

“The Check Point solutions have been virtually flawless.”

Michael Scott
IT Manager
Tech Electronics



CUSTOMER NAME

Tech Electronics

INDUSTRY

IT services, telephone, and data systems

CHECK POINT PRODUCTS

- Connectra™
- SecureClient Mobile™

CUSTOMER NEEDS MET

- Secured mobile phones
- Centralized mobile phone management to facilitate updates and ensure compliance
- Improved overall security and customer confidence



Tech Electronics

Tech Electronics Secures Mobile Devices with Check Point

ABOUT TECH ELECTRONICS

If any business ever has needed to secure remote access to customer information, that business is Tech Electronics. The IT services company has offices in St. Louis, Mo., and Columbia, Mo., but has customers in nearly all market segments, all over the country. Many of these customers deal with sensitive information on a daily basis. Because Tech Electronics employees handle much of this information remotely, it is critical for the company to assure its customers that the data is safe with them.

Michael Scott, IT Manager at Tech Electronics, says the company sought a solution to guarantee security and centrally manage security updates across all endpoints on the network. “With information always getting into the wrong hands and all of this news about different systems being compromised and crippled in the process, we wanted to be sure that every device we use that could potentially store or access sensitive data is going to be secured,” he says. “We figured this way we could protect our customers and get a reputation in the marketplace for being a high-tech and high-security company.”

THE TECH ELECTRONICS CHALLENGE

Solving these problems would not be easy. The first challenge was a big one: the daunting task of securing mobile connections over the open Internet. Scott knew he wanted to use some form of Virtual Private Network (VPN) to lock down communications in transit.

Another challenge: the logistics of putting a security solution on new phones for more than 200 employees. Scott and his IT team knew they had to take delivery of the phones at company headquarters in St. Louis, Missouri, upload whatever security solution they selected, and distribute the phones one-by-one to employees in the field.

Finally, Tech Electronics also had to find a way to manage updates. Once the new phones were distributed, Scott and his team had to find a way to push updates to the phones centrally and automatically. “When you deploy highly mobile devices like Smartphones and PDAs to a large group of people, having control over them can go a long way toward tightening security,” he says today, thinking back to some of the factors he considered during the decision-making

process. “That control was critical to the solution we knew we had to find.”

Scott adds that he and his colleagues hoped a security solution to facilitate centralized updates would minimize support costs, since users would be limited in how they could manipulate the tools. Lower expenditures on tech support would mean lower Total Cost of Ownership (TCO), something Scott saw as an added bonus.

THE CHECK POINT SOLUTION

To resolve these issues, Tech Electronics chose the Connectra™ and SecureClient Mobile™ solutions from Check Point Software. Connectra is a unified Web Security gateway that combines SSL VPN, endpoint security and intrusion prevention in a single, unified solution, while SecureClient Mobile delivers firewall protection and secure, uninterrupted remote access for mobile devices. Together, these secure remote access solutions represent two important parts of Check Point’s Unified Security Architecture.

Tech Electronics selected and implemented these tools on an abbreviated timetable. Once Scott and his team selected a new set of mobile devices, various issues conspired to push back the security evaluation process, forcing a quick decision. Finally, just days before the phones were scheduled for delivery, Tech Electronics turned to Check Point.

Within four weeks, the product was securing data transmissions for nearly every phone on the network. Scott and other network administrators marveled at the solution’s ease-of-use, saying they were able to set it up and basically forget about it while Connectra and SecureClient Mobile automatically did their jobs.

Since then, Scott says the solution also has been incredibly reliable. Today—nearly 11 months after the implementation was considered complete—almost every time the company experiences service problems, the problems are related to a device’s data connectivity, not Check Point’s ability to secure it. “The Check Point solutions have been virtually flawless,” he says.

THE BENEFITS OF CHECK POINT SECURITY

Naturally, with performance like this, Tech Electronics has utilized Check Point to improve security across the board. With Connectra and SecureClient Mobile encrypting all incoming and outgoing data on each mobile device, Tech Electronics was able to lock down everything from sensitive customer files to random text messages about quarterly sales.

Scott says he also continues to marvel at the degree of control Connectra in particular has afforded him and his colleagues, noting that the solution lets him route all traffic and data through a secured gateway. “We can actually log all traffic and know when data is going from each phone to somewhere else,” he says.

A third and final benefit has been the way Connectra and SecureClient Mobile have improved security management; with centralized management and policy control enabled by Check Point SmartCenter, Tech Electronics IT officials are able to administer updates and force compliance with corporate security policies every time a user connects to the network.

THE FUTURE OF TECH ELECTRONICS

Now that Scott has secured his company’s mobile devices with Connectra and SecureClient Mobile, he says he’s considering adopting other products from Check Point to lock down other endpoints. In particular, Scott has an interest in the full-disk encryption products, which enable network security administrators to secure and centrally manage laptops.

Scott says that whatever solutions he buys next, he takes comfort in knowing his company’s data is that much safer, thanks to Check Point. “Peace of mind in knowing that we’re taking the necessary precautions to secure the customer’s data and our proprietary data is a big deal to me,” he says. “I’d say we’re in good shape.”

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