



Customer Profile

PT Indomobil Sukses Internasional Tbk (Perseroan), a public company, focuses on vehicle retail, after-sales service and financing.

Industry

Transport

Challenges

- To simplify IT tasks and maintain productivity
- To protect systems against various malware, including viruses, worms and Trojans, as well as fend off efforts to steal data
- To have fast updates that respond quickly to the outbreak of local viruses
- To have local support

Kaspersky Lab Solution

Kaspersky® Open Space Security

Results

- Best TCO
- Quick installation – whole migration took only 14 days.
- Easy management – no need to hire additional personnel to maintain their computers

CASE STUDY | INDOMOBIL

INDOMOBIL GOES SECURE WITH KOSS

PT Indomobil Sukses Internasional Tbk (Perseroan), a public company, has long since been one of the leaders in Indonesia's automotive industry. It focuses on vehicle retail, after-sales service and financing. It is the distributor or sole agent for nine brands, including -- Audi, Hino, Nissan, Renault, Suzuki, Chery, Volkswagen, Volvo and Volvo Truck. It has sales offices, showrooms and workshops all over the country.

Security Challenge

Given the vast scope of its businesses, it is understandable that the entire group depends enormously on IT.

As it is an automotive group of companies, Indomobil has always sought ways to simplify their IT tasks and yet maintain productivity. One of the problems that their small IT division has very often been struggling with is security. They need to protect their systems against various malware, including viruses, worms and Trojans, as well as fend off efforts to steal their data.

The IT group, led by Mr. Josafat Moljono, has tried many of the top antivirus packages available on the market. They have learned the importance of constantly updated virus information as new threats emerge all the time. In most of the products that they have tried, the updates are not provided fast enough by the software vendors. "We have often fallen victim to viruses, especially local viruses, and the remedy only appeared a couple of days later," says Josafat. What they needed was a software vendor that responded quickly to the outbreak of local viruses. This requires the presence of local support.

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“We selected KOSS as we were confident we could rely on Kaspersky Lab’s timely updates”

Josafat Moljono
IT Group Leader

Solution

While comparing antivirus products, Josafat and his team found out that they were pretty similar to each other. However, they also noticed that Kaspersky Lab was a clear leader in providing protection against new viruses, including local ones. “Indonesia is one of the top ten countries in the world for virus production, so quick response times from the antivirus vendor is crucial to us. Our users are unforgiving when having trouble using their computers,” he added.

Based on their experience of Kaspersky Lab and on reviews that they read, Josafat and his team were convinced that Kaspersky Lab was the best choice for Indomobil. They decided to go with Kaspersky Open Space Security (KOSS) from Kaspersky Lab’s corporate product line. “We selected KOSS as we were confident we could rely on Kaspersky Lab’s timely updates,” comments Josafat. Indomobil started using Kaspersky Lab products in 2005.

Results

One positive feature of Kaspersky Lab’s products is that installation can be completed quickly. “It took us only two weeks to install the software in all the subsidiaries in the group,” said Josafat. Most of the computers at Indomobil were still running Microsoft® Windows™ XP.

By using KOSS, Indomobil did not have to hire additional personnel to maintain their computers. “Currently, because administration is so straightforward, we only have two people dedicated to maintaining security throughout our group,” explains Josafat. Had they chosen a different product, they would have had to increase the number of security support personnel.

Indomobil purchased the licenses from OPTIMA with the support of the OPTIMA Technical Team. Due to the Kaspersky Lab solution’s ease of deployment, the company’s two-man deployment team was able to successfully migrate the entire group from their existing AV program to Kaspersky Lab’s within 14 days.

However, most critical of all, KOSS helps protect Indomobil from emerging as well as existing viruses, spam and spyware with the best TCO.