

## Fertilizantes Fosfatados S.A. (Fosfertil)



Providing Secure IT Environment for Brazil's Largest Manufacturer of Fertilizer Also Helps Grow Healthy Savings, Thanks to Symantec

**Fertilizantes Fosfatados S.A. (Fosfertil) turned to Symantec security solutions for comprehensive threat management, including control of spam. The solutions have eliminated disruption from malicious code, reduced spam by 95 percent, and are providing employees with 7,200 employee hours of additional productivity per year.**

### Challenge

The Brazilian agricultural sector has had a healthy period of outstanding growth due in part to manufacturers of fertilizer chemicals such as Fosfertil. But it is also subject to swings in the economy due to fluctuations in exchange rates, which has pinched profits for the export giant in the recent past.

Acutely aware that security gaps can be costly, Fosfertil has not been one to cut back on security measures, but it has reined in costs. Led by IT Architecture and Support Coordinator Daniel Martins-Vaz, the security team, which consists of 2 full-time employees, has not grown in size even though the company has acquired multiple tiers of security protection since 2003. Says Martins-Vaz, "To meet budgetary challenges, we've been keen to have security solutions that demand less administration and fewer people centered on the task of making those solutions work."

Fosfertil is also alert to a security threat that has come about because of the company's growing reliance on third-party contractors. "Currently there are 80 contractors who work on laptops that plug into our network," says Martins-Vaz. "We have to be vigilant that these workers are secure and do not introduce viruses into our systems."

### Solution

Fosfertil is keeping costs under control with a multi-tier security solution from Symantec. For antivirus protection, Martins-Vaz searched for a product providing a single administration point from which he could check whether access points were updated and protected. The company evaluated three solutions and chose Symantec AntiVirus™ Corporate Edition. "Symantec's solution is much simpler to manage and doesn't demand investments in extras such as a dedicated server and more administrators," says Martins-Vaz.

For security on laptops, Fosfertil chose Symantec™ Client Security, which enables Fosfertil to maintain control of client systems, minimize productivity disruptions, and enhance client security. "Symantec Client Security provides us with antivirus, antispyware, client firewall, and intrusion prevention," says Martins-Vaz. "That's everything we need, and since we installed Symantec AntiVirus and Client Security we haven't had a single incident of disruptions due to malware since 2003."

**"Symantec is 100 percent effective. I wouldn't know what to do without it."**

**Daniel Martins-Vaz**  
IT Architecture and Support  
Coordinator  
Fosfertil

### ORGANIZATION PROFILE

Fosfertil ([www.fosfertil.com.br](http://www.fosfertil.com.br)) is a supplier of raw materials for the fertilizer industry, inputs for chemical companies, and logistics services. It runs its own mines, processing facilities, and logistics terminals and has 2,700 directly hired employees.

### INDUSTRY

Manufacturing

### SOLUTION

Comprehensive Threat Management

Eliminating spam saves Fosfertil 7,200 employee hours per year while centralized security management shaves administrative costs to help IT achieve budget goals.

To help rein in costs, Fosfertil has migrated to the Symantec™ Gateway Security 5640 appliance. The company has two appliances arrayed in active-passive mode for redundancy. “Symantec Gateway Security is easy to administer, and it costs less than competitors,” says Martins-Vaz. The company is currently evaluating the SSL-VPN provided by Symantec Gateway Security and is attracted to the agentless connection. “We’ve had experience with agent-based VPN being blocked from connecting with some networks,” says Martins-Vaz. “The Symantec product won’t do that.”

To stop inbound and outbound email-borne threats from negatively impacting productivity and compromising security, Symantec™ Mail Security appliance with the Symantec Premium AntiSpam™ subscription service rounds out the security solution at Fosfertil. “We evaluated Symantec Mail Security against a competitor and found it much easier to administer and manage,” says Martins-Vaz. “It’s practically automatic.”

### Results

With centralized security management minimizing administrative overhead, Fosfertil enjoys the ability to remotely update security software for all users, keeping costs down. The Symantec Mail Security appliance blocks 3,500 infected emails per month. Incident-free, the company has reclaimed 7,200 employee hours per year in added productivity due to the 95 percent elimination of spam, a gain which is worth R\$ 233,000 (US\$ 116,500) in time. Martins-Vaz says there are no reports of false positives. “Symantec is 100 percent effective,” he says. “I wouldn’t know what to do without it.”

**“We evaluated Symantec Mail Security against Barracuda and found it much easier to administer and manage. It’s practically automatic.”**

**Daniel Martins-Vaz**

IT Architecture and Support Coordinator  
Fosfertil

## SOLUTION AT A GLANCE

### Key Challenges

- Provide comprehensive threat management
- Reduce costs
- Minimize administrative overhead for security systems
- Reclaim lost productivity due to spam
- Secure systems against viruses from laptops

### Solution

Comprehensive and proactive protection against malware with spam filtering, intrusion detection and mail security

### Symantec Products

- Symantec AntiVirus™ Corporate Edition
- Symantec™ Client Security
- Symantec™ Gateway Security 5640
- Symantec™ Mail Security
- Symantec Premium AntiSpam™

### Symantec Services:

Symantec Platinum Technical Support

### Business Results

- Centralized security management eliminates need to increase security staff
- Ability to remotely update security software for all users saves IT staff time
- No disruptions from malicious code since 2003
- 3,500 infected emails blocked per month
- Secure operations of 80 laptop users prevents viruses from entering systems
- 95% elimination of spam helps company reclaim R\$ 233,000 (US\$ 116,500)/year in lost productivity
- No false positives