WINS *at a glance*

Fujitsu & Symantec deploy Data Center Security at Banco Sabadell in Spain to protect their critical banking IT environment and to comply with Spanish PCI-DSS regulations

Banco Sabadell is Spain's fourth largest private banking group, which is comprised of different banks, brands, subsidiaries and part-owned companies covering all areas of the financial business sector under a common denominator: professional performance and quality. The company operates through 2.310 branches in Spain and in some international locations. Their 17.529 employees (end of 2014) use the most modern, up-to-date technological and commercial resources.

Business Challenges and Fujitsu's & Symantec's Role
Financial institutes and banks such as Banco Sabadell have to comply with the Payment Card Industry Data Security Standard (PCI-DSS). This describes as set of requirements designed to ensure that companies who process, store or transmit credit card information maintain a secure environment. For Banco Sabadell security plays a critical role - not just for complying with regulation and standards but also in achieving customer satisfaction and trust.
So the bank reached out to Fujitsu and Symantec as already established business partners to address the challenges of securing their banking IT environment. Fujitsu is already maintaining all the ATM devices of Banco Sabadell in Spain. Symantec and Fujitsu now were additionally tasked with the design, implementation and integration of a security solution to monitor, notify, prevent and protect sensitive information against any ransomware attacks. The aim was to quantify risk reduction at the ATM infrastructure, decreasing user risk and assist in building a mature and secure ATM business framework.

About this Win

Customer:
Banco Sabadell, Spain

Industry:
Finance and Banking

Symantec Solutions and Services:
Data Center Security: Server Advanced (DCS:SA) for:
* ATM devices (~5.000 licenses)
* VDI Citrix XenApp (~1.000 licenses)
* VMware servers
Business Critical Services (BCS)

Important Security benefits:
* Visibility and control of critical ATM processes
* Demonstration of due diligence to internal and external regulators that technical and business controls are in place
* Threat Protection and Risk Reduction
* Potential to integrate the Symantec technology with other banking devices and tools in the future to allow Banco Sabadell a more holistic risk profile of the IT environment and ATM control processes

Deal size:
Initial revenue was about $150K; Annual new business (subscription model) grows by about 100%

Joint Solution
Fujitsu & Symantec brought in a lot of value in form of methodology expertise and experience gained at similar joint projects with peer customers. A key strategic differentiator was the creation of a UNIQUE PLATFORM to provide the same security framework for physical servers, virtual environments such as VDI, and ATM banking systems with Symantec Data Center Security: Server Advanced (DCS:SA).
This solution secures, hardens, and monitors the compliance posture of physical and virtual servers, for on-premise, public, and private cloud data centers. DCS:SA helps Banco Sabadell to better visualize risk visibility and reduce risk for their 5.000 ATM systems in Spain. The Alliance team additionally offered Business Critical Services (BCS) in order to guarantee strong Service Level Agreements in support situations. BCS ensures that the Return-of-Investment is being delivered more rapidly.

Why Symantec & Fujitsu?
- Brilliant executive relationship and very successful Proof-of-Concept onsite
- Fujitsu is already an existing sell-through partner for security services
- Well respected Symantec security strategy and technology
- Both alliance teams in Spain were working well together in exploring innovative ideas to differentiate. They increased the approach of Advanced Threat Protection as a solution for various server environments in vertical segments.

Lessons Learned / Benefits Gained
- Fujitsu has invested in enablement, building technical skills and best practices which they can now monetize in their financial customer segment.
- It is very important to work with powerful system integrators such as our GSI partner Fujitsu in Spain to enhance the DCS:SA product and offer special service functionality to comply with the Spanish PCI-DSS regulations.

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