

# Kwizda Improves SSL Traffic Visibility from 65 Percent to 90 Percent with Gigamon



“Before Gigamon, we had out-of-band SSL decryption everywhere, and we were decrypting about 65 percent of traffic on average. Now, with the GigaSMART SSL decryption engine, we typically get well over 90 percent visibility in the encrypted traffic.”

**BRUNO LARCHER**  
IT Manager Infrastructure, Kwizda

## CHALLENGES

- + Increase availability of ordering web interface
- + Monitor and detect hidden threats within encrypted traffic
- + Decrypt North-South traffic to effectively monitor and investigate it

## SOLUTION

- + GigaVUE HC Series
- + GigaSMART®
- + GigaVUE® V Series

## CUSTOMER BENEFITS

- + Visibility increase of SSL traffic from 65 percent to 90 percent
- + Improve availability of the drug-ordering application
- + Monitor network activity while addressing regulatory requirements to encrypt North-South traffic

## ABOUT KWIZDA

Kwizda Holding GmbH, a life sciences company, is involved in the manufacturing, distribution, and marketing of pharmaceuticals, generics, non-prescription drugs, and hospital drugs. The company was founded in 1853 and is headquartered in Vienna, Austria.

## BUSINESS CHALLENGE

For Kwizda Holding GmbH, it was and is of utmost importance that its main web interface, through which customers place and process their pharmaceutical orders via XML, is always available, as well as responsive and secure.

Encryption is the means of choice to ensure transaction security when customer information travels over third-party networks or the internet to communicate with the Kwizda infrastructure. However, it also makes it difficult for IT to monitor and detect hidden threats within encrypted traffic.

According to regulatory requirements, all traffic that could contain customer information must be encrypted as soon as data leaves a server or is transmitted over the network. Kwizda uses the Diffie-Hellman algorithm with Perfect Forward Secrecy for encryption, which is state-of-the-art.

These legal requirements also apply to ERP data transferred and stored within SAP. Although this implementation is entirely within a VMware ESX 7.0 environment, by law, traffic must still be encrypted between virtual servers within VMware. Thus, the monitoring solution used must also be able to decrypt this North-South traffic to effectively monitor and investigate it.

## SOLUTION

The Gigamon solution provides the requested centralized visibility of both existing East-West and North-South traffic running in VMware instances. The GigaSMART inline SSL/TLS Decryption functionality makes network traffic secured with Diffie-Hellman encryption visible. This enables a meaningful usage of the security tools and a performance analysis in the first place.

Moreover, the implemented inline bypass module guarantees the permanent availability of the main Kwizda web interface, even in the case of a power outage or failure of the monitoring solutions. The ease of implementation and the performance of the solution have convinced the customer.

Gigamon is constantly being expanded to include additional features such as SIEM and intrusion detection.

## BENEFIT

The main benefit is the increase in visibility of SSL traffic from 65 percent to 90 percent.

Thanks to the Gigamon solution, Kwizda is now able to forward analytics data to SIEM, which inspects the entire traffic stream to detect and defend against malware and malicious software that rely on encrypted traffic, as well as detect other anomalies.

With this solution, Kwizda kept the ability to monitor network activity while addressing regulatory requirements to encrypt North-South traffic between SAP servers within a VMware cluster.

By leveraging the inline bypass module, Kwizda can ensure availability of the drug-ordering application.

## ABOUT GIGAMON

Gigamon offers a deep observability pipeline that harnesses actionable network-level intelligence to amplify the power of observability tools. This powerful combination enables IT organizations to assure security and compliance governance, speed root-cause analysis of performance bottlenecks, and lower operational overhead associated with managing hybrid and multi-cloud IT infrastructures. The result: Modern enterprises realize the full transformational promise of the cloud. Gigamon serves more than 4,000 customers worldwide, including over 80 percent of Fortune 100 enterprises, 9 of the 10 largest mobile network providers, and hundreds of governments and educational organizations worldwide. To learn more, please visit [gigamon.com](https://gigamon.com).

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