traffic is protected without impeding the flow of communications.

“Even if the information is hidden in SSL, FTP or HTTPS traffic, using the M86 appliance we can still protect against sensitive information being lost over Web mail”, explains Kichari.

Centralized Policy Management

With such a large international workforce distributed across nine countries, Kichari and his team place great value on the ability to use M86 Secure Web Gateway to enforce Web security and data leakage policies across the whole organization. As a result of this centralized management, Kichari can be sure that branch offices of The Greenery throughout the world follow exactly the same Web content security rules as the head office in the Netherlands.

“This single appliance provides the same Web security, improves productivity, protects bandwidth and aids compliance with security regulations, no matter which country The Greenery employees are working in,” comments Kichari. “We have clear visibility of the company’s Web traffic so that we can ensure that bandwidth is being used efficiently and employees and the company are protected, without impacting on productivity.”

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ABOUT M86 SECURITY

M86 Security is the global expert in real-time threat protection and the industry's leading Secure Web Gateway provider. The company's appliance, software, and Software as a Service (SaaS) solutions for Web and email security protect more than 24,000 customers and over 17 million users worldwide. M86 products use patented real-time code analysis and behavior-based malware detection technologies as well as threat intelligence from M86 Security Labs to protect networks against new and advanced threats, secure confidential information, and ensure regulatory compliance. The company is based in Orange, California with international headquarters in London and development centers in California, Israel, and New Zealand.

One of the key benefits of the M86 Secure Web Gateway product is that it can be run in “X-Ray” mode, enabling the IT management team to test out new policy rules on live traffic, without disrupting business operations. This caters for flexible policy management to safeguard company communications during business transitions such as mergers, acquisitions or new product innovations.

Following the initial pilot, The Greenery installed the M86 Secure Web Gateway to protect the online communications of our users. “During the final installation we had some technical issues, but after contacting M86 Security, the technical staff quickly resolved these issues for us. I was impressed by rapid response from M86 Security. During our meetings prior to our selection of this product, I was very impressed by the knowledge of the consultants. The technical support provided.

Business Benefits

Kichari and his team cite productivity and real time protection among the core benefits of the installation: “The M86 Secure Web Gateway enabled users to visit sites that were infected with malware but protected their PCs from getting infected. So our staff could carry on as normal, without putting our communications network at risk.”

By selecting a solution that can be centrally administered, with flexible policy management, The Greenery has provided increased visibility of international Web communications and future-proofed its network. Because of its patented real-time code analysis engine, M86 Secure Web Gateway is able to provide proactive protection against new and emerging Web threats, without impacting on the productivity of The Greenery's international staff and partners. Malware is blocked from entering the network and sensitive data is protected from being leaked. As a result, The Greenery has been able to embrace online and collaborative working for its international sales staff, without exposing the organization to risks posed by zero-day malware attacks, poisoned websites and cybercrime.

Conclusion

“While we have always been careful to protect our company data and employees when accessing the Internet, we were aware that Web-based threats were increasing in sophistication and we needed to address inbound and outbound threats to our network and our data. The three layers of defence offered by M86 Security made it a strong contender as most other gateways only protect one layer of communication,” explains Kichari. “As a sustainable business, we are also attracted to solutions that meet our security requirements and make it easy to monitor international Web traffic, without consuming more power than required. M86 Secure Web Gateway provides three layers of security in one appliance,” he concludes.

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