

# Converging security tools to protect an increasingly cloud-first business

Case Study



Founded in 1924, Bel Group is a world leader in the production of branded cheese and healthy snacking products. Its portfolio includes brands that are familiar worldwide, including The Laughing Cow, Kiri, Babybel, Boursin, Nurishh, Pom’Potes, and GoGo squeeZ. The group employs approximately 12,000 people in more than 100 factories, offices, and warehouses worldwide, and is present in all major global markets.

## How does a major global food manufacturer protect its systems as it embraces the cloud?

The Bel Group (Bel) was an early adopter of cloud technologies and Software-as-a-Service (SaaS) applications. Today, its business runs entirely on cloud services including Microsoft 365, SharePoint, OneDrive, Teams, and Salesforce. As a result, Bel’s security team is laser-focused on how best to protect the company’s systems, data, and users in this cloud-first world, particularly as the threat landscape becomes ever more sophisticated and challenging.

Before partnering with Netskope, Bel used a proxy server to secure traffic coming onto the network from the web, and a Virtual Private Network (VPN) to enable secure network connections for remote users. These two solutions were provided by different vendors and lacked integration. As Bel’s cloud journey progressed, it became clear that a more integrated, sophisticated, and comprehensive approach was required. This imperative has become increasingly urgent as Bel adapts to a hybrid working model at scale and launches an ambitious mergers and acquisition program.

Julien Rossignol, Product Owner Network Security and SD-WAN, comments: “Given our expansion plans and pivot to the cloud, we identified a need to upgrade to a single solution for advanced proxy, CASB [cloud access security broker], and zero trust network access. As we set about researching potential partners to deliver on this vision, one name came up time and again: Netskope.”

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– Julien Rossignol, Product Owner Network Security and SD-WAN, Bel Group



### Profile

**Industry**  
Agri-Food

**Region**  
France

**Established**  
1924



**Employees**  
12,000

**Yearly Revenue**  
\$3B+



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### Challenges

- Protecting the business as it pivots to the cloud
- Lack of integration between security systems
- Securing hybrid working and users from acquired companies

### Solutions

- Netskope Next Gen SWG protects against web-borne threats
- Netskope CASB secures cloud app access
- Netskope NPA will increase network access control

### Results

- Rapid deployment and simple management pane
- Enhanced network performance for end users
- Foundation for secure hybrid working/employee onboarding

## Converging cloud security tools on the Netskope Security Service Edge

Bel selected Netskope as its cloud security partner following an extensive testing process where the company's solutions were trialed alongside those of a competitor. "Over the course of two detailed POC [proof of concept] projects, it became clear that Netskope offered the superior solution set and we decided to move ahead with the partnership," explains Rossignol.

It took just three months for the two-person project team at Bel to complete the rollout of the Netskope Next Gen Secure Web Gateway (NG-SWG). Part of the Netskope Security Service Edge (SSE), the Netskope NG-SWG is a cloud-based web security solution that unifies Netskope's industry-leading CASB and advanced web proxy capabilities on a single client. Netskope NG-SWG prevents malware and detects web-borne threats, while the Netskope CASB enables Bel to identify and manage the use of the many cloud applications deployed in its business.

Bel also selected Netskope to provide its zero trust network access solution: Netskope Private Access (NPA), which is currently being piloted and will be implemented across Bel's business in the future. "We know that zero trust will be a vital consideration for our business, particularly when it comes to securing remote workers and onboarding new employees from acquired businesses" explains Rossignol, "so NPA will be key for us there."

## Improving security management and network performance and enabling new business goals

Bel was immediately impressed by Netskope's product set. "The implementation could not have been easier," says Rossignol. "With Netskope, installing the client was simple and fast, whereas we encountered many issues when testing the competitor solution."

Bel's network team benefits from the ease of management that comes with unifying tools on a single client. Bel's employees, meanwhile, benefit from much enhanced performance. "Netskope has not just maintained network performance levels, its systems have actually improved it," adds Rossignol.

Next, Bel will implement NPA to support hybrid working. The company already piloted NPA for 200 users across its operations, and the results have been highly positive, providing unprecedented transparency and control.

The company also recognizes the potential of NPA to help during mergers. Recently, the company acquired a FR/US snacking brand and plans to use NPA to support the onboarding of 800 new users. As Rossignol explains: "NPA will allow us to provide immediate, secure network access to new users, smoothing the integration process."

Another key focus for Bel in the months and years ahead is developing its Asia footprint, particularly in China. "We realize that Netskope has the scale and capabilities to help us as we grow," concludes Rossignol, "and we are particularly excited by Netskope's reach in China through its NewEdge security private cloud. We can't wait to see where our partnership will take us next."

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Netskope, a global SASE leader, helps organizations apply zero trust principles and AI/ML innovations to protect data and defend against cyber threats. Thousands of customers trust Netskope and its powerful NewEdge network to address evolving threats, new risks, technology shifts, organizational and network changes, and new regulatory requirements. Learn how Netskope helps customers be ready for anything on their SASE journey, visit [netskope.com](https://www.netskope.com).

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