

Top European Bank Consolidates Endpoint Security, Information Security, and Network Security on Symantec



CUSTOMER VALUE:

- Savings from purchasing complete Symantec Endpoint, Information, and Network Security solutions
- Symantec hybrid capabilities sole customer needs
 - Consistent protection both on-premises and in the cloud
 - Customer able to migrate to the cloud on their own timeline
- Customer addresses required EU privacy regulations
- Concurrent Mainframe renewal with usage-based pricing

SOLUTIONS:

- Symantec Endpoint, Network, and Information Security PLAs
- 79 Integrated Secure Gateway devices (100% coverage)
- 3 dedicated Support Engineers; substantial Professional Services allocation



Mainframe renewal and a large internal customer project provided a chance for BSG to consolidate the bank's security portfolio and put their Mainframe installation on usage-based pricing.



BSG helped the customer simplify administration and cut costs by providing PLA pricing across Endpoint Security, Network Security and Information Security franchises.



Broadcom technical resources helped the bank solve complex architectural issues and assure successful deployment.



Broadcom advantages:

- Comprehensive security solutions provide consistent controls across on-premises and cloud deployments
- PLA pricing provides significant cost savings across Symantec franchises



Value to Client:

- Substantial savings from vendor consolidation
- Compliance with EU privacy regulations
- Customer can move from on-premises deployments to the cloud on their own timeline