



## Case Study

# Major LATAM Media Organization Up-Levels Perimeter Security with Hillstone's Security Solutions

Hillstone security solutions combine to provide in-depth threat protections, advanced capabilities and secure connectivity to cloud.



## Customer Profile

### Customer

El Universal

### Sector

Media

### Location

Mexico City, Mexico

### Size

El Universal is a major Media conglomerate with millions of monthly subscribers. Its media properties include daily and periodical print publications, as well as digital support through web and social media.

### Challenges

El Universal data centers span both private and public clouds. Their primary challenge is to modernize and augment perimeter security for their main, private data center, as well as secure connections to their public cloud data centers. With over a million subscribers, they also need to ensure secure access for their subscribers.

### Requirements

- Upgrade existing security infrastructure and add supplemental security measures as necessary
- Ensure the data integrity of critical intellectual property within their primary data center
- Secure web services and portals from malware and security breaches
- Provide secure connectivity to public cloud properties and services

### Result

Hillstone Networks security suite, consisting of NGFW and intrusion prevention and breach detection systems, deliver a 3-in-1 threat protection platform. In addition to security, the solution provides improved quality of service with fast access to web services, as well as reduced administrative overhead for their IT teams.



## The Challenge

### Expanding Security for a Diverse Media Ecosystem

Founded in 1916 as a daily newspaper, El Universal has grown to encompass newsletters, magazines, web sites and social media. As a news site, it has become one of the most important and leading newspapers in the nation, reaching an estimated 45 million readers per month across all its properties. It also serves as a lively and engaged discussion forum for a broad range of topics spanning politics, society and more.

News and information are the central business of El Universal. It's therefore critical to secure and protect the main data center, which is the repository for key information used in developing news and other articles. In addition, the very large reader base has access to mobile apps and public-facing web sites, including commenting and discussions. Protecting these assets against unauthorized use, misuse and hacking attempts is also a crucial need.

With the license for the main perimeter firewall soon to expire, the El Universal IT team began evaluating options to modernize their edge protections and up-level security for the main data center. The team conducted a head-to-head proof of concept between the existing firewall and Hillstone's next generation firewall (NGFW), coupled with its breach detection system (BDS), as well as its network intrusion prevention system (NIPS).

## The Solution

### A 3-in-1 Solution for Comprehensive Cybersecurity

The proof-of-concept testing highlighted the advanced functionalities and capabilities of the Hillstone NGFW, as well as how the Hillstone BDS and NIPS augment and interact with the firewall. It became clear to the El Universal IT team that the combined 3-in-1 Hillstone solution would not only replace the existing perimeter-level protections but complement and strengthen their architecture throughout – all at an attractive cost.

Hillstone's NGFW provide comprehensive and granular visibility into network traffic, with application awareness. Potential threats associated with high-risk applications can be quickly identified and prevented, while policy-based control over applications, users and user groups provides granular control. In addition, policies can guarantee bandwidth to business-critical applications, while unauthorized or potentially malicious applications can be restricted or blocked entirely.

Hillstone's NGFW include comprehensive network security capabilities and advanced firewall features, energy efficiency and wide-ranging threat prevention. In addition, Hillstone NGFWs offer VPN support for remote and mobile workers, as well as for cloud services.

The latter capability was especially attractive to the El Universal team since many of its web properties and other services are hosted in the cloud. The team found that the new VPN was far more efficient, which in turn improved the responsiveness of cloud-based web pages and sites.

Hillstone's BDS intelligently detects and mitigates advanced multi-layer, multi-stage network threats through machine learning (ML), advanced analytics and rules-based threat matching. This combination allows the system to continuously detect and counteract suspicious and anomalous activity within El Universal's infrastructure, providing comprehensive breach prevention. The BDS integrates with other solutions to provide complementary security measures; for example, it can enable NGFW configurations to block future attacks.



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to prevent attacks.

”

**Antonio Valle Lopez**  
IT Director for  
El Universal

Like Hillstone's NGFW, the Hillstone NIPS operates at the edge to provide advanced network intrusion detection and prevention. The NIPS solution analyzes, detects and blocks advanced threats in real-time across the corporate and data center networks. It provides an additional layer of intelligent, application-aware security that also works in tandem with Hillstone's NGFW to recognize and block new and zero-day threats.

The combined Hillstone solution has both expanded and strengthened El Universal's cyber defenses. Noted Antonio Valle Lopez, IT Director for El Universal, "Hillstone has provided us with a set of solutions that match our vision for cybersecurity, moving beyond simply protecting our assets to analyzing and understanding the threat landscape in order to prevent attacks."

In addition, the IT team found that the combined Hillstone solution resulted in an 80% reduction in management time and administrative services as opposed to the previous solution.

## The Conclusion

### Up-Leveled Cybersecurity for In-Depth Threat Prevention

For this large media consortium, Hillstone's 3-in-1 solution has addressed multiple challenges across its expansive private/public cloud infrastructure. Expanded visibility and control help defend against threats across a variety of use cases, and VPN capabilities protect connections to public cloud resources without unduly impacting web site performance.

Seamless integration between the Hillstone NGFW, BDS and NIPS allow near-instant adaptation to further strengthen protections, all while reducing management and maintenance overhead. For El Universal, Hillstone's 3-in-1 solution has proved to be headline worthy.



## About Hillstone Networks

Hillstone Networks is a leader in cybersecurity, delivering both depth and breadth of protection to companies of all sizes, from edge to cloud, and across any workload. Hillstone Networks' Integrative Cyber Security approach brings coverage, control, and consolidation to more than 26,000 enterprises worldwide.

For more information and to find your Integrative Cybersecurity solution, please visit [www.hillstonenet.com](http://www.hillstonenet.com).

### Learn more about Hillstone products mentioned in this case study

[Hillstone's Next Generation Firewall \(NGFW\) ⇒](#)

[Hillstone's Network Intrusion Prevention System \(NIPS\) ⇒](#)

[Hillstone's Breach Detection System \(BDS\) ⇒](#)



### Read about Hillstone solutions

[Cloud Workload Protection \(CWPP\) ⇒](#)

[Extended Detection & Response \(XDR\) ⇒](#)

[Zero-Trust Network Access \(ZTNA\) ⇒](#)

[Secure SD-WAN ⇒](#)

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[Network Detection & Response \(NDR\) ⇒](#)