

*"With Guardicore Centra you get all the visibility you want and sometimes more."*

Martijn Lohmeijer, Head of Infrastructure at Staples Solutions



## INDUSTRY

Retail/eCommerce



## MAIN USE CASES

- ◆ Preventing Lateral Movement
- ◆ Adopting Cloud Securely
- ◆ Simplifying and Accelerating Compliance
- ◆ Faster Innovation



## FEATURES USED

- ◆ Visibility
- ◆ Application Dependency Mapping
- ◆ Segmentation Policies
- ◆ Threat Detection and Response

# Staples Solutions Selects Guardicore for New Hybrid Data Center Security Approach



## The Customer

Staples Solutions is a leading provider of office and breakroom supplies in Europe. Operating in more than 15 European countries, they both maintain consumer retail storefronts and deliver B2B workplace products, services, and solutions to meet the diverse needs of mid-size and enterprise organizations.

## The Challenge

### Strong Need for a Future-Ready Segmentation Approach

Staples Solutions decided to insource more of their data center services and self-host their eCommerce platforms, all while simultaneously deploying workloads into Microsoft Azure Cloud. Yet they knew they were also taking on the responsibility of ensuring security, stability, and performance. Tight segmentation, done once and done right, across their entire heterogeneous premises and cloud environment, was essential to their IT security strategy moving forward.

The infrastructure team at Staples Solutions began to look for a way to approach segmentation that would improve their security posture and help them meet their organizational security and compliance requirements. These included adhering to mandates such as GDP and their own internal security control framework.

Additionally, with plans to adopt new cloud services on the horizon, they needed to create an integrated design that would be scalable and easy to manage, as well as consistently enforce policies across hybrid environments.

The need for a new segmentation approach also provided an opportunity to remove a significant bottleneck plaguing their development team, which had moved to embrace agile methodology.

**Martijn Lohmeijer**, Head of Infrastructure at Staples Solutions, explains,

*“Our previous standard firewall policy had a five-day SLA for change requests. If you’re a developer working on a one week sprint and you’re waiting five days for a firewall to be opened up, that doesn’t align.”*

## Selecting a Solution Finding the Value of an Agent-Based Approach

Ultimately, Staples Solutions looked at four vendors. The evaluation process was led by their infrastructure team, which aligned closely with security and development to ensure all groups benefited from the new approach.

At first, Staples Solutions looked at two potential offers from their existing vendors. Ultimately, however, they ruled out both of them due to the products’ inability to scale to the cloud and the requirement that Staples Solutions commit to specific virtual or hardware platforms.

The infrastructure team also examined another dedicated segmentation solution, which offered an agentless approach. However, this solution did not meet their needs in key ways. Without an agent directly on the machine, process-level visibility was limited, and the administration was complicated by the need to manage various OS sets from IT tables.

“We wanted the solution to act the same across different operating systems,” said Martijn. When they eventually undertook a proof-of-concept (POC) study of Guardicore Centra, the infrastructure team at Staples Solutions discovered that Centra met their requirements.

The new platform would enable them to visualize and secure both on-premises and cloud workloads quickly and easily once, from a single management console.

## The Solution Guardicore Centra

Guardicore Centra began delivering value immediately during the POC period. The solution provided visibility into the existing data center traffic flows. It also helped throughout the planning stages of Staples Solutions’ data center migration.

Additionally, because Centra takes a software-overlay approach to segmentation, it required no commitments to specific hardware or virtual platforms.

With Guardicore, policies could be created in a few clicks and enforced consistently across all workloads.

## The Benefits Visualizing and Securing Applications from the Data Center to the Cloud

**Visibility:** “With Guardicore Centra, you get all the visibility you want and sometimes more,” said Martijn.

After deploying the data collectors, Staples Solutions was able to automatically build a detailed map of their environment with human-readable labels. This gave their teams deep insight and context within their environment. Even today, teams continue to use the generated maps as references during strategic discussions.

**Application Dependency Mapping:** Staples Solutions used Guardicore Centra’s ability to identify application dependencies. It enabled them to move and configure their complex applications during the data center migration process without disrupting production. This capability also helped them identify communications that could introduce risk or be affected by future policy changes.

**Segmentation Policies:** The ability to manage segmentation and micro-segmentation from a single solution meant the infrastructure team could easily isolate specific assets in any part of their hybrid infrastructure.

This approach reduced risk and helped Staples Solutions meet technical compliance requirements that called for segmentation.

Additionally, for applications onboarded on Centra, the correct policies are automatically applied to a server, enabling the development teams to use agile methodology.

Guardicore immediately applied the correct policies to a server, enabling the agile method the development team leverages.

**Threat Detection & Response:** The security team at Staples Solutions benefited from the additional intelligence and historical data they received from Centra when triaging suspicious incidents. Their SOC has also begun to make use of Guardicore's Threat Intelligence feed.

This feature empowered them to monitor malicious IPs and domains to detect with high efficacy possible bad actors in the Staples Solutions' environment.

As the infrastructure team brings more data center services in-house and development continues to innovate, the IT organization depends on Guardicore Centra to manage segmentation and micro-segmentation in a unified way across data center, cloud, and hybrid cloud infrastructure. Today, Staples Solutions has the assurance that their teams can quickly scale and extend workload protection wherever it is needed, as both their business and IT needs evolve.

**Want to learn more about Guardicore Centra?**  
Visit [www.guardicore.com](http://www.guardicore.com) today.

## About Guardicore

Guardicore is an innovator in data center and cloud security that protects your organization's core assets using flexible, quickly deployed, and easy to understand micro-segmentation controls. Our solutions provide a simpler, faster way to guarantee persistent and consistent security for any application, in any IT environment. [www.guardicore.com](http://www.guardicore.com)