FALKÖPING
KOMMUNEN

Company
Falköping
Municipality

Country
Sweden

Industry
Municipality/School

Solution
Panda Adaptive
Defense 360

Licenses
2,500

*"Panda is good!
Good product, good
contact. Panda
Adaptive Defense is
gold! "*

Glenn Sjögren.

Systems Engineer,
Falköping Municipality

Situation

Falköpings municipality has been a Panda client for 10 years.

Objectives & Evaluation

After all these years the recipe of what they would have wanted from the start has been launch: Execution protection

Benefits and Cost savings

Although not the cheapest solution, the alternative costs of getting infected by cryptolocker makes the choice easy

Situation

Ten years ago the Municipality of Falköping dealt with two different antivirus vendors; Norman for their schools and McAfee for the administration part. Glenn Sjögren, who was in charge of antivirus for schools then (now for both schools and administration) took the task to evaluate a new supplier out of McAfee, F-Secure, Sophos and Panda. The price was key since the functionality did not differ much, and the choice fell on Panda, also improving the management part of the console as Sjögren experienced it as much simpler than the previous solution.

The product Falköping Municipality then got was called Panda AdminSecure and it worked well, could be installed with the installation package in their Novell ZENworks and the day to day work was running smoothly although Sjögren remembers that he believed that the product was not really suited to large organizations such as theirs in all senses.

Several years later Panda launched the equivalent product in the cloud; Panda Cloud Office Protection (now Panda Endpoint Protection). The solution Sjögren percieved as too costly initially, he did not feel that they got more for their money. However, prices were adjusted and it was after another year time for the Municipality of Falköping to run a test. Also this time they used Novell ZENworks and it went "surprisingly well". It was a smooth installation

package, a very small client that downloads the modules it needs. "It was a boost since Panda came into the cloud," said Glenn Sjögren. It is secure, it is good, small and convenient and it is not noticeable, but still does its job. In addition, it is very good for such a distributed organization as Falköping Municipality with its 23 units to be able to centrally manage everything through the cloud, regardless of where the administrator or the user are located.

Solution

In the fall of 2014 Panda ran a road show in Jonkoping, where the new product Panda Adaptive Defense (then PAPS) briefly was presented. Sjögren reported his direct interest, as this was something he had sought for a long time. He had been disturbed by the fact that the virus always has the option to attack. And once attacked, the computer or server is infected. "To protect against execution makes all the difference. What was attempting to run is now found to be malignant and therefore does it not start, that fact is contributing to a security level that is significantly higher. This is the way it should have been from the beginning," says Sjögren. But better late than never!

The protection was initially only in Falköping Municipality servers when the price was still a major issue, and the protection is relatively expensive (albeit to Sjögren really see it as money well spent considering the opportunity cost of getting viruses). After a year they switched because it worked so well to protect all clients and servers.

Evaluation

Falköping Municipality has been a customer to Panda for 10 years, meaning that also has the support department has been contacted many times. Glenn Sjögren is very satisfied with their contacts; both our Swedish guys are very talented, nice and helping. When Sjogren discussed the views and suggestions for improvement of functionality for console and clients his account manager at Panda Fredrik Losman also set up a meeting with technical managers at the head quarters in Spain. These meetings have been constructive, and already a week later the new proposed functionality started to appear.

Falköping Municipality is a very satisfied customer and would not have stayed so long if they weren't. "Panda is good! Good product, good contact. Panda Adaptive Defense is gold! " says Glenn Sjögren. "Sure there are blockages occuring of applications that really are ok to be running on the basis that Panda Adaptive Defense 360 blocks what is unknown, but when I explain to colleagues or users what would be the alternative, everyone fully understands and feels that the blockage is okay."

Customer's Profile

With 22 schools and a management unit for other units the friendly municipality Falköping lies in southern Sweden. Here it is good to be alive! They have a vision of the Good Life, and they take life issues seriously.

They want to enhance the welfare and well-being for their local residents. Throughout the countryside is a magnificent scenery, a rich culture and other things that make the inhabitants feel good.

In the center of Falköping there are many exciting construction projects in the pipeline and transportation makes it easy to commute to and from Falköping.

FALKÖPING KOMMUNEN