

PASSION FUELS GROWTH FOR LKQ CORPORATION





LKQ IS A FORTUNE 500 BUSINESS AND NORTH AMERICA'S LARGEST SUPPLIER OF A HUGE RANGE OF ALTERNATIVE REPLACEMENT COMPONENTS FOR VEHICLE REPAIRS.



Automotive

- *Established in 1998*
- *Headquartered in Chicago, USA*
- *23,000 employees worldwide*
- *Annual revenues exceed \$6.7 billion*
- *Using Kaspersky Endpoint Security for Business and Kaspersky Security for Virtualization*

It also specializes in recycled and remanufactured parts such as engines and transmissions and is a leader in aftermarket equipment and accessories that enhance the performance and value of vehicles. The alternative automotive market – providing non-original manufacturer components – is worth more than \$300 billion a year in the United States alone.

LKQ operates more than 570 outlets in the US and Canada, more than 250 in the UK and dozens more in mainland Europe, Mexico, Taiwan and India.

Challenge

Founded less than 20 years ago, the rapid growth of LKQ is a remarkable American business success story. In a highly fragmented market, LKQ has made more than 200 major acquisitions, quickly becoming a dominant player in the United States and Canada, and increasingly in Europe too.

Managing the protection of its corporate and customer data is Director of IT Security and Governance, David Matthewman, based at LKQ's IT center in Nashville, Tennessee.

"The thing that really impressed me about Kaspersky Lab was the passion behind the product. You could see that they were very excited not only about their product but also the endpoint protect market as a whole."

**David Matthewman, Director of IT Security and Governance,
LKQ Corporation**

"We are a fast-growing, highly distributed organization with hundreds of locations around the world – and as the business grows, so does the scale of our IT security challenge.

"In recent years we had been having many issues with our IT security product. It was failing to detect things that we felt it should be detecting, and the process of seeking support and action to put things right felt very cumbersome and quite unresponsive.

"When the security application was running on our virtual servers or web servers, our teams would consistently complain that performance was affected and we would have to turn off our endpoint protection, which naturally caused concerns, especially on internet-facing machines. And their technology did not seem up to the task of moving to an efficient, virtualized environment.

"All in all, this was very distracting and disruptive, we were burning way too many calories just keeping the solution deployed, just getting it to work, which made it difficult for us to be proactive in supporting the growth of the business. In the end it became essential that we made a change."

Kaspersky Lab Solution

Late in 2014 Matthewman and his colleagues began the search for a partner with the technology, scope and scale to deliver a global IT security solution.

An initial look at the Gartner Magic Quadrant introduced LKQ to Kaspersky Lab. "When we looked at who the top players in the market were, Kaspersky Lab was in the top right hand quadrant, which is no small achievement for a relatively new player in the North American market. So naturally we added Kaspersky Lab to our list of potential candidates.

"As we went through the Proof of Concept process, one by one candidates fell by the wayside and Kaspersky Lab consistently came out on top.



SECURE

*Excellent detection
rates realized*



CONTROL

*One team member
oversees entire
global network*

24/7

*Peace of mind from
dedicated experts*

"They were best for detection and prevention and we liked their simplified approach to licensing – one license supports multiple platforms including mobiles. Their unique virtualization security technology also allowed us to update our virtual solution without having to carry out a reboot each time. We have upwards of 1,000 servers running on our virtual host and rebooting 1,000 servers is a real task! Being able to avoid that was a big win for us."

Passionate about the product

"Working with Kaspersky Lab we were able to develop a deployment strategy within three or four hours and their update package was very slim compared to competitors. And we liked their product suite, in particular its range of features such as vulnerability management, endpoint encryption, application white listing and email/web protection which we could select individually. Other candidates were trying to sell us their entire suite, when our main focus was endpoint," continues Matthewman.

"Kaspersky Lab put forward a competitive bid and we also selected their premium Platinum Support package which gives us a dedicated account team that we know, who knows us and drives solutions for us.

"Having decided to move forward with Kaspersky Lab, we gave them a real 'rip and replace' challenge – we've got 23,000 people after all – but by the second week of February 2015 we were 95% done and it was all working very well. It was a real pleasure to find out that what Kaspersky Lab told us was going to happen, actually happened – it runs and it's there, we're getting excellent detection rates and we feel protected.

"After the initial deployment to the corporate office our confidence was bolstered that selecting Kaspersky Endpoint Security for Business was indeed the correct one. This conclusion was reached in short order after the scan results showed numerous malicious files had been detected and remediated on machines that were reported as clean by the previous product. Especially concerning was the fact that these machines included high level personnel with elevated and privileged credentials.

"We have freed up resources that had previously been dedicated to hand holding our previous solution. Now one person is running the management console and controlling the security of our entire global network.

"We have deployed 15,000 endpoint licenses and mobile device management for all of our corporate users – and we're now able to be much more proactive in our security focus, looking forward rather than back over our shoulder."



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KASPERSKY[®]

Kaspersky Lab HQ

39A/3 Leningradskoe Shosse
Moscow, 125212
info@kaspersky.com
www.kaspersky.com

**For more information about Kaspersky products and services
contact your account rep or visit www.kaspersky.com**

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