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*Carlos Cesar Coutinho
Business Director
Grupo VR*



CUSTOMER NAME

Grupo VR

INDUSTRY

Customer Services

CHECK POINT PRODUCTS

- Connectra™

CUSTOMER NEEDS MET

- Ensured the confidentiality and integrity of restricted information
- Offered a cost-effective solution combined with unmatched security
- Provided a safe and reliable infrastructure

Grupo VR’s Confidential Information is Secure with Check Point Connectra

ABOUT GRUPO VR

In 1976, a law was adopted in Brazil requiring companies that employ more than 400 people to provide certain daily necessities for their employees. This law is known as The Program of the Feeding of the Workers, and employers have a legal obligation to supply their workforce with money for essential items such as gas, lunch, groceries and even public transportation. Seeing this new regulation as a unique business opportunity, a prominent Brazilian family (the Szajmans) with developed businesses in entertainment and technology founded an employee benefit company, Grupo VR, in 1977.

A pioneer in using systems and technology for employee’s benefits and customer services, Grupo VR works with a company’s human resources department to supply its employees with debit cards. These cards are set with a specific budget and can be used at more than 220,000 locations, throughout Brazil. That is very easy access for the 2.5 million workers that currently carry the debit cards provided by VR.

THE GRUPO VR CHALLENGE

With a yearly revenue of \$2 billion, VR employs more than 400 people at 12 branches located throughout Brazil. These employees and the third-party suppliers that use the company systems, have considerable remote access requirements. VR faced an increasing need for a safe and reliable connectivity infrastructure while simultaneously ensuring the confidentiality and integrity of its information.

“The decision to evaluate remote access solutions was mainly because of widespread branch locations, employees with remote access needs and our third-party business operation,” says Carlos Cesar Coutinho, business director at Grupo VR. “The main thing we were looking for was a solution that was easy to use and did not require the user to have a specialized skill set—something that could be transparent for the user.”



VR began to evaluate remote-access solutions from several different companies, one of those being Connectra from Check Point. VR wanted something that would support its diverse requirements while minimizing the complexity of deploying and supporting remote access to applications. More importantly, the solution had to ensure the security of the network for all types of remote-access scenarios.

THE CHECK POINT SOLUTION

Working closely with EZ Security, a certified Check Point partner, VR found its solution in Check Point Connectra. A complete Web security gateway, Connectra provides SSL VPN access, comprehensive endpoint security, and integrated intrusion prevention in a single, unified solution. By combining SSL VPN connectivity and security in one solution, VR can effectively deploy SSL VPNs safely and securely to a diverse set of users while guaranteeing the privacy of information that is critical to its businesses success. EZ Security was a key player in helping VR to meet their security goals. “Connectra was the answer,” says Coutinho. “The only solution that offered us what we were looking for.”

Connectra provided a cost-effective solution combined with the unmatched security that only Check Point can deliver. The integrity of VR’s internal infrastructure is protected from worms and cyber attacks and is safeguarded against new threats, allowing VR the ability to conduct business safely and securely. “Connectra provided ease of use, cost effectiveness, and a level of security that exceeded what we were looking for,” says Coutinho. “And our point was security—we are very happy with our security.”

THE BENEFITS OF CHECK POINT SECURITY

For VR, the main advantage of deploying Connectra was the ease of use. According to Coutinho, Connectra was a simple solution that transcended across all skill sets. “It’s so easy for users who aren’t familiar with the actual technology,” he says. “They just look at the Web portal and click on certain applications that they need to access.”

Simplified deployment

Connectra offers simple deployment and its management interface allows IT security at VR to oversee an entire remote-access system with only one administrator. It can be deployed in a network DMZ or on a trusted LAN and is easy to install, simple to manage, and can support several authentication options.

Secure Web-based connectivity

Connectra provides Web-based and network-level access through SSL encryption, which is standard in most Internet browsers. Through an integrated Connectra Web portal, users can access Web applications, network applications, shared files, and email. For extra flexibility, administrators at VR can customize the design of the Web portal, including support for multiple languages.

Integrated intrusion prevention

Integrated intrusion prevention supplied by Connectra for SSL VPN access ensures the integrity of internal applications. Integrated Stateful Inspection, Web Intelligence™, and Application Intelligence™ technologies offer protection against malicious activities and attacks over SSL VPN. For example, Connectra can prevent users from accessing confidential data using directory traversal or SQL injection attacks—a particular concern in extranet environments.

THE FUTURE OF GRUPO VR

Grupo VR has plans to improve the overall quality of its security software and may start replacing existing IT security products with Check Point software solutions. Also being considered is an evaluation of SecureClient™ Mobile. “We are working in a new requirement to include the mobility of our employees using the life-line network, 3G (third generation),” Coutinho says. “This is a potential way of helping employees to become more mobile and more productive.”

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