

# United Breweries (Holdings) Limited

## Fortinet Tapped for Network Security Support

### Situation

United Breweries Limited (UBL) is the flagship company of the UB Group. Founded in 1915 from the merger of five breweries in India, the company is headquartered in Bangalore and commands 40% of the domestic market with leading brands such as Kingfisher, UB Export, London Pilsner, Premium Ice and Kalyani Black Label.

The beer manufacturing giant owns 11 factories and has five regional offices, which are connected to the headquarters through 128 Kbps leased lines running over MPLS. The headquarters hosts email servers and portal applications, which feature employee self-help applications, and facilities for tracking sales, promotions and advertising. The head office has a 512 Kbps connection to the Internet, which is used primarily for email and to allow remote users access to the corporate portal applications.

Previously, the company had deployed a software-based firewall that doubled as a proxy server. Though this solution was sufficient at the time that it was deployed, the increasing sophistication and virus attacks, and the deluge of spam mail in the past year compelled the IT team at United Breweries to re-visit its security infrastructure.

"Viruses and malicious code are on the rise on the Internet. We definitely needed something more," said Mr. S. Ramakrishnan, Controller-IT (Breweries Division) for United Breweries.

Mr. Ramakrishnan explained that UBL had several requirements in mind as they reviewed the current threats on the Internet and gaps in the company's security: the new security solution had to protect UBL's network and mail infrastructure from virus attacks, it also needed to have good web filtering features to restrict the use of Internet bandwidth to authorized activities only, and have bandwidth optimization capabilities. The new security solution also needed to have antispam and firewall features.

It was a tall order to fill, but Mr. Ramakrishnan already had a clear idea of what he was looking for.

### Solution

"We wanted an integrated, comprehensive, all-in-one security solution that was easy to manage and that could plug the loopholes in our security. We did not wish to deal with the issues of integration and manageability that would have come up had we decided on deploying individual security applications at all levels of our company." Mr. Ramakrishnan added.

In evaluation tests, UBL found that Fortinet's FortiGate-300 out-classed the competition on cost-effectiveness, manageability and user-friendliness.



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- S. Ramakrishnan  
Controller-IT (Breweries Division)  
United Breweries Limited

FortiGate-300

Industry: Food and Beverage

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"Apart from the strong antivirus gateway features, the firewall and antispam capabilities, the FortiGate-300 also offered more with IDS/IPS built-in to the product. With the Intrusion Detection and Prevention features, we had more peace of mind."

### Success

Since successfully deployed the FortiGate-300 in October 2004, UBL has seen a dramatic drop in virus attacks on the network and mail systems. With the basic security requirements met, the company has now moved on to activating additional features, such as antispam, on the FortiGate platform, and rolling out an organization-wide ERP suite.

Mr. Ramakrishnan expects that the IT infrastructure in UBL will consolidate, and applications will become more centralized in the near future. The challenge then will be performance and scalability, but he explains that he does not think that there will be a problem there, now that the Fortinet solution is in place.

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"Performance and scalability were high priority criteria during our evaluation of security products. Fortinet has also proven itself there, because of its unique ASIC-based hardware-acceleration. As we grow our infrastructure, licensing can be an issue with some vendors, but with Fortinet, we do not have to worry about compliance issues because there are no restrictions on the number of nodes behind the firewall."

Implementing an SSL VPN network that connects the many offices, contract manufacturing units, and depots is next for UBL.

"The encryption methodology implemented by Fortinet's product and its firewall features will definitely supplement the SSL VPN and the token-based authentication system we are planning to roll out," says Mr. Ramakrishnan. "So far, Fortinet has effectively addressed our needs. I'm sure we can count on them in future, too."

The FortiGate-300 firewall security appliance provides complete real-time network protection through a combination of network-based antivirus, web and email content filtering, firewall, VPN, dynamic intrusion detection and prevention, traffic-shaping and antispam.

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