



“We wanted speed, performance, and simplicity of management and that is what we got with the UTM-1 Total Security Appliance.”

*Dan Park
Chief Information Officer
Vice President of Information Technology
Advanced Systems Group*



CUSTOMER NAME

Advanced Systems Group

INDUSTRY

Value Added Reseller

CHECK POINT PRODUCTS

- UTM-1™ Total Security Appliance
- UTM-1™ Edge™

CUSTOMER NEEDS MET

- Provided peace of mind with complete and total protection
- Protected networks, systems, and users from multiple types of attacks
- Streamlined security deployment and administration



**ADVANCED
SYSTEMS
GROUP**
www.virtual.com

Advanced Systems Group Secures the Network with UTM-1 by Check Point

ABOUT ADVANCED SYSTEMS GROUP

Known for offering high quality systems, service, and support Advanced Systems Group (ASG) has been providing assessments, consulting services, and storage and data management solutions for over 27 years. Operating as a national Open Systems integrator, ASG helps customers meet today’s increasingly difficult IT challenges.

ASG operates as a reseller and is a certified Check Point partner, custom tailoring computer systems to fit an organizations every need. By concentrating on a core set of products, ASG has earned a desirable reputation as a leader in the industry and backs that up with a proven track record of success.

THE ADVANCED SYSTEMS GROUP CHALLENGE

With company headquarters located in Denver, Colorado and eight offices distributed all over the western United States, ASG is considered a smaller company, employing just over 100 people. However, sometimes small packages can contain large problems.

ASG is growing from single to multiple offices and with that growth come growing pains. According to Dan Park, Chief Information Officer (CIO) and Vice President of Information Technology at ASG, things must run smoothly for the modest IT department. “It’s got to work. It’s got to be easy,” says Park. “It’s got to be simple to manage.”

ASG is using Verizon Business for management of its wide-area network however Park was unhappy with the limitations he faced with their network managed firewalls. “We found that it was expensive and we couldn’t get the bandwidth that we needed at an affordable cost,” says Park.

Park was very familiar with Check Point products being that ASG sells and installs Check Point, as a certified partner, and wondered what solution he could use from Check Point to make the situation improve. Upon reviewing the features of Check Point's UTM-1™ appliances, ASG discovered that they could basically turn off their managed network firewall and manage their own internet security. "By managing our own security firewall we could potentially increase our bandwidth from a single T1 to seven T1 lines with Verizon by reallocating the cost we spent for them to manage our network firewall," says Park.

THE CHECK POINT SOLUTION

ASG chose a UTM-1 Total Security appliance from Check Point to solve these growing security challenges. UTM-1 includes the most proven firewall and can examine hundreds of applications, protocols, and services out-of-the box. Integrated SmartDefense™ IPS utilizes signature- and protocol-anomaly-based intrusion prevention to protect business-critical services like FTP, HTTP, and VoIP from known and unknown attacks. Similarly, UTM-1 Total Security can block non business applications like IM and P2P.

According to Park, ASG uses one UTM-1 1050 appliance at the headquarters office and five UTM-1 Edge™ devices at the remote offices. And with the UTM-1 Edge devices in place, users can connect with the secure remote tunnel or SSL type tunnel. "We found that it was really fast and saved our users a lot of time," says Park.

UTM-1 provided ASG with everything it needed to secure the network in a simple and cost-effective way. "We wanted speed, performance, and simplicity of management and that is what we got with UTM-1," says Park.

THE BENEFITS OF CHECK POINT SECURITY

Results speak for themselves and ASG has experienced a positive return on investment (ROI) with the UTM-1 box. According to Park, ASG decreased the time spent managing security by up to five hours per week and was able to

increase bandwidth by a factor of seven. "That's equivalent to a \$2,000 savings, per month in bandwidth and management costs," says Park. "And we actually now manage the security aspects of our network with SmartDashboard™ and other Check Point tools— SmartView Tracker™, SmartView Monitor™, and SmartUpdate™."

According to Park, ASG has experienced such success and ease-of-use with the UTM-1 product, and now that success is benefiting ASG salespeople. "All our sales executives and engineers VPN in with Check Point SecuRemote® or SSL Network Extender™," says Park. "They use it, they see it. It's visible. It's in front of them. That makes it easy for them to recommend it to prospective clients."

UTM-1 saves ASG time and money. "It takes less time for us to manage this box in a more secure way than it did for us to deal with an outsourced one," says Park.

Simple site-to-site connectivity

With UTM-1 Total Security appliances, ASG can simplify the setup of site-to-site VPNs and remote access. Manual setup of node-to-node VPN tunnels and security for an entire VPN is replaced by a One-Click process, where new sites and remote users are added automatically.

Secure, flexible remote access

UTM-1 Total Security appliances can connect ASG employees and business partners to a trusted network through flexible IPSec or SSL-based remote access, working seamlessly with a variety of VPN agents.

THE FUTURE OF ADVANCED SYSTEMS GROUP

ASG plans to enhance its internal security by utilizing the UTM-1 antivirus and anti-spyware features along with Web application security for key ASG Web applications such as the Smartrack maintenance portal and START sales tracking and registration tool.

ASG is also piloting Check Point Endpoint Security Full Disk Encryption to protect data on laptops and mobile devices.

CONTACT CHECK POINT

Worldwide Headquarters

5 Ha'Solelim Street, Tel Aviv 67897, Israel | Tel: 972-3-753-4555 | Fax: 972-3-624-1100 | Email: info@checkpoint.com

U.S. Headquarters

800 Bridge Parkway, Redwood City, CA 94065 | Tel: 800-429-4391; 650-628-2000 | Fax: 650-654-4233 | www.checkpoint.com