

Steel Conglomerate Upgrades Endpoints for Cloud Protection

Jindal Stainless Limited deploys Trend Micro™ Enterprise Security for Endpoints to lower risks, resources, and costs.

“Endpoints face more than 2000 new and unique malware attacks per hour.... We needed the expanded in-the-cloud protection available with support of the Trend Micro™ Smart Protection Network™ infrastructure.”

— Mr. Ajay K. Dhir, Group Chief Information Officer, Jindal Stainless Limited

EXECUTIVE SUMMARY

Customer Name: Jindal Stainless Limited (JSL Ltd.)

Industry: Manufacturing of Stainless Steel

Corporate Office: New Delhi, India

Number of Employees: 5,000

CHALLENGE:

- Security solution licenses up for renewal; evaluate options and choose the best solution and long-term security partner
- Avoid disruptions to end users
- Gain the confidence and support of all IT teams

SOLUTION:

- Established relationship with Trend Micro
- Deployed Enterprise Security for Endpoints in 2008 at all locations in a phased manner, with Trend Micro™ InterScan™ Messaging Security Suite and InterScan Web Security Suite
- Upgraded to new version of OfficeScan in 2009

BUSINESS RESULTS:

- More immediate protection from threats with in-the-cloud reputation checking
- Less resource consumption (one update server instead of eight; less memory required per endpoint; lower network bandwidth)
- 85-90% reduction in time spent monitoring and managing security

Challenge

When security licenses were up for renewal, the technology teams at Jindal Stainless Limited (JSL Ltd.) carefully weighed all the options. They compared proposals from other vendors to a renewal of integrated Trend Micro™ Enterprise Security solutions. In discussions with Trend Micro, JSL Ltd. also considered the alternative of an update to the latest release of its endpoint security product: Enterprise Security for Endpoints.

“Trend Micro came forward with a cost-effective proposal, and the functionality was quite comprehensive,” said Mr. Ajay K. Dhir, Group CIO for JSL Ltd. “In the past, Trend Micro has shown us that they are flexible and willing to help us with our unique requirements. They listen to their customers. That appealed to us, to continue as a Trend Micro customer. So we were faced with the decision to upgrade the Trend Micro solution to the new release or stay in our comfort zone with our current stable, in-place version of the Trend Micro solution.”

Even though there was resistance to change, JSL’s management team recognized the danger of complacency. The existing OfficeScan deployment relied on local pattern-based protection for endpoints. Any new malware required the downloading of an updated pattern to every endpoint. The time between discovery and a pattern download represented a security risk to the company.

“Endpoints face more than 2000 new and unique malware attacks per hour,” explained Mr. Dhir. “Pattern files alone were not keeping up, and managing increasingly larger pattern files was slowing endpoints and taxing administrators. End users were frustrated; IT was frustrated. We needed the expanded in-the-cloud protection available with support of the Trend Micro™ Smart Protection Network™ infrastructure.”

Solution

The CIO led a thorough and persuasive internal sales effort, building consensus behind an upgrade. Powered by the Smart Protection Network infrastructure, the latest release of OfficeScan now gives JSL Ltd. prompt protection from emerging threats while greatly reducing the cost and complexity of security management.

“Enterprise Security for Endpoints immunizes against the threat of malware volume,” said Mr. Dhir. “By leveraging Trend Micro’s cloud-based technology, we are able to remove the bulk of malware signature storage from the endpoint and rely on protection in the cloud. The current conditions mean that security needs to meet much tougher standards than ever before—this next-generation cloud-client architecture is smarter than conventional ap-

proaches.”

JSL now takes advantage of several new OfficeScan enhancements, including:

- File reputation technology, for fast real-time security status lookup in the cloud and more efficient updates for endpoints.
- Microsoft™ Active Directory™ integration, to better enforce security compliance and assign security console access privileges based on Active Directory accounts.
- Role-based administration, giving JSL Ltd. finer-grained access controls for management functions and console viewing.
- Device control, for controlling access to external storage devices and regulating potential data leaks or infection vulnerabilities.
- Broad platform support, including Windows™ 7, Windows™ Server 2008, and VMware™.
- Granular web reputation settings, for more effectively blocking access to risky websites.

JSL also appreciates the support they receive from Trend Micro. Security experts help the company maximize the value of its Trend Micro deployment. “The excellent response that we get from Trend Micro has helped us build a strong working relationship,” said Mr. Dhir.

Results

Upgrading OfficeScan went even more smoothly than anticipated. In July 2009, IT was informed about the plan to upgrade. The following month, a trial deployment was carried out. And then all eight sites were fully upgraded in only three weeks.

“Today, with an upgrade to the new OfficeScan, our operations benefit from increased network bandwidth, reduced processing power, and associated cost savings,” said Mr. Dhir. “Users get immediate protection wherever they connect—within the company network, from home, or on the go.”

JSL Ltd. also reports that the new OfficeScan solution reduces business risks, by preventing infections, identity theft, data loss, network downtime, lost productivity, and compliance violations. Its costs have been lowered; the management workload has been reduced using file and web reputation technologies, Active Directory integration, and support for virtualization.

“The new release of OfficeScan is even more powerful than previous releases,” said Mr. Dhir. “And we spend 85–90% less time monitoring and managing security. Endpoints are pretty lean now, too. We asked our IT managers for feedback, and they are upbeat. They tell us the upgrade was simple and today they have better administrative control.”

“The new release of OfficeScan is even more powerful than earlier versions. And we spend 85-90% less time monitoring and managing security, as compared to earlier.”

— Mr. Ajay K. Dhir, Group Chief Information Officer, Jindal Stainless Limited

DEPLOYMENT ENVIRONMENT

Corporate office, 8 manufacturing sites in India and abroad, and 30 marketing offices overseas

1,100 PCs and servers

Trend Micro™ Enterprise Security for Endpoints 10

Trend Micro™ InterScan™ Messaging Security Suite, Release level 7.0

Trend Micro™ InterScan™ Web Security Suite, Release level 3.1

Company Profile

Jindal Stainless Limited (JSL Ltd.), set up in 1970 by the steel visionary Mr. O. P. Jindal, has grown from an indigenous single-unit steel plant in Hisar, Haryana to the present multi-billion, multi-national, and multi-product steel conglomerate. The company is a global player, and one of the most admired and respected groups within the steel industry. JSL Ltd. is an ISO: 9001 & ISO: 14001 company and the flagship of the O.P. Jindal Group of Companies.

Trend Micro Enterprise Security

- **Enterprise Security for Endpoints**
<http://us.trendmicro.com/us/products/enterprise/officescan-client-server-edition/index.html>
- **InterScan Messaging Security**
<http://us.trendmicro.com/us/solutions/enterprise/security-solutions/messaging-security/>
- **InterScan Web Security**
<http://us.trendmicro.com/us/solutions/enterprise/security-solutions/web-security/>
- **Trend Micro Enterprise Security**
<http://us.trendmicro.com/us/home/enterprise/>
- **Trend Micro Smart Protection Network**
<http://www.smartprotectionnetwork.com>



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