

**Organization**

Gulf Battery Company

CountrySaudi Arabia,
Middle East**Industry/ Vertical**

Manufacturing



Internet is one of the most business critical resources for our organization. We need to have constant communication with our partners and customers for efficient business continuity.

- Mr. Ameer Ali
Sr. Systems
Engineer
Gulf Battery
Company

<http://www.cyberoam.com>

Gulf Battery Company Lays Its Trust on Cyberoam for Network Security

About Gulf Battery Company (GBC)

Gulf Battery Company LLC joint venture collaboration was formed in the year 2009 in the eastern province of the Kingdom of Saudi Arabia. Gulf Battery Company, in technical collaboration and under license with HBL Power Systems Limited, India, is a manufacturer of specialized industrial batteries in the range of Nickel Cadmium Pocket Plate, Valve Regulated Lead Acid Batteries and Low Maintenance Lead Acid Batteries (also known as OPzS).

Gulf Battery Company (GBC) has a Customer Base on the following five sectors

- Aviation
- Industry
- Railways
- Telecommunications
- Oil & Gas

GBC's Saudi Industrial partners are Advanced Electronics Company – an economic offset programmed company based in Riyadh, Saudi Arabia and Abdullah H. Al. Shuwayer group based in Dammam, Saudi Arabia. The partnership between HBL, AEC and AL Shuwayer will open new corridors in battery business in the Kingdom of Saudi Arabia.

The Gulf Battery Company Challenge

The Sr. Systems Engineer, Mr. Ameer Ali at GBC outlined the requirement for internet saying, "Internet is one of the most business critical resources for our organization. We need to have constant communication with our partners and customers for efficient business continuity."

According to Mr. Ali, GBC was facing the following security and connectivity challenges related to its business activities:

Securing Network Perimeter

Mr. Ali wanted a solution that would control Internet traffic and provide a level of protection against network-based attacks. He was also looking for an IPS tool to minimize the chances of outsiders gaining visibility of internal network resources through Phishing, Pharming, hacking, remote exploits, Denial-of-service (DoS) attacks and other unpredictable attacks. Furthermore, the network needed to be protected from viruses, malware and spyware. Therefore, they needed a strong Anti Virus, Firewall and IPS solution which would be capable of handling these threats.

Throttled Bandwidth

"There used to be constant download of music, videos and other bandwidth intensive content by certain employees. These activities dominated most of the available bandwidth leaving little room for actual work. Also, much of our bandwidth was choked because of unsolicited spam," said Mr. Ali.

All P2P applications, Instant Messengers and other unproductive application downloads and usage were to be curtailed

We do believe that Single Sign on Authentication with Active Directory Integration is the most salient feature of Cyberoam

Cyberoam's Check Mark Level 5 certified Gateway Anti-Virus and Anti-Spyware solution offers security against malware and spyware.

He wished to control unbridled surfing and downloads. All P2P applications, Instant Messengers and other unproductive application downloads and usage were to be curtailed. Productive surfing and business critical applications were to be given priority in bandwidth usage. Bandwidth management Policies and Content Filtering Policies needed to be created considering the user's identity and professional profile.

Business Continuity Concern

"Internet is the lifeline for all our business activities," said Mr. Ali. All work would come to a standstill if connectivity is lost. To avoid a single point of failure, GBC uses 2 ISP links. Hence, management of these links was of critical need.

GBC also has certain users who need to access the company's resources remotely. It was a matter of concern for Mr. Ali to provide such users access to sensitive data through VPN. He desired a more secure and stable VPN.

The Cyberoam Solution

Mr. Ali explored the market for a security solution that would meet their requirements. He tried out various products including SonicWall and Cisco ASA, but was disappointed. Ultimately, he decided to deploy One (1) CR 100ia in their Head Office in Dammam, Saudi Arabia in Gateway Mode. After deployment the following benefits are observed:

Identity-based Security

Cyberoam's award-winning Identity-based security feature provides full visibility of all user activities in the network. It shows detailed information about "Who is doing what". After integrating Cyberoam into the GBC's infrastructure, Mr. Ali used its Active Directory Services (ADS) to include all their users in the database and implemented Single-sign-on functionality so their online activities can be further monitored.

"We do believe that Single Sign on Authentication with Active Directory Integration is the most salient feature of Cyberoam," pointed out Mr. Ali.

Fortified Network Perimeter

Cyberoam's ICSA and Checkmark - dual certified stateful inspection firewall now fortifies GBC's network and guards its servers against any unauthorized access. Also, employees are able to access Internet resources, while hackers on the Internet are kept at bay. It detects intruders, blocks them from entering the company's computer network, records information, and notifies the system administrator about the source of the attempted break-in. Mr. Ali was also pleasantly surprised to find out that he can control the traffic by using the MAC Address apart from the IP Address and user's identity.

Protection from Malware

Cyberoam's Check Mark Level 5 certified Gateway Anti-Virus and Anti-Spyware solution offers web(over HTTP, FTP), email(over SMTP, POP, IMAP) and Instant Messaging security against malware, including viruses, worms, spyware, backdoors, Trojans and keyloggers. It is tightly integrated with IPS, Web Filtering and Anti-Spam, securing organizations against blended attacks and maintaining high levels of security.

Cyberoam's Check Mark Level 5 certified Anti-Spam solution offers 98% protection against zero-hour attacks

Cyberoam's Web filtering solution, with more than eighty two (82) categories ensures that the users of the Internet do not access harmful content on the Web.

Honestly, we feel that we were 100% right in choosing Cyberoam

Spam Free Network

Cyberoam's Check Mark Level 5 certified Anti-Spam solution offers 98% protection against zero-hour attacks. Anti-Spam solution now checks all inbound and outbound mails in the GBC network for spam. Irrespective of the language and the content of the mail, spam is detected and action is taken. After installing Cyberoam, the inboxes of the employees remain clean and spam free. This situation is also reflected in the saved bandwidth.

Bandwidth Usage Optimized

Cyberoam's Bandwidth Management solution solved GBC's earlier issues with bandwidth scarcity for business-critical applications. Bandwidth Management offers Identity-based bandwidth control, preventing congestion, bandwidth abuse and optimizing bandwidth. Mr. Ali can now prioritize the organization's bandwidth usage as per business requirements with more effective controls on which user consumes how much bandwidth (upload and download limits) during any time of the day.

Controlled Web Surfing

In order to tackle the issue of unbridled surfing and downloading over the Internet by the employees, Mr. Ali turned to Cyberoam UTM's web content filtering feature which blocks inappropriate 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 82+ categories. Moreover, Cyberoam's identity-based filtering allows Mr. Ali to set individual user Internet access policy, surfing quota, time limits and bandwidth restrictions.

Business Continuity Upheld

Cyberoam UTM's SSL VPN solution provides "Anywhere, Any Time, Any Device" VPN connectivity. Hence, it dealt with Mr. Ali's requirement of providing stable and secure access to the company's network to remote users. Cyberoam ensures that the user can connect securely from any location and use the resources. Threat-free Tunneling technology in the VPN ensures that all the traffic is scanned for malware and encrypted.

Continuous Business Connectivity

As the organization has two ISP links, Mr. Ali uses Cyberoam's Multi-Link Management to handle both links effectively. The Automated Load Balancing feature distributes the traffic between the two ISP links. In case of a link failure, the Automatic Link Failover feature automatically switches the traffic to the working link. So the organization gets a transparent multilink management with no human interference and 100% Internet uptime.

To Wind Up

Expressing his satisfaction on deploying Cyberoam in GBC's network, Mr. Ali said," Without any doubt we would say that we have Return on Investment. Honestly, we feel that we were 100% right in choosing Cyberoam."



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