



“Check Point has the best enterprise management I can think of. Having worked with Check Point and other firewall technologies for 15 years, I can honestly say that no one has anything that matches it.”

Head of Firewall Operations and Engineering

CUSTOMER CHALLENGE

The need for large scale security management in a business under intense regulatory scrutiny

- The investment banking division operates in a complex enterprise environment
- Two hundred firewalls in eight US data centers protect Internet, ecommerce, and market data business “silos”
- The division continues to migrate and consolidate data centers
- Banks face heightened scrutiny for security and protection of customers

SELECTION PROCESS

Selection Criteria

- ✓ Central management ability to manage firewalls in multiple data centers from one location
- ✓ Ability to filter high-volume internet, e-commerce, and market-data traffic
- ✓ Easy and intuitive application makes it easy to train new users
- ✓ World-class support

Why Check Point

“A firewall can be fast, but if it is extremely difficult to manage and troubleshoot, that actually reduces its value. Check Point’s performance equaled or exceeded that of other firewalls we evaluated, and Check Point definitely has better enterprise management. Check Point provides the best total value.”

Head of Firewall Operations and Engineering

Customer Profile

- Investment banking division of a large financial services company
- A global leader in commodities, foreign exchange, interest rate trading, and investment grade debt
- 20,000 employees

Industry

- Financial services

Business Challenge

- Secure the business without transactional delays or latency
- Manage security in a large, complex enterprise
- Satisfy government and internal security requirements

Why Check Point?

- Leading enterprise security management
- Fast firewalls for handling high-volume traffic
- World class support

Check Point Solutions

- Provider-1
 - Highly scalable multi-domain management for large multi-policy environments
- IP Appliances
 - Turnkey security for large businesses and service providers

“Our service owners say that the Check Point IP Appliances with their integrated security management pay for themselves within two years. That’s a very good return on the investment.”

Head of Firewall Operations and Engineering

QUICK FACTS

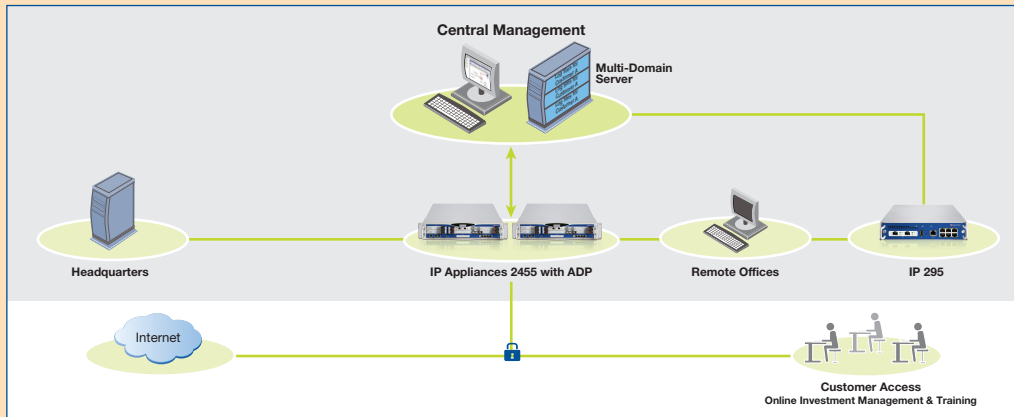
ROI

THE CHECK POINT SOLUTION

Check Point solved the investment banking division's need for enterprise security management

1 Ability to meet performance guarantees

The IT department for the investment banking division guarantees performance to the business owners of e-commerce, market-data, and Internet services. To deliver on the guarantees, the division needs a combination of fast firewalls and powerful security management. "Provider-1 allows an administrator to centrally manage a large organization where firewalls are deployed across every silo imaginable," states the Head of Firewall Operations and Engineering. "We don't have to scramble and look for information all over the place before figuring out what needs troubleshooting."



2 Increased productivity to help the division's balance sheet

Check Point's centralized and simplified security management makes the division's IT security administrators more productive. Provider-1 is easier to learn and master than competing systems, saving on training time and costs. "New users learn the entire network in a day," says the Head of Firewall Operations and Engineering.

3 Earning a reputation in the business for problem-solving and innovation

"We can do so much with the Check Point solution that we have gained a reputation for innovation," states the Head of Firewall Operations and Engineering. For example, Check Point is the only firewall capable of doing the DNS payload mapping that the division requires. As a result, the division eliminated routers for this purpose and reduced costs. "Now company engineers are looking to us for other solutions that Check Point possibly can provide more easily and at less cost."

CHECK POINT BENEFITS

Ease of Management

- In large-scale environments, Check Point central management is as important as performance
- Easy troubleshooting of problems anywhere from one interface saves time and improves availability
- "No one can touch Check Point when it comes to enterprise security management." – Head of Firewall Operations and Engineering
- Customizable. "It's easier with Check Point to write custom applications that leverage the information provided." – Head of Firewall Operations and Engineering

Superior Security

- "Intrusion protection, application intelligence, and protocol awareness, allow us to feel more secure using this product than other products" – Head of Firewall Operations and Engineering
- Confidence to pass internal and government security audits

World-Class Support

- Easy troubleshooting using Check Point online support
- Direct chat with support engineer on the spot
- Worldwide call centers
- Timely escalation process

SUMMARY

Simple • Fast • Compliant

- Simplified security management speeds troubleshooting and improves uptime in a complex, large-scale enterprise
- Best all-around solution for performance
- Customer improves ability to pass government and internal security audits

Total Value - Cost Effective Solution

- Improved security with enterprise-class appliances
- Best enterprise management
- Best all-around solution for performance
- ROI in two years or less