

Customer Success Story



Oranta National Joint Stock Insurance Company

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Background

Continuously operating since 1921, Oranta stands as the largest insurer in the Ukraine. An extremely diverse company, Oranta offers insurance for everything from cars to personal liability, marine and construction risk, and even millions of acres of agricultural crops in what was once known as “The Breadbasket of the Soviet Union.” The company serves over seven million corporate and individual policy holders from a network of 676 offices across the Ukraine.

The Challenge

Operating within an industry driven by the collection and analysis of massive amounts of sensitive personal data, Oranta faces the regulatory and security pressures typical of a large insurer.

“As an insurance company, our customers are our most important asset,” said Viktor Girman, head of Oranta’s Department of Legal Support Division. Not to mention, the industry is one of the most attractive to attackers. “Protection of our business processes, minimizing the possibility of external attacks, and ensuring a centralized control of data flow are just a few of the daily pressures we face.”

Governed by strict international standards as well as the company’s own internal security policies, Oranta’s IT department was struggling to find a way to control the use of USB devices and external devices, as well as preventing malware from spreading through overlapping endpoint channels.

“The impact of these problems was significant, which is why we started a wide search to find a

solution that would solve these issues for us” said Girman. “The main features we were looking for were centralized management, data shadowing, and embedded encryption.”

With over 10,000 users spread across hundreds of branch offices, the company’s size and geographic reach exacerbated the problem, as did the challenge of maintaining security within an Eastern European nation. “Oranta is a big company and, along with internal standards, we have to meet international standards like ISO 2700X,” Girman said. With so many offices, simplicity was key, as even a sizeable IT staff would not easily be able to keep a consistent level of security across Oranta.

“What we needed was a single platform rather than multiple products from multiple vendors.”

Solution and Benefits

After carefully considering the offerings on the Ukrainian market that would conform to Oranta’s strict requirements, Oranta chose *Lumension*® Application Control and *Lumension*® Device Control to support its security initiatives.

“We chose Lumension because it was so agile and it was easy to implement multiple services,” Girman said.

Girman believes that the Lumension endpoint security solutions have met one of his chief objectives: centralized control. The capability has helped streamline several processes and made the life of the company’s IT staff a lot easier.

“The possibility of installing one client and accessing different functions with just a few clicks, without wasting time on deploying additional clients, was a strong selling point,” he said. “The most important and significant benefit is the possibility to assign policies, view statistics, and carry out upgrades in one administrative console.”

In fact, Oranta began seeing measurable benefits from its Lumension deployment even before buying. Girman reports the firm saw a reduction of threats during the evaluation process.

“With Lumension, we were able to see which devices are constantly connected, what type and volume of information is moving in the company, and which employees were abusing it.”

Though the company can't share its numbers, Girman reports that metrics recorded by the firm show the number of unique devices abused by users has dropped, along with the volume of malware and data leakage incidents. Not only has Lumension helped improve these measurables, it has given Oranta better visibility into these statistics through its centralized dashboard.

“Thanks to Lumension, we can record user activity such as precisely how much removable media has been used on our network and how much data has been accessed,” said Girman. “These statistics have helped our management pay more attention to information security.” Meanwhile, the reduction of incidents has lifted a weight from the shoulders of IT staff.

“There has been a reduction of the burden on our IT staff when it comes to malware incidents,” he said. “Our employees spend less time recovering damaged systems and can now devote more time to other important duties.”

While addressing dangers is critical, the price tag for that piece of mind is still a consideration. For any company, especially one focused on costs and benefits, value is a significant factor. “The cost of maintenance renewal is significantly lower than Lumension's competitors,” said Girman. “I can certainly speak to improved visibility, security, scalability, compliance, and a general reduction in operational expense.”

Currently, Lumension is deployed on 500 nodes on the Oranta network. But early success has the company planning for a full deployment soon. “We certainly appreciate Lumension's advanced features and the seamless compatibility that comes from well-designed architectural features,” Girman said. “Our next step is to deploy Lumension across the entire company in all of our regions, including our more remote offices.”



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