Case Study

Next-Gen Security Solution for a Multinational Manufacturer

Client

A global manufacturer

The client is a multinational manufacturer with more than 360,000 employees worldwide, including about 30,000 employees in North America. It's one of the largest companies in the world.

Challenge	CBTS solution	Results
• The client's legacy firewall was failing and regularly attacked • Varying security solutions from different vendors were deployed at different plant locations, causing difficulty to manage as a whole • The client's plants lacked next-generation defenses • Centralized management was a necessity for the business to manage all their plants and business sites from one, single pane of glass	• CBTS designed and architected the client's overall security solution with Palo Alto's next-gen security technology • CBTS converted the client's old security configurations to the new one while deploying the centralized management tool • CBTS will implement the solution at 8 of the client's sites including providing remote Day 1 support • CBTS trained on-site resources to provide extra value in times of need	• The client now has new, updated, next-generation firewalls in place to protect the business • The client can now defend their plant sites from different types of attacks with newly installed Intrusion Prevention and Wildfire capabilities for zero-day or advanced attacks • Security managing policies and rules are made much easier with a managed service managing the client's infrastructure and uniformity across their plant sites

Business Challenges

The client's legacy firewall was failing. It was constantly attacked by advanced malware and did not have advanced capabilities to detect threats. Additional security challenges that the client was facing included:

- Two large companies under one brand were coming together and had to choose a new platform
- Varying security solutions from different vendors were deployed at different plant locations causing difficulty to manage as a whole
- The client's plants were regularly attacked and lacked next-generation defenses
- Centralized management was a necessity for the business to manage all their plants and business sites from one, single pane of glass

CBTS solution

The client engaged with the CBTS Security Team as we performed their last plant firewall upgrade flawlessly. CBTS was to receive a portion of this overall project due to timelines. CBTS strategized with the client and vendor (Palo Alto Networks) to drive the project and the specifications for appliances at each client location. CBTS acted as an expert consultant to drive specifications with hardware that is built to support growth as well as defend plant sites from malware. Due to our consultative nature, CBTS was awarded more than just a portion of the project – we were awarded with all the hardware purchase as well as 8 sites for implementation.

CBTS designed and architected the client's overall security solution using Palo Alto's PA220, PA-850, and PA-3060, as well as its centralized management tool Panorama. The CBTS Security Sales Engineering Team worked with the client and a professional services partner to deliver the following services:

- Upgrading hardware to appropriate code, apply base configuration, and shipping equipment to specific plant location
- Remotely converting Check Point and Juniper Networks configurations to Palo Alto Networks configurations, and deploying Palo Alto's centralized management platform: Panorama
- Working with the site team to rack/stack firewalls at plant locations and preparing hardware for configuration push from Panorama
- Cutting over site(s) each week until all 8 of our sites for implementation are completed.
- Providing remote Day 1 support for plant sites after cutover weekends
- CBTS has trained onsite resources to provide extra value in times of need

Results

- The client now has new, updated, next-generation firewalls in place to protect the business
- The client can now defend its plant sites from different types of attacks with newly installed Intrusion Prevention and Wildfire capabilities for zero-day or advanced attacks
- Security managing policies and rules are made much easier with a managed service managing the client's infrastructure and uniformity across their plant sites