



CASE STUDY (Globalscape)

Russia, Beer, And International Standards

Baltika, Breweries, Softline, and Globalscape Collaborate on a Joint Project to implement a safe file exchange system

File exchange is commonly overlooked as a business process that requires IT security oversight. But when an IT department oversees an enormous operation responsible for 70% of all vexport deliveries of Russia's number one beer to more than 75 countries worldwide, the security stakes grow high. For Baltika Breweries, a premiere international brewery in Russia, the volume of information transferred between employees and exterior counterparts, and the need to manage and protect the flow of data, took center stage in a joint effort to implement a state of the art file transfer system.

Baltika Breweries is one of the largest manufacturers of consumer goods in Russia and has enjoyed a majority share of the Russian beer market since 1996. It operates 10 factories in Russia as part of the Carlsberg Group and provides beer production of world class quality. The company's brands have garnered more than 600 Russian and international awards and Baltika has been selected as the official beer supplier to the Sochi 2014 Olympic Winter Games. The success of Baltika has also been mirrored in its IT department's quest for excellence.

Baltika's IT department has maintained a long standing relationship with Softline, an international application-oriented IT solutions provider, to mitigate the risk of data and malware attacks. Despite the success of the relationship, the teams jointly recognized the growing security threats facing businesses worldwide, which prompted the partners to reevaluate their approach to file transfer.

Both Baltika and Softline knew that as the company grew, its requirements for file exchange safety—specifically with regard to fail-safes, authentication procedures, use protocols, and software architecture—would begin to outgrow the systems in place. In reorienting their approach, the team needed a solution



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that would provide the highest level of security while allowing easy adherence to a myriad of international security standards relating to both IT compliance and export procedures.

“For a company as large as Baltika, we needed a solution of the highest level,” said Alexander Mosyagin, Senior Consultant in Softline’s information security department. “We needed a solution that provides high availability, fail-safety, support of a great number of data transmission protocols, reporting, and full integration with the available infrastructure.

“After considerable product analysis of the key stakeholders in the managed file transfer solutions market, Globalscape’s Enhanced File Transfer (EFT) solution was selected to help address Baltika’s evolving security requirements. Globalscape’s EFT met all of Baltika’s requirements: a comprehensive platform that was quick and intuitive to set-up, allowed easy automation of transfers, reduced points of failure and errors, and yielded a significant reduction in the time to set up transfers.

Globalscape’s EFT solution is unique in terms of its security approach. EFT has a DMZ Gateway which does not store or process any files, but instead sits outside the firewall while EFT remains within the firewall. Globalscape’s DMZ Gateway is a “middleman” to the internal network and allows data to remain secure because the data is always processed and stored within EFT behind the firewall. This is especially helpful for companies who need to remain PCI compliant or deal with highly sensitive data.

“It was important for us to implement a solution that would meet the requirements of an enterprise security policy, and at the same time would not complicate daily operations of users,” said Ivan Bredov, lead expert on system integration at Baltika Breweries. “Employees exchange data with a considerable number of counterparts and should be assured of the availability and safety of the file exchange service. Using Globalscape’s EFT we now have lowered risks of illegal access to our resources, simplified administration of service, and created additional possibilities for users.”

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