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Our rate of infections has decreased, meaning we don't lose nearly as many work hours. And the resource footprint is much smaller, giving us more speed.

Mike Maner, IT Administrator, Whitesell Group

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## At a Glance

### Vertical

Manufacturing

### Year Founded

1971

### IT Administrator

Mike Maner

### Endpoints Managed

350

### Website

[whitesellgroup.com](http://whitesellgroup.com)

## Key Findings

### Time Savings

Average scan time per device dropped from 45 minutes to 2 minutes

### Efficiency

Up to 10 hours/week or more saved on managing security-related issues

### Efficacy

Infections dropped by 50 percent

## Manufacturing and Supply Chain Group Boosts Security and Efficiency

### Background

Whitesell Group consists of several companies that represent a leading market supply position of engineered fasteners, complex specialty cold-formed parts, CNC precision machined components, sheet metal fabrications/stampings, and Class C components to the automotive, lawn and garden, appliance, and other industrial markets. Established in 1970, Whitesell Group sells its products through numerous manufacturing and distribution locations throughout North America.

## The Challenge

Whitesell Group has grown dramatically since 1985, now exhibiting nine-figure revenues and a global footprint. This rapid expansion is the result of both robust organic growth and its vigorous approach to acquisitions. Averaging one to two acquisitions per year, each one is strategically selected to expand the product and process capability Whitesell can offer its customers.

Continually adding new product and process capabilities to an established logistic infrastructure is one of the key reasons Whitesell Group can continually offer new cost savings to the market. But these acquisitions present significant challenges to Whitesell's IT department, which must seamlessly integrate the diverse computing environments of newly-purchased companies into Whitesell's established IT infrastructure.

Maintaining consistent, effective data security across all its companies is critical, and deploying the same cybersecurity solution throughout would be the most efficient way to achieve this goal. Unfortunately, the antivirus product Whitesell used previously proved inadequate. Mike Maner, IT administrator at Whitesell, explains, "The previous solution we were using was just missing too many infections. On top of that, licensing the product was difficult. So we knew it was time for a change."

Maner and his team narrowed their choices down to three solutions. After further research, they concluded Webroot SecureAnywhere® Business Endpoint Protection and Business Mobile Protection were the ideal choice for Whitesell.

## The Solution

Three key factors drove Maner and his team to select Webroot. He explains, "It was its combination of functionality, price and small footprint. We needed a solution that not only delivered exceptional protection, but was also cost-effective and less demanding on system resources."

The Whitesell Group's extraordinary operating efficiency is one of the reasons it is able to provide better total value to customers than its competitors, and the results it has achieved with Webroot have helped to boost that efficiency.

Webroot's initial install package is extremely small (less than 1MB) because no signature database is stored within the client software that database is typically the largest part of a conventional client; instead, Webroot maintains a huge signature database in the cloud.

The advantages of Webroot's, cloud-based approach are compelling:

- » Better protection due to a vastly more comprehensive database
- » Quicker installation; completes in just a few seconds
- » Faster scanning; initial scans take a few minutes, while subsequent scans typically take <2 mins

## Results

Maner noted that it took him some time to become familiar with Webroot's cloud management console, but it was worth it because of the time saved in managing Whitesell's desktops. Maner's results clearly show the benefits of adopting Webroot protection for endpoints and mobile devices:

- » Average scan time per device dropped from 45 minutes to 2 minutes
- » Up to 10 hours/week or more saved on managing security-related issues
- » Infections dropped by 50 percent

Maner neatly summarizes the gains Whitesell has experienced with Webroot's innovative approach to endpoint protection compared with its previous vendor's conventional antivirus solution. "We have been hit by fewer infections," he notes. "Cleaning up any infections that do sneak through has been easier. I also like how much smaller Webroot's footprint is on our system resources."

Describing a fundamental strength of his organization, Whitesell Group CEO Neil Whitesell observes, "What makes us unique is our capacity for innovation. We're very creative, our employees think out of the box." The selection of cloud-based Webroot endpoint protection solutions by Maner and his IT team is consistent with this corporate willingness to look beyond status quo solutions.

But of course for Maner—and indeed all IT professionals—it is the end results that ultimately matter most, and his satisfaction with Webroot is clear.

*"It's a great product—small, fast and thorough. Overall I am very pleased."*

**Mike Maner, IT Administrator, Whitesell Group**

## About Webroot

Webroot was the first to harness the cloud and artificial intelligence to protect businesses and individuals against cyber threats. We provide the number one security solution for managed service providers and small businesses, who rely on Webroot for endpoint protection, network protection, and security awareness training. Webroot BrightCloud® Threat Intelligence Services are used by market leading companies like Cisco, F5 Networks, Citrix, Aruba, Palo Alto Networks, A10 Networks, and more. Leveraging the power of machine learning to protect millions of businesses and individuals, Webroot secures the connected world. Headquartered in Colorado, Webroot operates globally across North America, Europe, and Asia. Discover Smarter Cybersecurity® solutions at [webroot.com](http://webroot.com).

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