

Crompton Greaves

Manufacturing

Situation

Crompton Greaves is one of India's largest private manufacturing sector enterprises. Since 1937, the company has been responsible for the management and application of electricity in India. Their reputation lies in designing, manufacturing and marketing high technology electrical products and services related to power generation, transmission and distribution, as well as undertaking turnkey projects from concept to commissioning. The company's large customer base includes state electricity boards, government bodies and large companies in private and public sectors.

Crompton Greaves operates out of 20 divisions spread across the states of Gujarat, Maharashtra, Goa, Madhya Pradesh, Karnataka and Tamil Nadu. An additional 14 marketing and services branches under 4 regional state offices augment these divisions in the cities of Delhi, Kolkata, Mumbai and Chennai.

An extensive and sophisticated communications network connects these widely-dispersed offices, consisting of leased lines, Virtual Private Networks (VPNs) and Very Small Aperture Terminal (VSATs) stations that transmit voice, data and video signals via satellite. The nerve center of this network is the Kanjur Marg facility, located in a suburb of Mumbai, where the corporate servers and IT services reside. On this network, there is an employee intranet and an SAP ERP solution, rolled out in 1999, that manages the diverse operations of this corporation. Dealers, vendors, suppliers and customers across India conduct e-commerce transactions and interface with the SAP system through portals which expedite information gathering and facilitate various activities, such as placing orders and tracking order status.

Security, in this operating environment, is of paramount importance, and Crompton Greaves decided that the Linux-based firewall that they had was no longer sufficient for the task of protecting the company's information assets. When a network overhaul was planned, existing security policies were reviewed and new and more stringent security requirements were proposed.

"We needed a lot of functionality that the Linux-based firewall could not easily provide. We had to implement more De-Militarized Zones (DMZ) behind the firewall, bring in antivirus capabilities at the edge of the network and setup an effective intrusion detection system," said Debanjan Dutta, Head IT of Crompton Greaves.

Solution

Crompton Greaves evaluated a number of vendors, including Stonegate, Checkpoint, Netscreen and Cisco, but finally decided on Fortinet because of the comprehensive unified threat management (UTM) features in the FortiGate series of antivirus firewalls.



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"Because of the increasing workload on our IT support team, manageability was also high on our list of selection criteria," Mr Dutta continued. "The solution had to have the required security features, but we were also looking for integrated management of the security functions, so our engineers did not have to learn many different interfaces." The superior manageability of security appliances and the impressive performance of the ASIC hardware-accelerated FortiGate platforms won out over point security software and solutions from other vendors.

Crompton Greaves purchased and deployed through IBM Global Services, a pair of enterprise-class FortiGate antivirus firewalls, in a High-Availability (HA) configuration, to protect the more than 2000 users on its extensive network. The FortiGate platforms are the world's first and only ICSA-certified antivirus gateways. They provide complete network protection services, detecting and eliminating content-based threats from email and web traffic at the gateway. With hardware acceleration, security functions are executed at real-time speeds, so there is no compromise in network performance.

Virus signature updates are automated by the FortiProtect Network services feature, which pushes the latest countermeasures against viruses and spam to the FortiGate platforms, freeing support staff from manual patches and updates can be time-consuming and error-prone.

Success

The deployment of the FortiGate platforms in Crompton Greaves' network in November 2004 was completed in under four hours by IBM Global Services and was impressively painless.

"It was a very smooth and easy deployment," explains Mr Vijay Jayaraman, "Even with regular corporate-wide network traffic flowing through,, the switch-over time between the existing Linux-based firewall and the new FortiGate platforms took less than 45 minutes."

As easy as the deployment of the FortiGate platforms was for IBM Global Services, for Mr Dutta and Crompton Greaves, the main benefit they derived from the Fortinet solution was freeing resources for activities that would give the company more of a competitive advantage over its rivals.

"I.T. is not our core business, but we see I.T. as a strategic investment. Technology can be leveraged to support our core business more effectively. Fortinet's solution provided us with not only network security and peace of mind, but also enabled us to focus our technical staff on the more strategic applications on our network," he explained.

For any business, the ease of deployment, manageability, breadth and depth of features and real-time performance of Fortinet network security solutions make it a compelling choice.

FortiGate systems deliver a comprehensive range of network-level services - including firewall, VPN, intrusion detection, intrusion prevention, content-filtering, traffic-shaping and anti-spam. With the FortiProtect Network, FortiGate systems can provide up-to-the-minute protection against viruses, worms intrusions, inappropriate Web content and more in real time, without degrading network performance.

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