



Central control, local management



Manufacturing & Distribution

- Porto, Portugal
- Global packaging and manufacturing
- Kaspersky Endpoint Security for Business Advanced

“This has exceeded our expectations as we now have far more than we originally anticipated – we’re very happy with the result.”

Nuno Silva,
Infrastructure Senior Administrator,
Colep

Colep, a RAR Group, company, is a leading global player in the consumer goods packaging and contract manufacturing industries.

With a turnover of €466 million, Colep employs about 3,200 people in Portugal, Brazil, Germany, Mexico, Poland, Spain, the United Arab Emirates and the United Kingdom. As part of ACOA – the Alliance of Colep & One Asia, Colep offers customers a global supply network.

The RAR Group, one of Portugal's leading business groups, comprises a portfolio of diversified businesses in the areas of packaging, food, real estate and services.

Challenge

Colep has enjoyed half a century of sustained growth and has built a global reputation as an agile, innovative and streamlined global operation.

It is a highly diverse business with manufacturing plants, sales offices, joint venture operations and supply chains on four continents, and its customers include some of the world's biggest consumer brands.

To continue its impressive growth, maintain its preeminence in its markets and deliver great service, it is vital that the company has robust IT and telecoms security arrangements. This enables its people to stay connected and productive with colleagues and customers, and to keep valuable documents and data safe in a highly competitive marketplace.



Secure

Damaging attacks prevention;
Business continuity ensured



Control

One corporate solution with
management by local teams



Performance

Employee connectivity, productivity
and flexibility enhanced



Mobile

Key mobile employees' essential
devices protected

This is especially important as senior executives and key employees are highly mobile, travelling extensively across borders and time zones, working flexibly and remotely on laptops, tablets and other devices.

In 2015 Colep decided to move to a new supplier of endpoint security software. But while it wanted to continue to have central control of a single solution, it also wanted to decentralize day-to-day maintenance to the territories in which it operates.

This would empower local IT teams and technicians to take responsibility for security management and enable local requirements, vulnerabilities and circumstances to be catered for.

The Kaspersky Lab solution

When Colep's Infrastructure Senior Administrator, Nuno Silva, began discussing the company's requirements with Kaspersky Lab, it was with the intention of simply replacing its existing endpoint security software.

But with the assistance of Kaspersky Lab's extensive proof of concept involving key business functions and Portuguese partner GONKSYS, Colep secured a comprehensive endpoint management platform – Kaspersky Endpoint Security for Business Advanced.

"This was the key to our selection of Kaspersky Lab," explained Nuno Silva. "Instead of just new security software we were getting a full endpoint management package with additional features that we could see immediately would be very valuable to us in the future – but we just didn't realize that they were available to us in one platform."

€466M

Annual turnover

3,200

Employees

50

Years of growth



GONKSYS is a System Integrator, delivering IT services and solutions in 4 strategic areas: Data Center, Networking, Security and Unified Communications, supported by human resources with extensive experience in the field of information technology and communication.

It is a Kaspersky Gold Partner due to the recognition for selling Kaspersky Lab solutions, meeting revenue targets, delivering top customer services and showing technical skills.

For more information visit www.gonksys.com

"The proof of concept enabled us to test some of the features, which was successful and convinced us that we had found the right solution for Colep's international operations.

"Installation was complex, with some issues which needed solving of course, which is normal with security software! But with good teamwork we were able to carry out some fine tuning to accomplish our needs, all of the challenges had simple solutions and we stayed on schedule. Now the configuration is working well.

"All of our territories have taken control of the solution with local technicians in place in-house, providing local services for Colep employees in each country. We are now protecting 1,300 endpoints and the Kaspersky Lab technology is ensuring that our people can work normally wherever they are in the world."

Exceeding expectations

"This has exceeded our expectations as we now have far more than we originally anticipated. We developed a strong relationship with Kaspersky Lab and GONKSYS to achieve this result. We have been trained to ensure that we make the most of the solution and everything was accomplished smoothly and successfully – we're very happy with the result.

"We were confident about the outcome from the first time we spoke to a Kaspersky Lab Corporate Account Manager, which led onto the contact with GONKSYS, who are very experienced providers of the Kaspersky Lab technology.

"In addition we have a three-year maintenance contract with the GONKSYS team to ensure the solution works smoothly and effectively. Over time I am sure that we will take full advantage of all of the features of the Kaspersky Lab platform as our business continues to grow."



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