



# Real-time visibility becomes a reality for prominent FMCG player **Ruchi Soya.**

The Ruchi Group is regarded as a pioneer in the Indian FMCG industry. It started its operations in 1972 and by 1986, when it became a Public Limited Company, it had clinched its position as market leader. The company sells a range of soya products – soya chunks, soy protein, soya milk, granules and soya flour. As one of India's largest manufacturers of edible oil, it also deals with palmolein, sunflower oil, vanaspati and bakery fats. The company is best known for its range of soya products under the brands Nutrela, Mahakosh Soyabean oil, Ruchi Gold Palmolein, and Sunrich sunflower oil.

## CUSTOMER-AT-A-GLANCE



**Soya Industries Ltd.**

**Ruchi Soya**

**Industry**

Agri-food FMCG

**Website**

[www.ruchisoya.com](http://www.ruchisoya.com)

**Number of Users**

1,000+

**Sophos Solutions**

Sophos XG Firewall 102

Sophos XG Firewall 105

Sophos XG Firewall 115

Sophos XG Firewall 210

Sophos XG Firewall 230

Sophos Access Points

*'Since the company began using the Sophos XG Firewall as its primary firewall, it has not suffered a single cybersecurity attack.'*

Yateendra Chaturvedi  
CIO  
Ruchi Soya Industries Limited

## Challenges

- › Lack of real-time visibility into the network, consisting of diverse branches across various locations
- › Inability to manage bandwidth effectively for different levels of users
- › Difficulty with authenticating internal, wireless, and guest users securely

## Can better technology impact business operations?

With more than 20 manufacturing plants, 126 depots, 6,500 distributors, and 4,000 employees, and serving over 11.5 lakh retail outlets, Ruchi Soya is no stranger to technology or the complexities thereof. Given its massive scale of operations, the company needed a solution that would do much more than protect it during a crisis. It needed a product that would equip it with real-time information, averting crises before they ever happened.

Says Yateendra Chaturvedi, chief information officer, Ruchi Soya Industries Limited: "We were losing many manhours managing users and firefighting supposed threats. We wanted to be able to provide uninterrupted connectivity across our branches, but we

had very little control over how the internet was being used across the organization. Our legacy solution did not effectively track internet usage of individual users. The lack of control was risky, but there was little we could do."

Often, concurrent usage by several thousands of employees meant that bandwidth was not available for critical tasks.

"We wanted to limit bandwidth for certain users and functions, so that it could be made more effective for other functions that required higher bandwidth," says Chaturvedi. "This meant that we needed to be able to apply rules to control usage and bandwidth for different work profiles."

The company also struggled with providing secure Wi-Fi access to users. It wanted to enable guest users to easily plug in and out of the network without having to deal



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with complex internal protocol. This meant that authentication, while being foolproof, had to be simple and intuitive too.

## What made Sophos the final word in network protection?

"We initiated technical discussions with several UTM and firewall vendors," says Chaturvedi. "After several rounds of evaluations, we finally decided to implement Sophos XG Firewall, as it met the unique business requirements and challenges of our distributed environment. Not only was it engineered to address our major challenges, but also pre-emptly deal with those concerns."

Ruchi Soya began implementation by installing four firewalls. Since then, it has completely

phased out of their legacy solution. Today, the company has more than 20 UTM and/or firewalls and 40 wireless access points across its offices.

## How did the Sophos solution impact business?

"The anti-spam and antivirus at the gateway level has been a game changer," notes Chaturvedi. "It has boosted security and saved us many manhours of effort combating potential attacks. Since the company began using the Sophos XG Firewall as its primary firewall, it has not suffered a single cybersecurity attack."

The purpose-built secure web gateway appliance makes web protection simple, providing advanced protection against malware thereby optimizing performance. With unique features

in terms of antivirus scanning, as well as app and web filtering, Sophos provides instant insight into ongoing web activity across the network. By stopping malware in its tracks, it frees up IT staff from having to chase threats.

According to Chaturvedi, the filter application capabilities have also helped to dramatically improve productivity. With just a few additional clicks, Sophos empowers the company to enforce browsing quota times, while granular controls for social web applications allow companies to disable specific features.

Apart from managing usage, the company has also been able to allocate bandwidth depending on users and functions. The load balancing feature has helped the company further optimize performance.

CUSTOMER CASE STUDY **RUCHI SOYA**

we weren't managing these lease lines in any way," observes Chaturvedi. "Users were affected due to this ISP failure. Our business applications were also impacted. Since implementing Sophos, however, we have enjoyed seamless connectivity and users report 99.9% uptime."

Another unlooked-for benefit has been the deployment ready access points, which has helped the company extend Wi-Fi easily.

"Now wireless networks can be up and running in no time," says Chaturvedi. "We have a constantly evolving network across multiple sites, so this scalability allows us to upsize and downsize on the go."

It also allows guest users to easily plug in and out of the network. The two-factor authentication process makes W-iFi access more secure and helps bypass the need for complex internal protocol.

An intuitive, centralized dashboard provides Ruchi Soya with real-time information across the network and customized reports make it possible to make informed decisions.

"There's no doubt that managing IT security concerns has become a lot easier post Sophos," says Chaturvedi. "We look forward to implementing Sophos at our subsidiary companies and also hope to explore the Sophos Central range of products."

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Find out how Sophos can help protect your organization at [www.sophos.com/products](http://www.sophos.com/products)