How a global transportation and logistics solution provider deploys security to drive innovation.

**CASE STUDY**

**Organization:** Randon SA Implementose Participacoes

**Headquarters:** Caxias do Sul, Brazil

**Users:** 4,000

**Objective:**
As Brazilian conglomerate Randon grew, the number of its employees needing unrestricted internet access for productivity grew as well. Randon deployed Cisco Web Security Appliance to protect those users in their online travels without inhibiting their journeys.

**Solution:** Cisco Web Security Appliance

**Impact:**
- Strengthened security with up-to-the-minute, globally-sourced threat intelligence
- Delivered high ROI
- Reduced security administration time
- 1 Million + suspect transactions detected and blocked every day
- 150+ Malware threats neutralized every day

“If you understand ROI, you’ll understand that WSA delivers.”

**Eduardo Viero**
IT Infrastructure Specialist
Randon
The challenge

Keeping teams productive, innovative, and protected

From a two-man industrial engine workshop established in 1949 by brothers Hercílio and Raul Randon to its present incarnation as a conglomerate of nine companies with products in more than 100 countries, Brazil’s Randon has thrived amid the boom-and-bust cycles shaping the country’s economy since independence from Portugal in 1822. Such growth has called for frequent reinvention made possible by Randon’s culture of and commitment to technological innovation.

IT infrastructure specialist Eduardo Viero plays a critical role in supporting that culture. “Employees need internet access because it’s a key innovation tool, but it also poses significant risks to both productivity and security,” he says. “The IT team bears the responsibility for balancing potential innovation with protection against any threat that might originate online.”

“To protect against malware, suspicious content, and other advanced web security threats without blocking access that could potentially improve our innovation process, we needed a solution that would bolster security and require minimal administrative effort.”

The solution

Delivering more security against more threats to more users

As Randon has continued to expand, so too has its universe of users requiring internet access. Past solutions, including Forcepoint and Microsoft Internet Security and Acceleration (ISA) server, required considerable effort to manage relatively limited feature sets.

“Cisco Web Security Appliance (WSA) offered both web security and proxy capabilities in a single box for streamlined administration,” says Viero. “By automatically blocking suspicious sites, plus evaluating and categorizing unknown URLs in real time, WSA protects employees accessing online resources and social media.”

With traditional URL filtering strengthened every three-to-five minutes by dynamically-updated intelligence about threats, malware, and intrusions from Cisco Talos Security Intelligence and Research Group, Randon saw WSA’s ability to protect users against one wrong click as a strong fit.
The results

Stronger safety that saves time and costs

Randon’s headquarters has seen its threat traffic significantly reduced since becoming home to two WSA S370 appliances. “Currently, 82.5% of the suspect transactions are blocked by WSA policies and Anti-Malware Engines” says Viero. “In a single day, that’s roughly 122,000 transactions that were blocked or flagged before employees could gain access and potentially cost the company time and money by allowing a threat inside our perimeter.”

Viero sees additional benefits. “WSA enables granular control using our active directory so we can administer standard policies regarding applications, user, group, and URL categories,” he says. “This flexibility allows end users to directly request access, which has freed us from having to spend time managing those business demands. And, thanks to Cisco’s global network, we can block and protect users from newer threats of which our antivirus and endpoint security solutions are not yet aware.”

WSA provides organizational benefits as well. “Management can decide access, and we can be confident that the IT-managed tool will accurately execute those managerial decisions,” says Viero. “Ultimately that saves the company from losing time, money, proprietary information, and any other sensitive content on our network.”

And as Randon has discovered, those savings can add up over the long run. “Our WSAs have operated for 24-hours-per-day for seven days per week for eight years—without a glitch—and long ago delivered on their promise of great ROI,” says Viero.

“Any kind of malware, suspicious site, or suspicious content—even just visiting the wrong website—could cause serious damage to our environment by causing a breach in our security; Cisco WSA prevents that from happening.”

Eduardo Viero
IT Infrastructure Specialist
Randon