



Banca Popolare
di Sondrio



Banca Popolare di Sondrio, a story of innovation and security

kaspersky BRING ON
THE FUTURE

Established in 1871, Banca Popolare di Sondrio is one of Italy's oldest cooperative banks and is considered a leader in technological innovation



Public sector

- Sondrio, Italy
- Established in 1871
- Kaspersky Endpoint Security for Business Advanced / Kaspersky Private Security Network

Technological innovation has been a distinctive factor in Banca Popolare di Sondrio's 140-year history.

Since the 1990s, which saw the development of a customer service center that placed the organization at the cutting edge of the Italian banking landscape, Banca Popolare di Sondrio has always sought the most advanced technological solutions, both for the management of day-to-day activities, and providing services to customers and security.

Challenge

Innovation has been a distinctive factor in the history of Banca Popolare di Sondrio (BPS), in relation to both services for customers and security. In 1993 the bank developed a customer service center, employing over 200 members of staff and placing the organization at the cutting edge of the Italian banking landscape.

"We see innovation as an opportunity that drives experimentation. It is in the bank's DNA and this approach is something that is also shared by IT," explains Piergiorgio Spagnolatti, Head of Infrastructure at Banca Popolare di Sondrio.

"Our choices are not based on market shares. Instead, we use criteria linked to the specific characteristics of our organization and to the stringent tests we carry out to assess the performance of the solutions and how they would integrate with our existing systems.

"We also value a vendor's capacity for innovation: we ask ourselves how well a given solution will survive over time, not just if it will satisfy our immediate requirements. More generally, we always try to find out how prepared the supplier is for the future, and if it has a roadmap."

This attitude, which is deeply embedded in the history of the Lombardy-based institution, also led to the collaboration with Kaspersky Lab, which was established at a time when the company felt that its cybersecurity performance was not up to standard.

"In 2012 we were dissatisfied with the IT security solutions we had in place. The roadmap was inadequate, the software was outdated and, most importantly, we didn't feel that our supplier could ensure a sufficient degree of innovation," adds Spagnolatti.

"Kaspersky Lab is in full agreement with our philosophical approach to security. Rather than simply patching up a problem, we are both interested in identifying an issue within an ecosystem to provide an organic response."

Piergiorgio Spagnolatti
Head of Infrastructure
Banca Popolare di Sondrio



Secure

Effective in identifying attempted attacks



Control

Simple solutions that facilitate accelerated learning



Performance

Lightweight solutions with very limited impact on IT performance

In the short term, the bank looked for a partner that was capable of ensuring effective protection against attacks, ease of management and a low impact on endpoint performance.

“The initial phase of our relationship with Kaspersky Lab involved several thousands of devices, including desktops, laptops and smartphones. We were impressed with the freshness of the solution, especially as it eradicated the issue of complexity of use that other vendors claimed was unavoidable.”

Once the urgent issue of endpoints had been resolved, Banca Popolare di Sondrio decided to look to the future and try out other Kaspersky Lab solutions. It began with email, and then the data centers, which house 99% of the virtualized server inventory.

“We liked the idea of introducing security solutions across the board and, in this case, we also had confirmation of a precise roadmap which came at the right time to satisfy our requirements,” says Spagnolatti.

A new phase

Six years after the first meeting, Banca Popolare di Sondrio has activated more than 11,000 Kaspersky Lab licenses relating to endpoints, email and servers. “Kaspersky Lab is in full agreement with our philosophical approach to security. Rather than simply patching up a problem, we are both interested in identifying an issue within an ecosystem to provide an organic response,” adds Spagnolatti. It is not surprising therefore, that this partnership continues to grow, looking toward the future, specifically to cover targeted attacks and advanced threats.

2,600

employees

330

branches

2

data centers

Indeed, in 2017 Banca Popolare di Sondrio completed what it describes as 'the most in-depth market analysis we have ever conducted'. The aim was to identify a supplier capable of helping the organization defend itself better against advanced threats and those specifically directed at the bank's systems. The chosen product was Kaspersky Anti Targeted Attack Platform.

"We observed the solution's extremely high level of efficacy. There was also the added benefit that the solution integrates with the other Kaspersky Lab components we already had in place. Indeed, in this context, success was determined by coverage that analyzes internet traffic, email, DNS and endpoints. Seeing how this new solution interfaced with others helped us reach our final decision," concludes Spagnolatti.

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