

Perimeter, Host and Endpoint Security – Finding the Right Mix

Bank IT Departments are under increasing pressure to protect against multiple attack vectors whilst ensuring optimal performance for their bank. All too often this results in a resource strain on the IT workers' time, knowledge and management capabilities. With so many systems to secure, some organizations take a "band aid" approach that can be even more difficult to support in the long run. Savvy IT managers are looking for centrally managed solutions that are both easy to manage and affordable.

There are three main areas that any security personnel need to have control over: 1) accountability (who accesses their network and systems); 2) authentication (the validation of trusted users); and 3) non-repudiation of data (verification of data integrity). The best way to manage these areas is to implement a balanced, layered and modular system. It also must be centrally managed and provide robust reporting capabilities.

Because community banks face the same Internet threats as much larger businesses but often don't have internal security experts on staff, we offer them our Astaro Security Gateway with its enterprise class functionality but which doesn't require security expertise to deploy or manage. We combine network protection, web filtering, email filtering and email encryption in a single Unified Threat Management (UTM) appliance. By combining ten security products into one hardened UTM device, we reduce management efforts by over 50% in comparison to individually deploying security point products. Plus our graphical user interface ensures that any competent IT employee can configure our software without the need for in-depth security expertise.

Not only do we combine many security applications such as Web filtering, email filtering, anti-virus, anti-spam, and email encryption in one platform, but we offer it in three flexible delivery methods. Banks can choose the traditional appliance (we offer five different models from 10 users to 20,000+ users), or install our software on a virtual server, or utilize it through a Managed Security Provider. No matter which method they prefer, they can rest assured that they are receiving a tightly integrated solution that is automatically updated as new threats emerge.

Astaro's value proposition is that we can deliver an extremely powerful, easily managed and integrated security platform at a price point that even very small banks can afford. Additionally, we have designed our solution around a bank's audit and compliance requirements. Case in point: we provide a one button click to generate all of the reports necessary to show auditors the high level of protection that the bank has in place to protect their critical customer data. We provide a world class level of perimeter protection while helping to alleviate endpoint management requirements – all in a cost effective manner.



Alex Quinonez
Vice President

Alex Quinonez has over eighteen years of experience in building world wide sales organizations. Alex is a frequent featured speaker at trade events and has been published on various security issues. Prior to joining Astaro, Alex has held sales and management positions with Vernier Networks, Enterasys Networks, 3COM, and Computer Associates. At Astaro, Alex is responsible for all aspects of Astaro's operations in the Americas region. Alex holds a Bachelor's Degree of Science in Business Administration from the University of California at Berkeley. He resides with his family in the Boston area.

