

KEEPING IMPERIAL AUTO IN POLE POSITION





IMPERIAL AUTO HAS THE LARGEST NETWORK OF VEHICLE DEALERSHIPS IN SOUTH AFRICA, REPRESENTING ALL OF THE COUNTRY'S MAJOR AUTOMOTIVE BRANDS.



Automotive

- Established in 1947
- Headquartered in Johannesburg, South Africa
- Using Kaspersky Endpoint Security for Business Advanced

From humble beginnings with a single car dealership opened in Johannesburg in 1947, the Imperial Group is a hugely successful international logistics, automotive and financial services business, employing more than 50,000 people worldwide.

Challenge

When Imperial Auto established a dedicated IT department to manage the technology requirements of its growing domestic dealership network in South Africa, new Divisional IT Manager Mark Terblanche faced a range of significant IT security challenges.

As the network had expanded over the years, Imperial Auto had inherited many different antivirus software solutions, suppliers and contracts. "There were so many antivirus solutions out there, purchased at local level and, frankly, they were not being used or managed very well at all," said Mark Terblanche.

"This was allowing security breaches, and creating operational problems and inefficiencies and we knew something needed to be done.

"We are not trying to dictate every detail of how a dealership operates, that would be wrong, but there are some fundamental systems and processes around which it is essential to have a robust, consistent approach.

"So, in IT security terms, this means the dealership management system, endpoint, email and WAN must be effectively protected and controlled."

With vast quantities of confidential customer details and commercially valuable and sensitive corporate data contained within Imperial Auto's systems, solid and reliable IT security measures are both legal requirements and critical to business success.

"If we were to have a major IT problem that closed one of our average sized dealerships, our losses, in one day alone would be very significant, not to mention the associated damage to our reputation," said Mark Terblanche.

"Naturally that is something that we want to avoid at all costs and why it was essential that we found a world class IT security solution."

The Kaspersky Lab Solution

After a detailed review of the marketplace and the independent analysis of Gartner, Imperial Auto selected Kaspersky Endpoint Security for Business Advanced – with its technical excellence supported by DataTegra. This local Platinum status Kaspersky Lab partner is a specialist IT security solutions and service provider. It has been named the number one Enterprise Partner of the Year in Africa with Kaspersky Lab for two years running and is the first security specialist in South Africa to reach this milestone.

"It was a perfect combination really," recalls Mark Terblanche, who has been with the company for almost 10 years. "Kaspersky came out tops in all of the technical comparison tests and we have excellent local support when we need assistance.

"Now, looking back four years on, we have only had two successful virus attacks – and those were on machines that had not installed Kaspersky Lab software – which is a pretty remarkable result over a long time frame, so we have great confidence that we have a very strong solution.

"If we were to have a major IT problem that closed one of our average sized dealerships, our losses would be substantial, not to mention the associated damage to our reputation."

Mark Terblanche, Divisional IT Manager, Imperial Auto



SECURE

Encryption on laptops and other endpoints keeps confidential customer data safe



CONTROL

Central console "simple to use": many things, including constant scanning of software for vulnerabilities, are happening automatically



SUPPORT

Trusted local partner provides expertise and peace of mind

4,500

Employees

126

Dealerships

Supporting growth and business success

"We review performance on an annual basis and have renewed our arrangements with Kaspersky Lab each year. We now have 3,200 endpoint licences for our users, and our servers in our virtual environment are protected by Kaspersky Lab too.

"In addition, the encryption element of the Kaspersky Lab platform is a big factor for us as it gives us an added layer of protection for the huge volumes of confidential data.

"And monitoring and controlling everything is so simple with the central management console. Of course so many things are happening automatically, such as the constant scanning for vulnerabilities, but the console enables us to step in and take swift action when we need to – or help colleagues by establishing specific rules to help them with a particular issue or project.

"I mentioned earlier about the scale of the potential financial and reputational damage that can result from losing just one dealership for a single day.

"The fact that Kaspersky Lab has helped to prevent events like these happening, across 126 dealerships, geographically spread all over the country, over an extended period of time, tells me that they have played an important role in the recent growth and success of our business."

Kaspersky Lab Partners

DataTegra is a specialist IT security solutions and service provider and a Platinum level Kaspersky Lab partner. It has been named Enterprise Partner of the Year in Africa for two years running; the first security specialist in South Africa to reach this milestone. Platinum is the highest status awarded to Kaspersky Lab partners, recognising those organisations who are committed to selling Kaspersky Lab solutions, who meet their revenue targets, deliver top customer service, and show leading technical abilities.

For more information visit www.datategra.co.za



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