

EARLY 2015, RECTOR DECIDED TO CHANGE ITS NETWORK SECURITY VENDOR FOR F-SECURE



Company: Rector

Industry: Construction

Country: France

Installations: 800 endpoints

Solutions from F-Secure:
Protection Service for Business

RECTOR

Since 1953, RECTOR® has been designing and manufacturing flooring solutions and construction elements for the entire building industry: individual and collective housing, as well as commercial and industrial buildings.

With the success of its flagship product, the pre-stressed concrete beam, the company has become one of the major market players in the production of concrete materials. Today, more than 6 million people walk on Rector floors.

The brand is featured in 1 in every 3 new homes.

CLEARLY DEFINED NEEDS

It was in 2014 that Florian Stillitano, Network and Security Administrator at Rector, considered replacing every antivirus product, whose protection was based on a product used since 2010. The trigger was due to the ever larger installation packages, sometimes close to 400MB, and the difficulty to standardize endpoints given the large install base.

“During these four years, our teams have faced various bugs and even translation errors within the software... these plagues really prevented our users from working. Delays and crashes were the daily routine...” said Florian Stillitano. “After careful consideration, we decided to switch to a new vendor, able to accompany us throughout the change.”

Four major players in the professional antivirus market were retained in the tender, including F-Secure. To identify and select these four vendors, the following analysts and independent benchmarks were used: AV-Test, AV-Comparatives, VirusBTN and Forrester.

Requirements:

- Performance of the solution (tests performed by the technical team)
- Vendor scope (ability to handle other areas such as spam protection, etc.)
- Flexibility, accessibility and quality of the responses provided by technical and sales support

“Our greatest desire with this project was to find an effective solution against viruses and other malware, while consuming very little resources on user computers,” adds Florian Stillitano. “Another decisive criteria was to find a solution for our VMware-based virtual infrastructure, bypassing vShield which offers limited features.”

Regarding the first criteria, one of the vendors was quickly out of the competition: their proposed solution could only quarantine viruses, not remove them. F-Secure was quickly identified as a more functional and advanced player in this area. One vendor did not even reply to Rector, and the last one only offered a demo without analyzing the use case.

“F-Secure performed several tests in our environment, and it soon became clear that this was the best solution for us: it was efficient and consumed very little resources. In addition, the solution for virtual environments really met our expectations. But the essential point remains the trust established with F-Secure, very accessible both at the sales and technical levels,” resumes Florian Stillitano.

A RELATIVELY SIMPLE TECHNICAL INSTALLATION

Given the number of remote sites with low bandwidth for some of them, Rector chose F-Secure Protection Service for Business with its Cloud based centralized management console. Regardless of the geographical location of workstations, the console provides a simple and intuitive way to track and manage their security level.

Rector also chose F-Secure Policy Manager to manage its virtual servers, which provides a level of safety equivalent to that expected of a physical machine, while streamlining system resources. Deployment was carried through Active Directory with automatic uninstallation of the existing security solution. Among the solution's major features, the light installation package made the switch possible in a few days and the signature databases are deployed between workstations without using Internet bandwidth. Other features particularly acclaimed by Rector were the patch management

feature that corrects vulnerabilities in third party applications daily, the user-friendliness of the solution, and the availability of the F-Secure and local partner teams. The partner, Clemessy, followed the project from POC to final deployment.

"Our entire install base has nearly 800 endpoints. F-Secure has automatically uninstalled our old solution and installed the new one very quickly! A great time saver for us, as we were in a hurry," adds Florian Stillitano. "For the virtual part, unlike the other solutions we had tested, implementation of F-Secure in a VMware environment is simple enough. We completed the installation for 80 virtual servers in a day."

RAPID DEPLOYMENT

Deployment gradually progresses as it includes many mobile clients, as well as small sites that are not accessible all the time. Migration began in February 2015, and Rector believes it has accomplished 80% of its deployment in less than 6 months.

"It was urgent for us because the license of our virtual solution was due to expire in February... we did not want to remain unprotected. And to facilitate the transition, F-Secure offered six months for free!"

Today, F-Secure's PSB solution protects more than 800 endpoints and 30 physical servers.

"We are now engaged with F-Secure for years to come, and for all our subsidiaries worldwide! We have other projects going with F-Secure, but they remain confidential for now. We will talk about them once the entire deployment is completed!" Concludes Florian Stillitano.