



Unified Security Strategy Gives Major Publisher the Competitive Edge

A case study in the evolution of network security

BACKGROUND

Outlook India was established in 1995 as a publishing house under the Rajan Raheja Group in a move to bring innovative titles to Indian readers. Over the years, it has gained a reputation for its sensational investigative reporting in its specialized magazines featuring news, business, travel, fashion, women's issues, and celebrity spotlights – in both print and online media.

Over 2.5 million readers enjoy eight local and four international publications, including *Outlook*, *Outlook Money*, *Outlook Profit*, *Outlook Saptahik*, *Outlook Traveller*, as well as *GEO*, *Marie Claire*, *People*, and *News Week Magazine India*. Boasting the second-largest circulation of news magazines in India and the recipient of many coveted national and global journalism awards, Outlook India diversified by publishing a series of travel guide books including *Outlook Traveller Getaways*, *Weekend Breaks*, and *Insight Guides*.

Outlook India will launch *Popular Science* in January 2009, with an eye to further expanding its portfolio with additional publications.

CHALLENGE

Headquartered in New Delhi, with offices in Bangalore, Chennai, Hyderabad, Kolkatta, and Mumbai, Outlook India has a staff of 250 in New Delhi and another 100 colleagues scattered around the nation. The company required a robust and secure network, but their legacy Linux-based firewall was very basic, offering no unified threat management (UTM) features, and their in-house VPN mail server was unstable – flooding email boxes and crashing servers with spam, dangerous viruses, spyware, and malware.

With the help of the company's network consultant, Versatile Infosecurity Pvt Ltd, Outlook India set out to evaluate options for a stable and secure network for its distributed workforce. Versatile Infosecurity escorted Outlook India to an existing customer's site for a WatchGuard® demonstration, showcasing effective security, effortless installation and configuration, as well as ease of use and management – all at an affordable price. After a short test period, Outlook India made the decision to deploy WatchGuard's network security system to filter incoming and outgoing data, prevent spam, and counter known and unknown malicious threats.

WATCHGUARD® SOLUTION

A stable VPN connection, allowing trouble-free access and management, had become vital for fast-growing Outlook India as it raced to meet editorial deadlines in the competitive publications world. Versatile Infosecurity installed Firebox® X Core™ e-Series appliances at the company's headquarters in New Delhi and its Mumbai office. In addition, the consultants deployed Firebox® X Edge e-Series systems at Outlook India's other two New Delhi offices.

“Each WatchGuard VPN firewall came equipped with robust UTM features, combining numerous security functions into one appliance, with excellent monitoring and reporting features,” explained Sudhir Sharma, Director Technical, Versatile Infosecurity. “WatchGuard's integrated deep application inspection, anti-spyware, anti-spam, anti-virus, URL filtering, and intrusion prevention features offer comprehensive protection to maximize performance for Outlook India's operations and provide undisputed reliability.”

BENEFITS

Outlook India is extremely satisfied with their WatchGuard UTM security solution, with its intelligent layered security, advanced networking and traffic-management capabilities, and simplified network configurability and administration. The approach of unifying multiple security features onto a single hardware platform, while reducing the time and cost associated with managing multiple point solutions, delivered exceptional value and performance.

Installed in under one hour, the network is so intuitive and easy to manage that it only takes two IT managers to implement, monitor, and update all the company's policies – which can be done at the office or remotely. This reduced complexity and centralized management system has ensured a low total cost of ownership for Outlook India. No longer consumed with defending the network from worms, bots, trojans, and other web-based exploits, Outlook India has been free to focus on increasing the company's competitive position.

“Thanks to our valued channel partner, Versatile Infosecurity, we are delighted to have a high-profile market leader such as Outlook India as a customer,” said Sunil Sapra, WatchGuard country manager, India. “Spam, virus outbreaks, and other malevolent security threats present a costly problem for businesses in India today, resulting in lost productivity and measurable economic impact. Outlook India, expecting to receive a positive return on investment in less than a year, is already planning to extend its network security across the rest of its offices.”

“The installation of the Firebox X appliances freed up a lot of network bandwidth, increasing our productivity levels by a whopping 60 to 70 percent,” says Sanjay Narang, Head of IT for Outlook India Group. “The WatchGuard solution has been extremely effective in meeting our network security requirements, and provides a sound platform that can scale to meet our evolving needs. We’ve already recommended WatchGuard solutions to three companies with problems similar to ours since efficient and reliable network security products for SMEs are difficult to come by,” he concluded.

For more information about WatchGuard security solutions, visit us at www.watchguard.com, or contact your reseller.

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ABOUT WATCHGUARD

Since 1996, WatchGuard Technologies has provided reliable, easy to manage security appliances to hundreds of thousands of businesses worldwide. Our Firebox X family of unified threat management (UTM) solutions provides the best combination of strong, reliable, multi-layered security with the best ease of use in its class. Our newest product line – the WatchGuard SSL – makes secure remote access easy and affordable, regardless of the size of your network. All products are backed by LiveSecurity® Service, a ground-breaking support and maintenance program. WatchGuard is a privately owned company, headquartered in Seattle, Washington, with offices throughout North America, Europe, Asia Pacific, and Latin America. For more information, please visit www.watchguard.com.

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