

# A hat trick for IT security

BVB needs to combat all kinds of digital threats. They need to be vigilant and strict about security compliance—that's why they chose ESET Secure Business.

Attractive attacking football, championships and millions of fans: Borussia Dortmund is one of the most popular and most successful football clubs in the World. Behind the sporting success is a modern company with impressive IT security—with solutions provided by ESET.



#### INDUSTRY

Sport

#### WEBSITE

[www.bvb.de](http://www.bvb.de)

#### COUNTRY

Germany

#### ENDPOINTS

ESET Business Secure 650 seat

#### DEAL INCLUDES

- ESET Enterprise Inspector
- ESET Dynamic Threat Defense
- ESET Endpoint Protection Advanced
- Deployment and Upgrade Service
- Initial assessment and Optimization Service
- Premium Support

### THE THREE BIG BS

Bratwurst, beer, Borussia—the three big “Bs” rule at the weekend. Worldwide, black and yellow fans are crazy for their team. No other club can inspire its followers like Borussia Dortmund can. We transform sport into an intense football experience.

And this pays off: eight German championships and four DFB Cup victories in 1966, Cup Winners’ Cup and 1997 Champions League as well as the World Cup in the same year. Founded in 1909, the football club today has more than 160,000 members. Economically, everything runs like clockwork: the club is a successful company with sales of almost €500 million and over 800 employees.



### AN EARLY KICK OFF

BVB opted for digitization at an early stage in order to run economic activities smoothly and to be able to perform well. Be it the online shop, the LED advertising boards and the turnstiles with ticket scanners in the stadium, your own travel agency or the workplaces in the club headquarters in Rheinlanddamm, everything runs on a computer and is connected with each other. Therefore, fans, partners and sponsors get the best service. *“We frequently fight against all kinds of cyber-attacks. That is why we are always especially vigilant and are strict about security compliance”,* said Patrick Hansmeier, Head of IT at Borussia Dortmund at the time. *“It would be fatal if hackers had contract data, financial accounts or the data of our fans and members.”*



### PERFORMANCE PARALLELS

Sometimes football and IT security show unusual parallels. The defense on the pitch was not stable in the 2018/2019 season. The same could be said of our digital defense. There were numerous small security incidents, that were fixed by hand by the IT team and not by the antivirus solutions used at that time. Their management console also revealed weaknesses: the software would be unable to deal with future threats. Borussia Dortmund decided almost immediately to sign a world-class defender and experienced security specialists for digital security and got ESET on board.



### SECURITY FOR SEASONS, NOT JUST MATCHES

The transfer of the new security solution was swift and comprehensive. *“We had the role of trainer and asked ourselves: what tactics do we want to use against cyber criminals, what types of attacks and techniques do we expect in the future?”* recalls Mr. Hansmeier. After answering these questions and having a catalog of requirements, the search for suitable candidates started. In IT administrator circles ESET had an excellent reputation—test results of institutes and analysts supported this reputation. *“Because of that we tested ESET Secure Business and were convinced”,* the head of IT adds. The BVB team, IT system house ICN and the specialists from ESET quickly created a safety-related triple chain. This consists of optimal malware detection with future-oriented technologies, a feature-rich management console and extensive services. The software bundle ESET Secure Business fits these requirements perfectly.





### NOTHING GETS PAST THE DEFENSE

Whether at the endpoint or on file servers, malware is not allowed to penetrate. ESET Endpoint Security and ESET File Security ensure this as components of ESET Secure Business. Both protect against all kinds of dangers from the Internet. These are multiple award-winning ESET technologies that combine 15 different detection modules. Three of them stand out: the UEFI scanner, the Ransomware-Shield and the extended memory check. They close down current cybercriminals' methods and even protect against file-less attacks.

***"We were looking for innovative approaches: a host-based Intrusion Prevention System (HIPS), cloud-based reputation banks, blacklists and whitelists, SPAM filters and storage media control. The cherry on the cake was additional security and very few false positives."***

*Patrick Hansmeier, BVB Head of IT*

In addition to a strong malware defense, performance also plays an important role in a security solution. The BVB experience shows that the software had a very small footprint (it used very little of a system's resources), so that older devices can be used.



### PROFESSIONAL ENDPOINT SECURITY PLAYER WITH AN OVERVIEW

An important part of ESET Secure Business is the ESET Security Management Center console (ESMC), which simplifies the work of the IT team: *"With over 500 devices and servers to be looked after, a single control center is an absolute necessity. This is especially true when the network spans multiple locations"*. ESMC manages all servers, endpoints, even smartphones and virtual machines from a single console. With a clear and intuitive console interface, BVB administrators have a real-time dashboard for all security-related events, including logs from antivirus, firewall, media control etc. under control. Also, the role-based administration and the ability to create dynamic client groups support daily work. Mr. Hansmeier emphasizes the importance of the reporting function: *"Reports can be created at the push of a button with current data, so we can react quickly to warnings."*



### A PROFESSIONAL TEAM

Behind the "first eleven" in football, IT security is another team of professionals. The system house ICN and the support from ESET supports BVB in all security questions. The IT professionals at Borussia Dortmund come up with new ideas during their daily work so our security architecture is even more powerful. Various software changes and adjustments have already been implemented by ESET and ICN. The COVID-19 pandemic was a real test for us. *"Employees were asked to work from home with no notice with the appropriate equipment—including comprehensive IT security. ESET was an excellent partner—everything went like clockwork"*, said Hansmeier.



### CONCLUSION: HIT THE MARK

*"The decisive factor is on the pitch,"* said club legend Alfred Preißler. And that also applies in a figurative sense to security solutions: they only become apparent in day-to-day work due to effectiveness and reliability. And exactly this describes the satisfaction of Borussia Dortmund with ESET Secure Business. *"ESET would be the ideal player for us: strong pressing attacks against hackers, convincing defense against malware and a proactive game overview,"* summarizes Patrick Hansmeier.



### PROBLEM

Borussia Dortmund needed a reliable, comprehensive and flexible security solution for their own network environment that would also be able to meet future requirements.



### SOLUTION

ESET Secure Business offers a successful balance of performance, usability and low resource consumption. ESET File Security and Secure ESET Endpoint Security included in the bundle can easily evaluate data reliably and detect internet dangers.



### BENEFIT

Borussia Dortmund benefits from a higher security level over the entire network. The simple usability of the solutions helps the IT team in daily business significantly.

