

Overland Footwear Reduces Vulnerability Risks With Illumio

Managed service provider Advantage made deploying Illumio quick and easy for Overland's small IT team

Business Goals

Founded in 1948, family owned and operated retailer Overland Footwear prides itself on delivering top quality, craftsmanship, and design. In recent years, this has led them to a focus on sustainability and safety efforts that benefit both the planet and their customers.

As part of building a more sustainable business model, Overland swapped their traditional printed signage for digital signage, allowing them to save trees while centralizing pricing management. In the process, they also installed cameras in stores to further improve customer safety and employee training.

But Overland's IT team knew these new devices introduced new security risks. They wanted to be confident their systems were secure against potential breaches. That's when Das Goonatilaka, IT Manager at Overland, reached out to Steve Smith, Regional Executive at managed service provider Advantage, to get help with finding a solution that could reduce Overland's attack surface and ensure continued operations even during a breach.

Technology Challenges

Overland's security is up against the unique challenges of a retail environment. Anyone can walk up to a point-of-sale system and try to gain access when no one's looking, a problem that's amplified when staff share passwords to serve customers quickly. Overland also must consider the frequent changes to store staff where security training needs to be balanced with serving customers.



Industry: Retail

Challenge: Minimize risk by understanding traffic flows and limiting endpoint-to-server interactions

Solution: Illumio Core

Use cases:

- Vulnerability risk reduction
- Environmental separation
- Network visibility

Location: Auckland, New Zealand

Benefits:

- Complete visibility into endpoint-to-server interactions
- Reduces vulnerability risk and proactively prepares for breaches
- Simple, fast breach containment for a small security team



The reduction of risk is one of the biggest benefits that we got from Illumio. We have the peace of mind that all external third-party devices connected to the network are secure because of Illumio."

Das Goonatilaka
IT Manager
Overland Footwear

Goonatilaka recognized that connecting hundreds of third-party devices to the company's traditional flat network increased risk even more. But with a small team and limited budget, re-engineering the network to separate environments wasn't an option.

"Our IT team is quite lean, so we don't really have the resources internally to manage too many different systems and software," Goonatilaka explained.

Despite these challenges, Goonatilaka knew it was essential to find a fast, simple solution to help them secure operations and build cyber resilience at their 52 sites across New Zealand and Australia. They already had a trusted relationship with Advantage and sought help from Smith for guidance.

How Illumio Helped

Advantage made Overland's search for the right solution easy when Smith immediately suggested Illumio.

"We recommended Illumio as an affordable, quick-to-deploy solution," Smith said. "We were able to help Overland roll out Zero Trust Segmentation with Illumio very quickly."

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Advantage and Illumio make our lives a lot easier because we don't have to worry about security as much anymore.

Das Goonatilaka
IT Manager
Overland Footwear

Advantage helped Overland get started with end-to-end visibility into their network. "We didn't have any visibility into how workstations, endpoints, and servers were communicating," Goonatilaka explained. "When we started to see all the traffic flows in the Illumio Map, it was quite eye opening."

Using this insight, Overland's team decided on which traffic needed to be blocked or allowed. Advantage helped them quickly deploy Illumio, and it was up and running in Overland's network within just a few weeks. Illumio made the new endpoint devices effectively invisible to the rest of the network, ensuring that a breach couldn't spread to other critical assets. After testing their new policies for a month, Overland went live and have experienced no issues.

According to Goonatilaka, implementing Illumio has been a "no-brainer" for Overland: "Segmentation closes our security gaps. We no longer worry about a potential breach."

Goonatilaka credits Advantage's help and Illumio's ease of use with making the implementation possible. "The team at Advantage made it easy to get everything configured, and Illumio made it super seamless," he said.

Results & Benefits

- **End-to-end visibility:** Overland can see exactly how resources are communicating in their network and use this insight to adjust policies as needed.
- **Secure network and endpoints:** Overland has the peace of mind that potential breaches will be contained and isolated at their source, protecting critical assets and operational continuity.
- **Business enabler:** Partnering with Advantage and choosing Illumio meant Overland's small team can juggle competing priorities with ease.

About Illumio



Illumio, the Zero Trust Segmentation Company, stops breaches from spreading across the hybrid attack surface. The Illumio ZTS Platform visualizes all traffic flows between workloads, devices, and the internet, automatically sets granular segmentation policies to control communications, and isolates high-value assets and compromised systems proactively or in response to active attacks. Illumio protects organizations of all sizes, from Fortune 100 to small business, by stopping breaches and ransomware in minutes, saving millions of dollars in application downtime, and accelerating cloud and digital transformation projects.