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*Mike Donovan  
Senior IT Engineer  
Embarcadero Technologies*



**CUSTOMER NAME**

Embarcadero Technologies

**INDUSTRY**

Technology

**CHECK POINT PRODUCTS**

- Check Point Express™

**CUSTOMER NEEDS MET**

- Improved cross-site teamwork
- Efficient multi-site IT support
- Robust security on a mid-size company budget

# Embarcadero Technologies Links Software Developers with Check Point

## ABOUT GOLDEN GATE UNIVERSITY

Embarcadero Technologies is a medium-size business with giant customers and a great reputation. Ninety-six of Fortune 100 companies use Embarcadero software to build, optimize and manage the relational databases that power their business-critical applications.

The company has won the DM Review’s Readership Award for Best Database Administration, Design and Management and earned spots year after year on well-known lists of industry leaders, such as the Deloitte & Touche Technology Fast 500 and the Software Magazine Software 500. Embarcadero’s success comes from more than 270 employees in eight different locations in the United States, Canada, the United Kingdom, and Australia.

## THE EMBARCADERO CHALLENGE

Embarcadero Technologies has grown recently by acquiring small software development companies that created a need for virtual private network (VPN). It needs an efficient, secure way to connect geographically dispersed talent into flexible project teams with the goal of bringing products to market quickly. The company’s continued success depends on it. However, like all mid-sized companies, Embarcadero has a mid-sized budget for its IT infrastructure.

## THE CHECK POINT SOLUTION

Check Point Express™ offered the affordable solution: a centrally managed, fully meshed site-to-site virtual private network for connecting all Embarcadero locations. Check Point Express provides easy-to-manage, worry-free security.

Designed for the needs of mid-size companies with up to 500 employees, Check Point Express protects the privacy of business communications over the Internet and secures company resources from attacks and unauthorized access.

“Check Point Express enables us to manage and maintain the entire corporate infrastructure from the San Francisco office where we support the software developers in bringing products to market,” says Victor Lee, management information systems director.

Embarcadero is bringing all sites into one authentication domain for secure email service, instant messaging, file sharing, access to centrally hosted source code, and help desk support. “We could not offer this level of support without the secure Check Point VPN solution we now have in place,” says Mike Donovan, senior IT engineer.

### THE BENEFITS OF CHECK POINT SECURITY

#### Fostering cross-site teamwork

Check Point Express helps Embarcadero better leverage the talent of its people. With full-meshed site-to-site VPN connectivity, project team members can be located anywhere. The company also uses contractors who can be quickly added to the VPN community.

“This level of flexibility is extremely valuable to us when we are scheduling new projects,” says Scott Mercer, senior network architect and engineer.

#### Enabling the growth strategy

Embarcadero had acquired several small companies, each with its own limited network security solution. The company needed to standardize on one all-encompassing solution with scalability to support further expansion. “Check Point Express scales perfectly for our size company, and it gives us the flexibility to add features and capabilities as our business grows,” says Mercer. With Check Point Express, setting up a VPN connection for a new site is fast and easy.

#### Efficient IT support

Embarcadero supports its development teams with a small band of geographically dispersed IT personnel. “We cross-support from site-to-site,” says Donovan, who is located in Denver. “With the VPN communication we have in place, it’s as if we were all in the same location.”

#### Fast deployment without business disruption

Embarcadero Technologies installed its first Check Point Express solution in minutes. “We input our security data and performed some basic system tests during regular business hours on a weekday, and active deployment only took 15 minutes,” says Donovan. “All we had to do was connect a couple of cables, and we were up and running.”

When Embarcadero deployed new hardware at its disaster recovery collocation facility, it took 10 minutes to set up the VPN connection at the San Francisco site. By contrast, it took two days for the collocation facility to implement its end of the connection. “They aren’t using a Check Point VPN solution,” says Donovan.

#### Peace of mind

Embarcadero has been a satisfied Check Point customer for about five years. “The fact that we are running a Check Point security solution gives us tremendous peace of mind because Check Point is considered the Cadillac of the security market,” said Mercer.

### THE FUTURE OF EMBARCADERO TECHNOLOGIES

Embarcadero has two sales locations to migrate to the centrally managed Check Point solution. Currently, unreliable VPN appliances, deployed before Check Point, keep rebooting and disrupting connectivity. Sending an IT person out to resolve the issues is costly and inefficient. “The Check Point VPN-1® Edge™ appliance may be the perfect solution for these and other small offices we plan to open in the future,” says Mercer.

VPN-1 Edge appliances provide secure connectivity for remote sites, such as branch, retail and partner sites. Integrating VPN-1/FireWall-1® technology, high availability and networking features, VPN-1 Edge is managed with Check Point centralized management for efficient setup of thousands of gateways.

### CONTACT CHECK POINT

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