



# Leading Property Developer Secures Business and Customer Data Across Multiple Locations with Sophos

Shriram Properties is a leading residential real estate development company in South India, and a part of the Shriram Group. Commencing its operations in Bengaluru in 2000, the company has expanded its presence to other major cities including Chennai, Coimbatore and Vishakhapatnam. It has also extended its presence in Kolkata, West Bengal. With 700 employees working across these distributed locations, these employees and the company resources they are using need to be protected against advanced cyber threats. The company wanted to bolster its defenses with cutting-edge security solutions that work together to address threats from a growing attack surface. Their search led them to Sophos

## CUSTOMER-AT-A-GLANCE



**Shriram Properties**

**Industry**  
Real Estate

**Sophos Solutions**

Sophos Central Intercept X Advanced  
Sophos Firewall (multiple appliances)

*“With hundreds of employees and counting, coupled with offices spread across different locations, we had no illusions about the challenges involved with protecting customer and business data. We realized that point products were not going to cut it for us, and we needed a single-vendor approach, with security products that worked together to deliver end-to-end security across all our locations, networks and endpoints. Sophos ticked all the right boxes.”*

Hariharan Subramanian, Vice President, Information Technology

## Challenges

- › Managing different cybersecurity products from multiple network and endpoint vendors
- › Correlating and analysing security incidents flagged by different cybersecurity solutions and was turning into a time-consuming and error-prone activity
- › Inconsistent and limited visibility and reporting into network activities and all IT assets on the network
- › Rigid on-premise endpoint security solution that did not have the flexibility or ability to evolve to protect against expanding attack surface

## What are the security challenges that drive an organization to reconsider its cybersecurity ecosystem?

A legacy approach to securing an IT ecosystem offers diminishing returns. For Shriram Properties this approach was defined using different point products from different vendors for different security needs. Over time, this resulted in management issues and difficulty consolidating reporting from the disparate security solutions and lack of insight into the performance of the security solutions and the network. The company's distributed locations also led to a diverse network environment and its existing on-prem endpoint solution was finding difficult to adapt this diverse framework. The IT team decided to move to a

more integrated approach towards network and endpoint security where both solutions integrated with one another to strengthen the cybersecurity environment.

“We wanted to overhaul our existing security framework to make it more cutting-edge, scalable and easier to control. Automated incident response was on our radar as were better endpoint features to give us more control over web usage, traffic, apps and peripherals,” says Mr Subramanian, Vice President, Information Technology. . The IT team wanted to keep an eye on network activities through detailed logs and reports to track suspicious activities, traffic, and monitor network performance. It also wanted to reduce downtime and speeding up incident response capabilities.

Mr Subramanian was aware of advanced attacks like ransomware that were just waiting to strike the IT defences of Shriram Properties. Therefore, it



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**Hariharan Subramanian, Vice President, Information Technology**

needed to strengthen these defences with next-gen cybersecurity products that could be managed from a single central console.

## How does an organization serious about improving its cybersecurity footprint across locations, chose the right vendor?

The hunt for the right cybersecurity vendor begins with getting a clearer understanding of the threat landscape and the kind of security that delivers protection that evolves to keep ahead of threats.

The IT team at Shriram Properties conducted a thorough needs-based search for the right vendor, and finally chose Sophos for its reputation and experience and expertise in endpoint and

network security.. It worked with a Sophos reseller, which sized their requirements, mapped the right solutions and ensured seamless deployment.

## From network to endpoint, how does powerful cybersecurity protect the organization?

With Sophos Firewall, Shriram Properties benefits from Xstream architecture protecting its network from the latest threats and speeding up software-as-a-service, SD-WAN and cloud application traffic. High performance deep packet inspection, including next-gen IPS, web protection and app control, prevents the latest ransomware and breaches.

Sophos Firewall also protects against advanced threats through instant bot identification facilitated by intelligent firewall policies, traffic

light style indicators and more. The IT Team can now implement user identity-based policies and conduct unique user risk analysis to regain control of their users. Also, two-factor authentication ensures secure access to corporate resources for remote users .

Sophos Central Intercept X Advanced provides Shriram Properties' endpoints the power of deep learning AI that detects and blocks never seen before malware; its anti-ransomware capabilities detect and block all malicious encryption processes used by criminals in ransomware attacks. The IT team has peace mind because it knows that even encrypted files will be rolled back to a safe state..

Intercept X stops the techniques used through the attack chain, to secure Shriram Properties from file-less attacks and zero-day exploits. An unfortunate result of exponential growth is a growing attack surface, and Mr Subramanian is assured that this

doesn't become a problem because his team can now control the apps and devices that run in their environment and take proactive steps to block malicious website and potentially unwanted apps, before they reach users or devices.

Sophos Firewall and Intercept X work better together with Sophos synchronized security approach, where data is shared and compromised devices are isolated automatically, while cleanup is performed.

The team also benefits from Sophos Central, a single-pane-of-glass that helps manage the entire firewall portfolio and Intercept X across distributed locations.

## What are the benefits of investing in advanced security?

"Purely from the compliance perspective, Sophos synchronized security, with Sophos Firewall and Sophos Intercept X Advanced help us meet various industry standards and compliance including ISO/IEC 27001. The two feature-rich solutions bring together a host of security capabilities that ensure adherence to even most demanding of compliance requirements," says Mr Subramanian.

The switch to Sophos from its legacy security solutions has delivered great return on investment (ROI). Synchronized security complements Shriram

Properties' security resources and automated incident responses frees up the IT team to focus on other critical tasks. Centralized security management through Sophos Central has slashed day-to-day overhead and frees up more time for other IT related services.

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Coupled with next-gen endpoint capabilities, threats to servers and endpoints have seen 90-99% reduction, which means the security ROI has increased by almost 50%, as a result of lower downtime of critical systems. The efficiency of Sophos solutions has led to more than 50% of man-hours saved which were previously spent responding to security incidents or data recovery or device cleanup.

"We recommend Sophos products and the Sophos synchronized security cybersecurity system to any organization that wants its security ecosystem to seamlessly to deliver future-proofed capabilities and immense security ROI," concluded Mr Subramanian.

Learn more about  
Sophos Firewall today.  
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