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David E. Stennett,
Sr. Infrastructure Engineer,
The HoneyBaked Ham Company



INDUSTRY

Food retailer



ENVIRONMENT

- ◆ On-premises data center
- ◆ Legacy firewalls



PRIMARY USE CASES

- ◆ Protect critical applications
- ◆ East-west traffic visibility
- ◆ Mitigate lateral movement
- ◆ Map dependencies
- ◆ Comply with PCI-DSS



BENEFITS

- ◆ Reduced upfront costs 50%
- ◆ Secured 45 applications in six weeks
- ◆ Reduced total project cost by 85%
- ◆ Zero system downtime
- ◆ No infrastructure changes
- ◆ Improved security and compliance posture

CASE STUDY: Food Retailer



HoneyBaked Ham Simplifies Segmentation and Controls Access To Critical Applications With Guardicore



The Customer

The HoneyBaked Ham Company is a leading American food producer and retailer, providing high quality products for families nationwide since 1957.

The Challenge

Addressing Security Gaps

HoneyBaked Ham needed to improve the security posture of 45 critical applications that access sensitive customer information. The organization wanted to prevent unauthorized access to these systems and take more proactive steps to minimize the impact of potential breach incidents. Simultaneously, it was important that new protective measures not disrupt key business workflows.

PCI-DSS Compliance

HoneyBaked Ham is also subject to PCI-DSS compliance, which mandates (among other things) isolating specific assets storing, processing, or transmitting cardholder data. The company needed a segmentation approach that would ensure its compliance, reduce its risk levels, and protect its brand reputation if breached by preventing lateral movement of bad actors.

Environmental Factors

The business needed to secure a mix of application servers and SQL databases running on both bare-metal server clusters and VMware virtual machines. Isolating individual applications in this heterogeneous environment using traditional techniques would require a substantial investment in new firewall appliances, as well as require many months of work.

Selecting a Solution

Firewall Failure

Initially, the business attempted segmentation with legacy firewalls. Unfortunately, the legacy firewalls fell short in terms of visibility and insight into activity in the environment, including communication flows between servers and applications.

“With traditional tools, segmentation is extremely difficult,” notes David E. Stennett, Senior Infrastructure Engineer on the security team at the HoneyBaked Ham Company. *“How do you even organize what you’re going to divide into different segments? How do you know what needs to go with what, what’s talking with what, or if it needs other things talking to it?”*

The firewalls also did not provide adequate security controls or the granular segmentation that HoneyBaked Ham needed. Moreover, the organization wanted a solution that offered threat detection and response capabilities to stop unauthorized activity, and this was not in the scope of what the legacy firewalls provided.

Cost and Time Losses

Another major factor in the organization’s change of approach was the fact that the legacy firewalls were expensive and required too much downtime to implement. In addition the implementation process would consume three full-time resources.

“The cost of using traditional firewalls was going to be outrageous and the time was going to be more than the business wanted us to commit to,” says Stennett.

In fact, the company’s effort to secure its applications was completely stalled by an untenable \$1 million total price tag, two-year timeline, and downtime requirements.

Micro-segmentation Saves the Day

InterDev, a Guardicore partner, introduced Guardicore Centra’s micro-segmentation solution to HoneyBaked Ham as an alternative to physical segmentation.

HoneyBaked Ham deployed Centra software agents both on-prem and in the cloud. The granular visibility and application dependency mapping Guardicore Centra provided quickly showed how HoneyBaked Ham’s applications communicated with other IT assets at the process level. The team was then able to use this data to map application dependencies and create software-defined boundaries around the business’ most sensitive applications.

“I get real visibility and can actually see who’s connecting to what applications and servers,” said Stennett. *“I have better and more control to segment, AND it’s cheaper? This is a no brainer.”*

Guardicore Centra Benefits

Huge Cost Reduction

With Guardicore Centra, HoneyBaked Ham was delighted to reduce upfront costs by 50% by avoiding new firewall appliance purchases. HoneyBaked Ham estimated that using software-based segmentation instead of legacy firewall appliances reduced the total cost of their application security initiative by 85%, from over \$1 million to less than \$160,000.

Ease of Use

The simplicity of a software-based segmentation approach made it possible for one security architect to complete the entire segmentation project in a mere six weeks without any application downtime, a significant change from the previously estimated two years with the firewall approach.

Since Guardicore Centra doesn't require hardware and is independent from the underlying infrastructure, it was simple to manage. HoneyBaked Ham easily developed and deployed policies that crossed all environments, on and off premises.

As Stennett says, *"With Guardicore, I can see all that traffic in one place. I can see all my rules in one place. I can manage everything from one place."*

Massive Time Savings

"With Guardicore, we were not only able to secure 45 applications without interruption in just six weeks, we also got a more agile, cost-effective, and secure solution than our legacy firewall provider," says Stennett.

Ultimately, HoneyBaked Ham was able to accelerate implementation timeline by over 15x — without system downtime, infrastructure changes, or business disruption.

Protection and Compliance

The ability to create and enforce segmentation policies at the process-level significantly improved HoneyBaked Ham's security posture, as well as ability to meet PCI-DSS technical requirements.

HoneyBaked Ham also utilizes Guardicore's robust threat detection and hunting capabilities, strengthening its security posture across the board.

"What I've been most impressed with is the information I can get out of the system. I can see all the traffic," says Stennett. *"I can see all blocked traffic if I want to. I can see traffic that's unusual. I can see traffic that's trying to go between two locations where it shouldn't, so I can pick up potential outbreaks just from things that aren't succeeding, instead of having to wait until they succeed and then trying to figure out where they started."*

Confidence in Security Success

All in all, the stakeholders across HoneyBaked Ham are very happy with the revamped security program. Stennett feels confident that they will be able to keep risk at a minimum and easily manage policy changes moving forward.

"Our cross-traffic exposure is hugely reduced, IT management is ecstatic, and our Board of Directors is amazed," concludes Stennett. *"With Guardicore Centra in place, I sleep much better at night. MUCH better. It's made a world of difference in our environment."*

Protect your assets with Guardicore Centra:
www.guardicore.com

About Guardicore

Guardicore is the segmentation company disrupting the legacy firewall market. Our software-only approach is decoupled from the physical network, providing a faster alternative to firewalls. Built for the agile enterprise, Guardicore offers greater security and visibility in the cloud, data-center, and endpoint. For more information, visit www.guardicore.com or follow us on Twitter or LinkedIn.