Steel Manufacturer strikes gold with the Sophos XG Firewall.

Jindal SAW Limited is an undisputed leader in manufacturing and supplying iron and steel pipe products, fittings, and accessories. It provides a wide range of products in iron and steel and ocean waterways to countries including India, Europe, the United States and the United Arab Emirates.

Jindal SAW has more than 8,000 employees and serves more than 3,000 customers across the globe, including market leaders like Cairn Energy, Ahmedabad Municipal Corporation, and Bharat Petroleum Corporation Limited (BPCL). The sheer magnitude of operations necessitates next-generation IT security with minimal human intervention.

CUSTOMER-AT-A-GLANCE

JINDAL SAW LTD.
TOTAL PIPE SOLUTIONS
Jindal

Jindal SAW Limited

Industry
Iron and steel manufacturing

Website
www.jindalsaw.com

Number of Users
1,500 employees

Sophos Solutions
Sophos XG 430
Sophos XG 450

Challenges

‣ Increased frequency of virus attacks

‣ Lack of a responsive solution that automatically responded to incidents

‣ Poor visibility across the business due to point solutions working in siloes

‣ Loss of man hours as a result of managing multiple products

When is a point product not the solution?

Jindal SAW thought it had its security bases covered until several of its servers were hit by ransomware. It was this wakeup call that highlighted the deficits in what Jindal SAW's deputy general manager IT, Sunil Tripathy, refers to as a 'plain vanilla legacy' security product.

Offering only standard firewall features, this product lacked the comprehensive benefits of a next-generation firewall that exposes hidden risks, blocks unknown threats, and automatically responds to incidents. Apart from failing on security, the legacy product also lacked features like proxy services, load balancing, user authentication, gateway level anti-spam and anti-virus, along with inbuilt logging and reporting, all of which Tripathy considers crucial for reducing the time required of IT resources to manage multiple products and optimize resources.

"Despite its promise to provide high-level security, our legacy appliance turned out to be a failure," says Tripathy. A few of our servers were heavily compromised. Thankfully, we had backups and did not suffer any major setbacks. However, these lapses encouraged us to look beyond point solutions to a more synchronized approach to cybersecurity."

What made Sophos the final word in network protection?

Jindal SAW initiated its search for a new cybersecurity solution with a two-month proof of concept implementation of Sophos XG Firewall series 430 across its entire network.

"Our major evaluation points were based on XG Firewall's ability to provide next-generation security, layer-8 user authentication, proxy services, and one-click logging and reporting," reveals Tripathy. "The trial period went extremely smoothly. The XG 430 not only met our requirements but came with additional features and technologies like Sophos Sandstorm, powered by deep learning technology. We found the model a perfect fit for our distributed environment."

'Despite its promise to provide high-level security, our legacy appliance turned out to be a failure.'

Sunil Tripathy
Deputy General Manager IT
Jindal SAW Limited

How did the Sophos solution help Jindal SAW?

After a successful evaluation, Jindal SAW now uses Sophos XG Firewall as its main appliance at the gateway level. Not only does XG Firewall scan all traffic across the network, it provides granular-level insight into suspicious activity.

Tripathy notes: "Nowadays, most of the web traffic is encrypted and cybersecurity breaches are delivered over SSL. The Sophos web gateway scans HTTPS and provides sophisticated tamper protection, which enforces compliance even amongst deviant users."

The multi-factor authentication (MFA) feature has helped Jindal SAW add guest users to the network securely.

"XG Firewall is integrated with the SMS gateway, allowing us to send credentials via text messages enabling two-factor authentication across the network. This has greatly minimized the chances of a security breach – in fact, we have not had a single breach since implementation," says Tripathy.

The user-level access feature has helped Jindal SAW better manage its internal users and provide employees with time-and data-bound internet access. The internet activity track recording feature has helped Jindal SAW identify employees who deviate from the company's internet usage policy.

When does a security solution deliver more than just security?

Another upgrade from installing XG Firewall is its load balancing feature, which distributes the network load and client requests to the available server, ensuring that end users enjoy optimum speed.

"This wasn't something we were actively looking for when we decided to deploy XG Firewall," says Tripathy. "It was an ongoing struggle that we didn't even realize Sophos could help us overcome. We were using four ISP lines of almost 120 Mbps bandwidth, but the quality of our voice calls was still quite poor. We were planning to upgrade our ISP but the bandwidth management feature on the XG Firewall enabled us to save Rs. 12 lacs (USD 20,000) per annum that we would have spent upgrading our bandwidth. Now, we are able to restrict bandwidth for regular traffic and apply higher bandwidth to voice and video calls."

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Sunil Tripathy
Deputy General Manager IT
Jindal SAW Limited

To find out how Sophos can add value to your organization, visit www.sophos.com/products.

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