

# Royal Swinkels Family Brewers

“ All our customers expect that we deliver in time. So a negative event could mean a disruption in your supply chain. ”

Robert Heines, the Information Security Manager of Royal Swinkels Family Brewers



**Royal Swinkels**  
family brewers

**INDUSTRY**

Food and Beverage / Beer producer

**WEBSITE**

<https://swinkelsfamilybrewers.com>

**COUNTRY**

The Netherlands

**PRODUCT**

ESET PROTECT MDR

Number of endpoints: 2350



## ESET Success story | Royal Swinkels Family Brewers

### THE CUSTOMER

Royal Swinkels Family Brewers is one of the oldest independent family businesses in the world. It was founded in 1719, so the seventh generation is in business now, and brewing beers has been in their genes for over 300 years. Consumers enjoy their products in more than 130 countries.

Royal Swinkels Family Brewers are constantly striving to pass the company to the next generation in a better state. They are the second largest brewery in the Netherlands, making over 300 beers in more than eight breweries worldwide, and have more than 1,800 employees.

*"The most important ingredient of our beers has always been the passion of our brewers. Nevertheless, making beer these days is also a highly automated process depending on IT."*

Robert Heines,  
the Information Security  
Manager of Royal Swinkels  
Family Brewers



### THE CHALLENGE

Since Royal Swinkels Family Brewers sell beers in over 130 countries, all their customers expect on-time delivery. So, in that case, an adverse event could mean a disruption in the supply chain and could have a heavy impact on deliveries, cost, etc.

*"Every company of our size relies heavily on IT these days, which means you must protect yourself against the vulnerabilities that come with it. The solution we came up with is Managed Detection and Response - or MDR, by ESET. And since we are making beer, we do not only have office automation - or IT, but we also have Operational Technology - OT, which sometimes comes with different challenges and discussions about priorities. And that is why I always compare it to the car brake system. **The brake does not slow you down, but it makes sure you can drive in a fast way.**"* says Robert Heines, the Information Security Manager of Royal Swinkels Family Brewers.



### MDR AS THE SOLUTION

Royal Swinkels Family Brewers decided that the best level of security for their operation is **Managed Detection and Response**. Relying on a trusted partner to handle monitoring, detections and resolving them was the logical step for business continuity.

*"Of course, we are a brewery, but we are also extensively dependent on IT. On the one hand, we are not big enough to have our own SOC, but on the other hand, we are not so small that we can just wait until something happens. Therefore we did not like that reactive approach and decided to go for the proactive approach. That is why we have chosen MDR, to delegate the management to ESET."*

With MDR from ESET stepping in, Royal Swinkels Family Brewers has 24/7 availability of qualified IT security staff filtering alerts and monitoring the environment.



### WHY ESET

*"Royal Swinkels has been an ESET client for many years now, and we are very proud that we could always satisfy their security needs. We have built **a strategic security partnership** along the way, really built on mutual trust, and I believe that is the reason why they've chosen ESET for the MDR service as well."* Joost van Eijdsden, Head of Enterprise, ESET Netherlands

Adhering to the same values, such as reliability and stability, naturally makes this cybersecurity partnership successful.

*"ESET truly has been the right partner for cybersecurity for Royal Swinkels, and we look forward to continuing our partnership. We are sure that with them, our progress is protected."* Robert Heines, the Information Security Manager of Royal Swinkels Family Brewers

### KEY BENEFITS FOR ROYAL SWINKELS FAMILY BREWERS

- Complete security solution
- 24/7 monitoring and management
- Access to ESET's cybersecurity experts
- Peace of mind