



2020

Calia & Kaspersky: comfort and excellence in total safety

kaspersky BRING ON
THE FUTURE

Kaspersky Endpoint Security for Business provides the best security, ensuring Calia Italia can focus on its core business: excellent furnishings, found in homes worldwide.

Calia Italia's beautifully designed and expertly built furniture has been guaranteeing the comfort of its customers for 55 years.



Retail

- Retail sale of high-end furniture
- Operational headquarters in Matera, Italy
- Uses Kaspersky Endpoint Security for Business Advanced

Founded in 1965 in the ancient city of Matera, in southern Italy, Calia Italia is now an iconic furniture brand, with a worldwide reputation for quality and distinctive style.

Fully owned and managed by the Calia family, the company plays an important role in the region's local economy, society and culture. It provides around 1,500 direct and indirect jobs in its headquarters, factories, supply chain and in its €19 million state-of-the-art warehouse, from where its furniture is exported to 90 countries.

Challenge

Although its roots, inspiration, headquarters and production facilities are all in southern Italy, Calia Italia is a truly international business, constantly developing new furniture ranges and supplying thousands of its products to stores around the world.

It is renowned as an innovator and style setter and for the cutting-edge work of its research, development and design teams, appreciated by furniture retailers and their customers.

Protecting the business' valuable data and that of its staff, suppliers and international partners is of paramount importance for Calia Italia. The company has grown rapidly in recent years and has built a strong reputation for the professionalism of its operations and business relationships.

Its executives travel extensively too, visiting partners, customers and suppliers and so Calia Italia's IT ecosystem needs to perform consistently well to ensure secure mobile working using a range of digital devices for instant, reliable 24/7 communication.

When Chief Information Officer Ezio Baratta spotted a significant increase in cyberattacks, he immediately moved to strengthen Calia Italia's IT security profile. "We have been a target for many attacks and intrusion attempts, mostly automatic via botnets," Ezio explains. "In fact, I would say that over the past three years the attack rate has doubled.

"We know how important cyber security is. We need to protect the data that gives us our competitive advantage – about our products, our business and our people – both here in Matera and for everyone working remotely and on the move.

"Although we had cyber security solutions in place already, they were not integrated or centralized so I was keen to explore how we could improve our security profile."

"From the beginning the Kaspersky product has worked extremely well. It was so easy to deploy, it's a product that ensures a quick return on investment (ROI) and we've had no complaints from anyone about slow performance or interference."

Ezio Baratta, Chief Information Officer, Calia Italia

COMUNICA.LIVE
INNOVIAMO LE TELECOMUNICAZIONI DELLA TUA IMPRESA

Comunica.Live develops advanced communication services through software and proprietary operating methods that allow the optimization of multiple aspects of corporate telecommunications.

Website: <https://comunica.live/>



1965

the Calia Italia story begins

256

direct employees (1,500 jobs supported by related activities)

90

countries supplied

Solution

Calia Italia was supported in its search for the best solution for its needs by trusted local Italian partner Comunica.Live, with offices in Potenza and Bari.

“During our selection process for security products we analyzed lots of options,” explains Ezio Baratta. “In addition to the need for excellent security we wanted a solution that would do its job efficiently in the background, without interfering with our work or affecting the smooth running of our applications.”

“Comunica.Live’s help was instrumental in the selection process. Together, we shortlisted three potential solutions before choosing Kaspersky Endpoint Security for Business Advanced, which had the best combination of features, performance and price.”

Kaspersky security experts spent time with Calia Italia and Comunica.Live to gain a detailed understanding of the business’ requirements and to demonstrate the suitability of the solution and its capabilities in a comprehensive proof of concept process. Kaspersky’s close collaboration with Comunica.Live had a crucial role in the success of this engagement.

Calia Italia bought endpoint protection licenses and, within just one week, had deployed the solution on 200 PCs, 60 smartphones and 30 tablets.

Constant monitoring

Ezio Baratta says: “From the beginning the Kaspersky product has worked extremely well. It was so easy to deploy, it’s a product that ensures a quick return on investment (ROI) and we’ve had no complaints from anyone about slow performance or interference.”

“The software can identify safe applications from dangerous ones and with the management console we can control its use, enable updates and new releases and see how it is performing centrally. We think this alone is saving our IT team about 200 hours a year.”



Secure

Keeping all commercial and personal data safe



Flexible

Maintained by using the flexible management console



Mobile

Works on any device ensuring secure 24/7 communications



High ROI

The solution ensures a quick return on investment and saves IT staff 200 hours a year

"It's also very important psychologically for our IT team to know that Kaspersky, with its global experts, is constantly identifying new malicious behaviors on endpoints across the globe and protecting us from attack with multiple engines, including Adoptive Anomaly Control. So our people can work normally and are unaffected by cybercriminals.

"Finally, with cyberattacks likely to grow in the future, we feel confident that we can increase our defenses whenever we need to by adding further products and services from the Kaspersky portfolio."

Cyber Threats News: www.securelist.com
IT Security News: business.kaspersky.com
IT Security for SMB: kaspersky.com/business
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