



STORMSHIELD

MANUFACTURER OF PLEASURE BOATS AND LEISURE HABITATS

HEIGHTENED AND SIMPLIFIED SECURITY FOR COMPREHENSIVE INTERNATIONAL PROTECTION



7,000

EMPLOYEES



27 sites

IN FRANCE AND INTERNATIONALLY



400+

SERVERS



3,000+

TERMINALS

Partners

Iliane

Organised into 3 IT divisions, "Services, Distribution & Cloud", Iliane has been providing companies in the Pays de la Loire, Brittany and Centre-Val de Loire regions with comprehensive solutions for their IT systems since 1982. Drawing upon the expertise of its 120 staff operating from 8 agencies, Iliane guarantees responsiveness, proximity and sound advice for professionals.

Iliane is a Gold Partner for Stormshield Endpoint Security solutions and a Platinum partner for Stormshield Networks Security solutions.

Panda Security

Panda Security is a Spanish multinational and a leader in the development of advanced cybersecurity solutions and tools for the management and monitoring of IT systems. Since 1990, it has constantly maintained a keen spirit of innovation and played a part in some of the most important advances in the cybersecurity field. Panda Security has offices in 52 countries. Its products are available in 23 languages and provide protection for more than 30 million users in 180 countries.

Stormshield and Panda Security have signed a European technological alliance to secure infrastructure and workstations, combining the best solutions from both publishers.

Background

To improve its operational efficiency and security, the client, a major group involved in the construction of pleasure boats, was looking to densify and optimise its complete range of IT assets. Like many industrial leaders, this group faces increasingly varied and sophisticated threats, ranging from attempts at fraud committed by e-mail to the intrusion of robots within the internal network or ransomware-type attacks. To this should be added internal threats, caused by the negligence or malpractice.

Anticipating the end of the operational life of its network protection equipment, towards the end of 2016 the company began looking for a new solution for its head office in the Vendée. As the nerve centre for the network, this site is a central hub for all communications between the workstations, servers and industrial systems of the group's 22 French sites. This solution will subsequently be deployed on all of the group's International sites.

The solution of choice

The protection of the Group's inter and extra-site connections required a unified solution able to meet a wide range of requirements: perimeter firewall, internal segmentation of the VLANs, intrusion prevention system (IPS), antivirus, authentication, interconnection with the Active Directory, complete URL filtering and remote VPN connection.

This was more than just a simple upgrade and instead involved replacing an important cornerstone of the IT system. For this reason, the choice of a qualified French solution was important. The solutions from the Stormshield Network Security (SNS) range perfectly met the client's needs, at a price which was considered attractive. Less than two months after the launch of the tendering process, **the final choice was made, with the client opting for the Stormshield Network Security SN3000 model.**

Expertise and proximity: two vital aspects

A project of this size required a certified, long-term solution but also a trusted partner with a local presence. The client wished to use the services of a Stormshield partner certified at the highest level, able to provide optimal responsiveness. **Iliane was a natural choice, being an IT integrator for more than 30 years in the Pays de Loire, Brittany and Centre-Val de Loire regions.**

Offering more than just simple support, Iliane proposed **a complete 5-year facilities management service to guarantee high service levels** when managing this new network core, with the best intervention times.

The installation was prepared with an on-site proof of concept demonstration (POC), with the active collaboration of the Iliane and Stormshield teams.

After a one-month POC period, the client was able to switch over to the new solution, a move which was implemented gradually. The fact that the client was able to work with a French solution was seen as a key factor in facilitating the take-up of the new solution, particularly where establishing rules was concerned. Another factor which was highly appreciated was the local support and the availability of the Iliane and Stormshield teams.

International deployment

Pleased with the successful integration of the SN3000 solution at its head office, the client then asked Stormshield and its partner Iliane to redesign all of the firewalls for its remote sites. As a result, **from summer 2017 onwards, other solutions from the Stormshield Network Security range were deployed by Iliane on the foreign sites.** The chosen models - namely the SN2000, SN710 and SN510 units - are perfectly adapted to these sites, which are independent from the central network and whose network activity is less intensive.

Iliane also handles the facilities management aspects for all of the new units installed, with the support of a local correspondent on each of the sites.

Simple, unified management

Thanks to this deployment, the client now benefits from improved security. But it was also important for the client to be able to optimise and facilitate the management tasks performed on a daily basis and to handle the monitoring of his whole perimeter in a unified manner.

With the Stormshield Management Center solution, he now has an integrated solution facilitating the supervision, configuration and maintenance of the Stormshield Network Security equipment, enabling him to avoid human error and to optimise his maintenance costs under operational conditions.

Effective protection for client workstations

Following on from the projects already implemented in late 2017, the client needed to plan for the end of the maintenance phase for the antivirus solution deployed on all of his workstations.

In partnership with Iliane once again, **he chose the Adaptive Defense 360 solution from Panda Security.**

More than a simple antivirus, this endpoint detection and response (EDR) solution is **the only one of its kind able to precisely categorise all applications running within the company.** Included in Stormshield's catalogue as part of a technological partnership, Adaptive Defense 360 enables the client to benefit from a protected system with an upgradable solution which is easier to manage.



STORMSHIELD



Stormshield, a wholly-owned subsidiary of Airbus CyberSecurity, offers innovative, end-to-end security solutions for the protection of IT networks (Stormshield Network Security), workstations (Stormshield Endpoint Security) and data (Stormshield Data Security).

www.stormshield.com