

IRSAP fires up cybersecurity protection and efficiency

Italian HVAC manufacturer blocks malware attacks, reduces frequency of PC upgrades and replacements, and streamlines security administration



IRSAP

IRSAP is Italy's leading manufacturer of innovative, high-efficiency heating radiators and residential ventilation systems. IRSAP focuses on creating energy-efficient, sustainable products that meet green building standards. Today, about 70 percent of production plants meet their electrical needs with renewable sources, with annual savings in carbon dioxide emissions of about five million kilograms.

Industry

HVAC Manufacturing

Headquarters

Arquà Polesine, Italy

Employees

1,000 (IT staff, 11 FTE)

Results

- Security breaches dropped to zero
- PC upgrade and replacement cost reduced by 20-30 percent
- Increased efficiency of security administration
- Centralized, remote management of virtual and physical environments

THE CHALLENGE

It was a one-two punch for IRSAP, an Italy-based global manufacturer of heating and mechanical ventilation (HVAC) systems.

First, certain infections were bypassing IRSAP's previous security software, making the infrastructure more vulnerable to malware attacks. Second, the former software caused employees' workstations to run slowly. As a result, IT needed to upgrade workstations before they reached technical end of life—a costly way to address performance issues. It was not long before IRSAP began seeking an alternative solution.

IRSAP ran proof of concept tests with security solutions from Bitdefender, and other top competitors. The manufacturer determined Bitdefender GravityZone Elite was the superior solution.

Marco Monesi, Chief Financial Officer, IRSAP, recalls, "In our evaluation tests, Bitdefender was able to catch significantly more malware than the other solutions we looked at. We liked that Bitdefender was lightweight, so it did not negatively impact endpoints. It also was easy to deploy and manage."

THE SOLUTION

At IRSAP, Bitdefender GravityZone Elite protects 550 Microsoft Windows workstations; Microsoft Windows, Nutanix AHV, and Linux servers; VMware vSphere virtual servers; and VMware Horizon virtual desktops. Soon, IRSAP will begin rolling out GravityZone to protect mobile devices.

In addition, IRSAP uses GravityZone Elite's Sandbox Analyzer, an endpoint-integrated sandbox to analyze suspicious files, detonate payloads and report malicious intent to administrators. IRSAP also uses GravityZone HyperDetect, a next-generation security layer that provides tunable machine learning with advanced heuristics and anti-exploit techniques.

IRSAP's applications protected by Bitdefender include SAP HANA, Siemens Solid Edge, Autodesk AutoCAD, and Microsoft Office 365, among others.

THE RESULTS

The security breaches that IRSAP encountered previously have disappeared since Bitdefender was deployed.

"Bitdefender has been a fantastic solution because it has significantly reduced the risk of aggression by external forces in our infrastructure," states Monesi.

Marco Broetto, IT Manager and SAP Project Manager, IRSAP, adds, "When we see something suspicious, we can isolate and safely test the file using Bitdefender Sandbox Analyzer. Through the testing, we learn about potential risks and what to look out for."

"Because GravityZone uses minimal resources," continues Broetto, "there has not been any impact on endpoint response time or latency."

In fact, IRSAP spends 20-30 percent less on PCs now that IT no longer has to replace or upgrade them as frequently to address performance issues.

One of the highlights of GravityZone Elite is ease of use, according to Monesi.

He says, "Our IT team reports that Bitdefender is user-friendly and easy to understand and makes it simple to drill down and resolve any concerns. With our IT staff based at IRSAP's headquarters, it's useful to be able to centrally and remotely manage all our physical and virtual endpoints. Overall, security administration has become more efficient."

Monesi and his team also values the responsiveness of Bitdefender customer support. Monesi says, "We don't have to contact the Bitdefender customer support desk very often but when we do, we get fast answers and solutions. The people at Bitdefender are very competent and skilled."

"Bitdefender has been a fantastic solution because it has significantly reduced the risk of aggression by external forces in our infrastructure."

Marco Monesi, Chief Financial Officer,
IRSAP

Bitdefender Footprint

- GravityZone Elite

IT Environment

- Autodesk AutoCAD
- Microsoft Office 365
- Nutanix AHV
- SAP ECC on HANA
- Siemens Solid Edge
- VMware vSphere

Operating Systems

- Linux
- Microsoft Windows