

Satisfied with Cyberoam's Security Features, Stallion says Cyberoam is Straightforward to Use



Case Study



Organization

Stallion Group

Country

Nigeria, Africa

Industry/ Vertical

Exploration & Production



Corporate Profile

Stallion Group is one of the best-managed conglomerates in West Africa handling key products like rice, fertilizers, edible oil, sugar, building materials and others. The group also manages an exclusive brand portfolio of automobiles including Honda, Hyundai, Porsche, Volkswagen, Audi, Skoda, Mahindra and Ashok Leyland. On the industrial front, Stallion has stabilized operations in rice milling, plastics, packaging, steel, vehicle assembly and other products. Stallion's service sector covers shipping, vehicle leasing, home automation, office technologies, transportation and sustainability.

The Stallion Challenge

Explaining the requirement of a security solution, Mr. Krishnan Nagarajan Gurumurthy, the IT Manager at Stallion Group said, "We required an easy-to-configure security solution with good Content Filtering and VPN features".

The issues that they faced were:

Content Filtering

According to Mr. Krishnan, the Internet is a very useful resource and it is in best interest for both the organizations and the employees that its usage is done in a disciplined manner. He said, "We observed a lot of users accessing live streaming websites, downloading movies through P2P and wasting office hours on social networking websites". He further commented, "We desired a solution that could help us provide access to certain websites and web categories like social networking sites to a particular user, while restricting the access for others".

Bandwidth Abuse Issues

The usage of the Internet plays a key role in the consumption of Bandwidth for an organization. According to Mr. Krishnan, many a times the available bandwidth was used in non-productive tasks like: upload/download of videos, social networking and accessing bandwidth hungry websites. Bandwidth intended for critical business activities was stuck up by illegitimate and harmful malware that strangled the network's bandwidth. This had a negative effect on network's performance.

Remote Connectivity Issues

Mr. Krishnan commented, "We use VPN to provide remote access to the network resources in our offices. The need for us was a VPN solution that was straightforward to configure and easy to use". Clearly, VPN plays a key role in business activities for Stallion and hence the need for a VPN solution was imminent for them.

Need for Redundant Internet Connection

Mr. Krishnan explained, "Most of our business activities are dependent on the Internet. We desired a solution that would provide us seamless ISP Fail-over by passing the Internet traffic through a Backup link in case the Primary links goes down, without manual intervention".

The Cyberoam Solution

Stallion Group was in search of a solution that could address their Content Filtering, Bandwidth Management and VPN deployment issues. After looking through a number of established Internet security solutions, Mr. Krishnan decided to entrust Cyberoam with his network's security.



"We required an easy-to-configure security solution with good Content Filtering and VPN features"

**Mr. Krishnan Nagarajan
Gurumurthy
IT Manager
Stallion Group**

He purchased a total of Fifteen (15) Cyberoam appliances including Two (2) CR 100iNG, Two (2) CR 50iNG, Six (6) CR 35wiNG, Four (4) CR 25wiNG and One (1) CR 15wiNG. They deployed all the Appliances in Gateway mode. Moreover, he is planning to deploy more Cyberoam Appliances in other West African countries, in future.

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

Best-of-breed Content Filtering

Cyberoam's Web Filtering solution filters out all the undesirable content with its comprehensive database of 89+ categories, protecting employees from unproductive content like music, movies, porn etc. Cyberoam's Application Filtering blocks all malware-laden sites, P2P, IMs, illegal audio, video, streaming media and other bandwidth intensive download. Moreover, Cyberoam with its identity based content filtering, allows the administrator to create schedules and assign Internet access policies, and bandwidth restrictions to individual user based on a broad range of criteria.

Mr. Krishnan said, "Cyberoam's Web Filtering solution is definitely one of the best you will get in the industry. It has seamlessly blocked the non-productive web sites and harmful content, increasing overall productivity".

Feature-rich Bandwidth Management

Cyberoam provides identity-based bandwidth allocation, which prioritizes business-critical applications, ensuring smooth business continuity. Moreover, it helps Mr. Krishnan to create schedules and policies based on the designation and need of the employees. This limits the time in which the staff can have access to the Internet and limits the volume of data, which an employee can upload, download or both.

Mr. Krishnan happily quoted, "Cyberoam's Bandwidth Management feature has saved us a lot of bandwidth, improving network and employee's performance".

Smooth Remote Connectivity

Cyberoam's VPN bridges the geographical distances between the head office, remote user, and the branch offices. It ensures reliable and secure connectivity in a way that no invader can intervene with the data by any means. In addition, its Threat-free Tunneling technology assures that no malware slips into the network.

Moreover, its VPN connection failover feature offers continuous connectivity for IPSec and L2TP connections across multiple ISP gateways.

Mr. Krishnan said, "The best thing about Cyberoam's VPN is that it is really easy to configure, just like we desired. We are even planning to do video conferencing through IPSec VPN".

Assured Network Uptime

Cyberoam's Multiple ISP Load Balancing feature performs load balancing, allowing efficient distribution of traffic to optimize multiple WAN links in many of the branch offices of Stallion. Cyberoam implements policy-based routing, using Layer 8 Identity-based policies based on users, source IP Address and protocol.

Thus, it prevents overload, lowering response time and providing assured QoS. Moreover, Cyberoam provides best-in-class Multi Link Management feature. Cyberoam supports multiple rules and protocol based ISP Gateway Fail-over, diverting traffic from a failed link to a working link, thus ensuring uninterrupted business activities for Stallion.

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To Conclude

"Cyberoam is working great for us. We use almost all security features but my personal best thing about Cyberoam is its ease-of-use", said Mr. Krishnan.



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