



Havells Sylvania

Fortinet Guarantees Sylvania's Worldwide Network Security

Situation

[Havells Sylvania](#) is one of the world's largest designers and suppliers of lighting systems. The group primarily has presence in Europe and South America, and the current emphasis is on growth in Asia and the Middle-East. Havells Sylvania focuses its resources and technical knowledge on innovative and customer-focused lighting solutions, offering a complete range of lights and fixtures for both professionals as well as private individuals. The company sells its products on all markets under the brand names of Sylvania, Concord and Lumiance.

Global network security is naturally of crucial importance for an international environment, such as the one in which Havells Sylvania operates. Critical data is dispatched over the network to all parts of the world and stored on the company's servers. Network security ensures protection against unwanted intrusion and potential contamination.

In 2004, Sylvania undertook some major changes in its network infrastructure and security strategy. The business that once consisted of just four decentralised sites, now boasted more than fifty, making the management of separate security applications almost impossible. So, the main criteria for the selection of the new security solution was to allow an all-in-one approach to facilitate the management of the various sites, increase the stability of the applications to limit the number of potential security breaches to an absolute minimum, enhance user-friendliness for IT managers out in the field, and considerably reduce the overall solution cost. A point solution security strategy would have been too complex to manage a large decentralized set-up such as Sylvania's.

Havells Sylvania opted for Fortinet, the specialist and pioneer in UTM (Unified Threat Management) systems, to ensure the complete security of its networks.

Koen Moors, former IT Manager of Havells Sylvania explains: "After a thorough analysis, we opted for the then less well-known Fortinet. They were the only supplier able to cope with all these objectives, and above all, a pioneer in the UTM appliances in which I strongly believed. Fortinet had the advantage to offer an entire range of security solutions that were adapted to the specific needs and amplitude of a site, but that was also based on a single home-grown platform, allowing an easy-to-use but highly performing network security solution. Now, five years later, I am proven to have made the right decision at the time."

Solution

Havells Sylvania now has a relatively centralised IT structure, consisting in two large data centres in Amsterdam and Brussels, plus around fifty sites spread all over the world. Amsterdam is the centre for connectivity, including the worldwide mail server, VPN and Web servers; whereas Brussels is the centre for management programs, such as ERP. The data centres and the remote sites are interconnected via one large MPLS network.

CASE STUDY

Challenges

- Management of separate security applications

Objectives

- All-in-one approach to facilitate the management of the various sites
- Limit the number of potential security breaches to an absolute minimum
- Enhance user-friendliness for IT managers out in the field
- Field reduce overall solution cost

Deployment

FortiGate-60B
FortiGate-110C
FortiGate-310B
FortiManager
FortiAnalyzer

Industry

Manufacturing

Fortinet is an extremely powerful, highly user-friendly and cost-efficient specialist in network security

– Rajesh Bhatia
Vice President of IT

Havells Sylvania

A standard configuration on a Havells Sylvania site consists of a Local Area Network connected to the MPLS network. Fortinet's FortiGate® integrated multi-threat security appliance screens all incoming and outgoing traffic, which is dispatched via the leased line or via the local Internet connection.

At Havells Sylvania, the various worldwide locations are interconnected through a virtual private network, also enabled by FortiGate appliances. In recent years, DSL has become sufficiently stable to interconnect various sites this way. Furthermore, it is a cost-saving measure which guarantees great flexibility.

Moors states: "Our VPN boxes combined with the 512kb-10mb leased lines provide a budget-friendly and flexible solution. If we temporarily have to generate extra traffic between a few sites, or if something goes wrong with the leased line, we can set up a safe channel over the Internet via our virtual private network. This method of operating is 3-4 times cheaper, and also, there are fewer things that can go wrong."

Havells Sylvania's worldwide network is secured by the deployment of multiple FortiGate appliances. Through the use of one unique FortiGate security appliance, Fortinet provides all the essential security functionalities. These include a firewall, an anti-spyware and anti-virus program, an intrusion detection and prevention system (IDS/IPS), content filtering (URL filtering) and SSL VPN. Given the increasing performance of Fortinet's security appliances, smaller appliances can today also guarantee the security of large networks. At Havells Sylvania, Fortinet provides global security with more than 50 FortiGate systems in total. Recently, 31 appliances were renewed: 20 [FortiGate-60B](#) appliances, nine [FortiGate-110C](#) appliances and two larger [FortiGate-310B](#) appliances. The entire configuration is completed with [FortiManager™](#) and [FortiAnalyzer™](#) for centralised management and reporting.

Moors explains: "The FortiAnalyzer performs the analysis, logging and reporting of the data recorded by the Fortinet appliances. Reporting can be tailor-made, which means that the administrators can manage the network efficiently, analysing it from a policy and compliance perspective, but also in terms of attack patterns against the network. This also provides us with a clear view of our network status and it enables us to quickly respond to any changes."

He continues: "With the FortiManager which we recently purchased, we also have a central management tool available, which enables us to monitor the various sites from one single location, to analyse and configure it and even to update its software. This is an enormous gain, both in time as well as in the uniformity of our applications."

Success

The FortiGate appliances have been developed to offer cost-efficient, complete network protection against sophisticated and numerous Internet threats, including blended attacks from cybercriminals. For Fortinet it is crucial to be able to do this without compromising the network availability or damaging connections. Thus, the FortiGate-310B appliance, for example, offers 10 slots and a wire speed of no less than 8Gbps, regardless of package size, which is unheard of in this market segment.

"The two FortiGate-310B appliances are the core of our network, as they secure the data centres in Amsterdam and in Brussels and by consequence have to cope with a lot of traffic. This appliance truly offers unique firewall and VPN throughput performance and has the ability to provide security segmentation which allows greater flexibility in managing networks with a higher degree of precision. For instance, network managers can adopt and personalize policies as they see fit locally allowing them to act in a more efficient way and find a faster resolution of the problem," says Moors.

"Naturally, we do not have unlimited IT budgets available, so it was important to make a well-considered and carefully thought out choice. With the validated Fortinet solutions, we have opted for a progressive player, a choice which we certainly do not regret, because since the beginning of our collaboration we have not had any more security issues and we are not losing any processing speed either. "

"In addition, all Fortinet boxes are produced identically and offer the same features. In contrast to many other suppliers, this simplifies configuration and management and it also enables us to work in a much more personalised way. Fortinet is an extremely powerful, highly user-friendly and cost-efficient specialist in network security," concludes Rajesh Bhatia, vice president IT at Havells Sylvania.

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