



# Alain Afflelou group chooses Wallix AdminBastion to gain visibility on external providers

## State of the art

- Externalization of business applications (extranet, CRM, reporting tools)
- Sharing of the group systems with external service providers

A few years ago, the Alain Afflelou IT team chose to virtualize and externalize business applications (extranet, CRM, reporting tools, etc.) deciding to host its servers in a datacenter. For IT administrators, this initiative meant that remote access and responsiveness were easier, and system updates and maintenance operations faster.

Making the decision to externalize IT was a significant step since it meant that the Chief Information Officer had to rely on third-parties/external providers to manage the systems.

## Initial Needs

- Protection of critical and sensitive data
- Control over external service providers
- System Access Traceability
- Quick and simplified deployment
- Fast integration. No disturbance in the processes

Although bringing about many advantages in terms of performance and TCA delegating trust to external providers inevitably lead the Alain Afflelou IT team to look at how to protect sensitive information.

The situation quickly became difficult to manage. Any intervention on the systems required most external providers to be supervised by an internal administrator. For Alain Afflelou, this meant that internal administrators not only had to be available, but they also had to oversee any actions taken on their critical systems. In addition with the complex authorization process to grant VPN access, remote maintenance operations were considerably slowed down, which was starting to impact group performance.

### Context

The Alain Afflelou Group needed to quickly find a solution that would integrate with their new architecture, help them simplify their authorization process and protect their critical infrastructure. In addition because of the impact on their business they needed the solution to be up and running as soon as possible.

## About Afflelou

**ALAIN AFFLELOU**

**The Alain Afflelou Group, a specialist in manufacturing and distributing glasses and optical frames, is one of the best-known optician brands in France. Since its creation in 1979, Alain Afflelou has grown by developing a strong network of franchises with more than a thousand stores spread across France, Belgium, Ivory Coast, Spain, Lebanon, Morocco and Tunisia. Revenues for Alain Afflelou totaled 637 million euros in 2011 and more than two million Afflelou branded frames are sold each year worldwide.**



## The benefits

- Increased visibility on external services providers actions
- Increased awareness of users on data security
- Increased trust in the externalisation process
- Agentless technology that makes deployment quick and easy

## Choosing Wallix AdminBastion (WAB)

Following a review of potential solutions it quickly became clear to Alain Afflelou that there was only one solution that met all their requirements and they selected the Wallix AdminBastion (WAB) from Wallix. The WAB enabled the Alain Afflelou Group to implement an access rights management policy and capability for their external service providers. Whilst securing the groups IT infrastructure which consists of several hundred servers, the majority of which are virtual.



*“ The WAB is now a key solution in our infrastructure. It enables us to understand better all technologies and facilitates the relationships with our external service providers. Being able to know precisely who does what and grant access rights to the right people is a fantastic possibility.”*

**Ludovic TASSY**  
CIO of Alain Afflelou Group

## Benefits

### Increased awareness of users on data security

Since implementing the WAB the group have also found that it has contributed significantly to changing mentalities regarding security within the organization.

### Increased trust in the externalisation process

The session recording feature has helped identify potentially risky operations allowing corrective actions to be taken. In turn aiding internal users to better understand how the systems work and is the flow of critical information across the network.

### Increased visibility of external services providers

This also helped establish stronger more trusting relationships with their external partners as any security incidents could be quickly identified and traced back to the source. Enabling services to be reestablished much more quickly thus building confidence in the service providers capabilities.

### An educational tool

The WAB, which had initially been chosen for its access control and traceability features, is also used as a communications tool internally. The WAB's integrated video session replay feature has played a major role in training and educating internal teams. They can learn from replaying user sessions which helps them optimize their security policies.



## About Wallix

WALLIX [www.wallix.com](http://www.wallix.com) is the global leader in Privileged User Management and have succeeded in combining the three core requirements of managing privileged users, password management, access control and traceability, into a single easy to deploy appliance – The Wallix AdminBastion (WAB).

WALLIX's solutions are distributed through a network of VARs across Europe, the Middle East, Africa, Russia and North America. The solutions are designed to meet the compliance and governance needs of organisations across all industry sectors. Wallix is a highly innovative technology company with customers across the world and offices in France, the UK and the USA.



[www.wallix.com](http://www.wallix.com)

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