

Case Study: Concord Publishing House

SECURE
COMPUTING

Organizational Challenge

Concord Publishing House is a publishing company that owns multiple newspapers and various other publications, boasting an approximate circulation of 44,000 subscribers. With more than 200 employees working in multiple locations, including home offices, Concord Publishing needs to ensure that its employees have unrestricted access to many different sites, including those that under normal circumstances might be considered inappropriate to visit. In the past, access to the Concord Publishing network was managed through the use of Access Control Lists (ACL), a manual process that required Concord Publishing's IT Department to maintain an extensive list of rules and proxies. Further complicating matters, the company was forced to use an outside IT company to make frequent ACL changes to its router. "This was not the most

"Sidewinder's flexibility and ease of use make it the best I have seen. I would definitely recommend it to anyone looking to take control of their network security and improve overall performance."

– Michael St. Charles
System Administrator
Concord Publishing House

efficient way to deal with traffic, as we were at the mercy of the vendor's schedule to get anything done," said Michael St. Charles, Systems Administrator for Concord Publishing House. "Not to mention it wasn't as flexible or user friendly as we would have liked."

Why Concord Publishing Selected Secure Computing

Concord Publishing selected the Sidewinder® firewall from Secure Computing® to help manage its network security and eliminate the burden of changing the ACL through a third-party provider. St. Charles saw immediate results. "By deploying Sidewinder, we were able to take control of our security ourselves," he noted.

Customer: Concord Publishing House

Industry: Publishing

Products: Sidewinder

Business need: Protect a mixed environment with Windows, Mac, and Linux machines connecting to an internal network. Eliminate the burden of regularly updating Access Control Lists through a third-party provider and reclaim control of the company's network security, without inhibiting the ability of employees to connect to the network remotely.

Solution: Secure Computing®'s Award-winning Sidewinder®

Results:

- Security and routing issues now controlled in-house, with detailed reporting and logging
- Third-party ACL updates completely eliminated
- Enhanced network stability, security and speed
- Savings of thousands of dollars over previous network security approach

"With the ease of use of the Cobra interface, we were able to accomplish all of our security and routing issues quite quickly. Now any changes we make take only about a minute to do."

Built with a comprehensive combination of high-speed application proxies, TrustedSource™ reputation-based global intelligence, and a complete arsenal of signature-based security services, Sidewinder defends networks and Internet-facing applications from all types of malicious threats, both known and unknown. Concord Publishing now depends on Sidewinder to secure network access, protect Internet-facing applications, kill hidden attacks in packet streams, block viruses, spyware and spam, secure employee use of the Internet, decrypt SSL traffic, and create a forensic-quality audit trail for regulatory compliance and reporting.

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"The decision to go with Secure Computing was a combination of us asking for the best technology and vendor and our knowing that Secure Computing is the best."

Results

By deploying the Secure Computing Sidewinder appliance, Concord Publishing saw immediate gains in critical areas of its network operation. "I can summarize the benefits in three words," said St. Charles. "Stability, security, and speed. Our network has become more stable and faster internally as we have been able to block most unwanted traffic at the firewall level," said St. Charles. "From a technical perspective, it is much faster to add a rule on Sidewinder than it was on the router or our previous firewall. The time it originally took was only made worse by having an outside IT company make the ACL changes.

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Using the Secure Computing solution, we've been able to save thousands of dollars by not having to pay an outside IT company to keep configuring a router and firewall. Plus, the productivity gains thanks to a much more stable network are immeasurable."

Based on his experiences with the Secure Computing Sidewinder appliance, St. Charles says he would not hesitate to recommend the company to colleagues. "We have stuck with Sidewinder because it works. It has held up these past few years even when we have made many internal and external changes to our network. Anybody not using a Sidewinder yet should

SECURE COMPUTING®
Sidewinder®
Network Gateway Security



seriously consider getting one. I used to be biased toward Cisco as being the best available for security, but after working with Secure Computing and researching the other Secure Computing products, I have changed my mind. Secure Computing offers a more complete approach to our overall security strategy." ■

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