

# Marchesini Group retools for optimal cybersecurity protection

Italian packaging systems manufacturer eliminates security breaches, reduces security administration time, and dramatically decreases false positives



Marchesini Group S.P.A. designs, manufactures, and installs packaging systems and components for pharmaceutical, food, cosmetic, and generic industries. Marchesini Group markets its products via offices and partners in 68 countries.

## THE CHALLENGE

When Marchesini Group, a packaging systems manufacturer in Italy activated the latest security features of Trend Micro OfficeScan, hundreds of false positives flooded the environment and users were blocked from certain applications. Since it was difficult to unfreeze the blocks, the IT team deactivated some of the security features, an outcome that also was unacceptable.

To move beyond these challenges, IT evaluated cybersecurity solutions from Sophos, Trend Micro, and Bitdefender and decided to replace Trend Micro with Bitdefender GravityZone Business Security Enterprise.

Maurizio Bertasi, IT Manager, Marchesini Group, says, "During our proof of concept, we were impressed with the advanced security features of GravityZone Business Security Enterprise. For example, GravityZone offered a control to block CryptoLocker, something we had not been able to do before. The Bitdefender team also was responsive and showed us how to easily whitelist any applications that were targeted as false positives."

## THE SOLUTION

Marchesini Group uses Bitdefender GravityZone to protect 1,800 Microsoft Windows workstations, Microsoft Windows servers, and VMware vSphere virtual servers.

In addition, Marchesini Group uses GravityZone Sandbox Analyzer, an endpoint-integrated sandbox to analyze suspicious files, detonate payloads and report malicious intent to administrators. The firm also uses GravityZone HyperDetect, a next-generation security layer that provides tunable machine learning with advanced heuristics and anti-exploit techniques.

With GravityZone Full-Disk Encryption, Marchesini Group has automated management of encryption keys to prevent unauthorized access to laptops even if they are lost or stolen. Applications running in Marchesini Group's environment protected by Bitdefender include Microsoft SQL Server, Microsoft Exchange, Oracle, and PTC Creo.

### Industry

Packaging Systems

### Headquarters

Pianoro, Italy

### Employees

1,600 (IT staff, 15)

### Results

- Security breaches eliminated since installation three years ago
- Number of security-related trouble calls per week decreased
- Zero false positives in last year compared to hundreds per week previously
- 20-30 percent less time devoted to security administration tasks

## THE RESULTS

Since installing GravityZone, IT spends less time on security management while increasing protection of Marchesini Group's data assets.

"GravityZone has been a positive experience in every way," explains Bertasi. "It's been easy to implement and deploy. We have activated the more advanced features without any disruption. In addition, the lightweight footprint of GravityZone has reduced resource usage, which makes our endpoints run faster."

Since GravityZone was installed three years ago, Bertasi reports that there have not been any breaches, data theft, or other security-related disruptions. In addition, the average number of security-related trouble calls per week decreased dramatically.

Bertasi notes, "Because GravityZone has protected our environment so well and automated manual tasks, we spend about 20-30 percent less time on security administration. We have gone from hundreds of false positives weekly to not having a single false positive in a year."

The multiple security layers offered by GravityZone, such as machine learning and rich behavioral data, have helped IT analyze and learn from incidents. GravityZone's probe scanning for vulnerabilities alerted IT to an attempt to hack passwords, which was prevented.

IT has installed GravityZone Full-Disk Encryption on approximately 400 notebook computers, which are used primarily by sales and service professionals who travel often. GravityZone Full-Disk Encryption helps Marchesini Group comply with the European Union General Data Protection Regulation (GDPR), a law that imposes stiff fines when companies experience privacy or data breaches.

"With GravityZone Full-Disk Encryption, we protect our data even if our notebooks are stolen and we avoid high GDPR fines," says Bertasi. "We have also reduced the time we spend managing encryption keys now that the process is automated and centralized."

Bertasi reflects, "Bitdefender offers a full spectrum of integrated security solutions that we can implement as our security requirements evolve. For example, we recently added EDR and we are evaluating network security as yet another layer of protection."

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Maurizio Bertasi, IT Manager,  
Marchesini Group

### Bitdefender Footprint

- GravityZone Business Security Enterprise
- GravityZone Cloud Management Console
- GravityZone Full-Disk Encryption
- Bitdefender Endpoint Detection & Response

### IT Environment

- Microsoft Exchange
- Microsoft SQL Sever
- Oracle
- PTC Creo
- VMware vSphere

### Operating Systems

- Microsoft Windows