



eScanTM

Anti-Virus & Content Security

Peninsula Land Case Study

Peninsula Land

PENINSULA LAND

About

Marching steadfast, building trust one brick after another, Peninsula is known for creating projects of international repute. With development of many landmark projects, and a huge line of projects in the pipeline, in less than a decade since their inception in 1997, they continue to bring real value and expertise to the real estate industry. They are known for their professional corporate management, international landmarks and value additions. Due to the varied nature of their projects, they possess thorough knowledge of key issues and challenges of developing properties. Peninsula's stronghold is visible in Western India - having established a solid footing in Mumbai, they are now spreading into other parts of India.

Their Accomplishments

Peninsula's properties are not just structures built on a piece of land; they are new-age architecture excelled to perfection. They have introduced new concepts such as "Shoppertainment" at Crossroads and recreational facilities at office complexes in the form of Club Peninsula. They have successfully developed cumulatively approximately 6.4 million square feet of real estate, saleable area aggregating to approximately 2.9mn square feet in under development and another 27 million square feet is said to be developed in the future. The weight of Peninsula brand precipitates effective marketing and sales to top-end customers in retail, commercial and residential segments.

They are among the top 100 companies in India and have been rated no. 84 by ET500 (March 2007)

Their Expertise

They are among the few to possess a skill set in developing all aspects of real estate. They are proud of their in-house expertise and capability in project management, developmental consultancy, sales, marketing and facility management. They have invaluable expertise in marketing and selling space to top-of-the-line retailers including retail outlets, entertainment and restaurants. Their commercial and business complexes have been sought by MNCs. The residential complexes offer a superior quality of living that is appreciated by senior executives.

Their Vision

To become the most trusted Real Estate Developer in India with leadership in market share, research and profits by:

- Building distinctive sales & marketing capabilities, project management, developmental consultancy, facility management
- Inculcating a high performance culture
- Being the partner of choice

Challenge

As a top of the line construction company, Peninsula Land keeps a lot of privilege and sensitive data. The current setup was complex and time consuming which basically consisted of integrating system infrastructure like groupware, server and an antivirus solution. Several loopholes were discovered where the whole system structure faced latency when it came to downloading updates, product support was a farcry and it had a weak outbreak management prevention system. Their current security suite also hogged memory and CPU making it slow and tedious to carry out daily tasks.

More than just an antivirus, the management were looking for a total security suite with

- A central administration utility for viewing, logging and updating all functional aspects
- Scalability where deployment over a large network would require less administrative overheads
- Virus outbreak protection
- Detection and notification system

“The biggest benefit of eScan Corporate for Peninsula Land was the fact that the product balanced out in terms of security and cost.”

Solution

eScan Corporate features a central management interface for managing, logging, alerting and configuring multiple connected computers over the network. Mr. Sandeep Sane says, "We wanted a solution where the aspect of managing multiple machines was centralized, scalable and easy to deploy. eScan Corporate gave us exactly what we wanted and with that we got a central administrated and updating solution. This allowed us to deploy or change policies remotely."

Outbreak management was more of a wish list than a requirement at that point in time. Peninsula Land realized that it would become more of a requirement in the near future. This is also considered as one of the best choices made as the development of rapid virus outbreaks have become more prominent as of now.

"The biggest benefit of eScan Corporate for Peninsula Land was the fact that the product balanced out in terms of security and cost. We were able to execute and deploy multiple solutions that were specifically designed to take care of nitty-gritty issues without taking a major hit in finances and complexity."

"We have realized an 80 percent decrease in issues with regard to malware outbreaks, which was considerably better than what we had estimated," said Mr. Sane. "Plus with eScan's Management Console, we have had real time visibility of all endpoints which allowed us to validate our IT infrastructure. Moreover we could monitor and obtain in-depth details on the processes running and the resources utilized by each running process."

Results

- ◆ Minimal Virus outbreaks resulting in better system performance and minimum downtimes
- ◆ Increase in production times
- ◆ Highly Effective Device Control preventing data losses
- ◆ Roaming users could now pull updates from eScan servers via the internet
- ◆ Efficient usage of office network bandwidth



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