



Finding a Balance between Security and Convenience

Bank IT Departments aren't necessarily looking for convenience, but more for technologies that will extend their limited resources. They are constrained in numerous ways: by time, by manpower, and by limited budgets. Simultaneously, their networks are under assault from all sides, and they must constantly be concerned with business continuity efforts.

In this high stress environment, they do not need more reporting or forensic tools, they need active network response technologies. That is why our network defense appliance includes Real-Time Log Analysis, Security Event Correlation, Intrusion Detection and, perhaps most importantly, Intrusion Prevention. Instead of notification after the fact, threats are mitigated in real time.

To be truly useful, any security technology that a bank chooses must be deployed in a reasonable amount of time. Mid-sized organizations have limited resources to spend on implementation and maintenance. Unlike mega-enterprise vendors, TriGeo does not have an expensive professional services group. That is because our solution does not require it – our engineers have already done the heavy lifting and intelligence is built in for easy remote deployment.

Once installed and remotely configured, our Security Information Manager (SIM) uses pre-built rules to quickly begin gathering information from the bank's many network devices. Not only does it resolve serious security events as they happen, but it is an invaluable tool when dealing with FDIC and outside security auditors. We have spent years perfecting the appliance to make sure that it is simple to use from the time it is plugged in all the way through day to day management.

Both internal and external security threats are growing in number and complexity, yet firewalls, VPN devices, servers and workstations are incapable of communicating with each other. That is why it is so critical to have a security information and event management solution positioned in the middle of the bank's infrastructure that can coordinate all of these diverse devices. Instead of using signatures that are quickly outdated, our appliance recognizes behaviors and acts upon them in real time. This allows us to be able to respond to 'zero day' attacks, and helps reduce false positives.

TriGeo is the undisputed leading provider of Automated Remediation through Intelligent Correlation™, and we are uniquely positioned to serve small and mid-sized organizations because our appliance is the only security incident analysis and response appliance on the market specifically designed for this underserved market. Extremely powerful, yet very affordable – it represents the best of both worlds. That is why we have won the 'Best Buy Award' from SC Magazine for two years in a row, as well as three awards at the 2006 Midsize Enterprise Summit: Best Midmarket Software Solution, Best Execution of a Midmarket IT Solution, and Best of Show.



Michelle Dickman is president and chief executive officer of TriGeo Network Security. Ms. Dickman has spent over 20 years in the software and financial industries combined. Much of her extensive management, sales and marketing experience has been focused on the midsize enterprise which is TriGeo's core market. Dickman also brings considerable business development and management skills to TriGeo. As the co-founder and President of an ERP software company, Dickman grew that organization from ten to nearly one hundred employees, with four regional offices, and annual growth ranging from 20 to 60 percent. Her leadership ultimately led to the organization's acquisition by a public company.