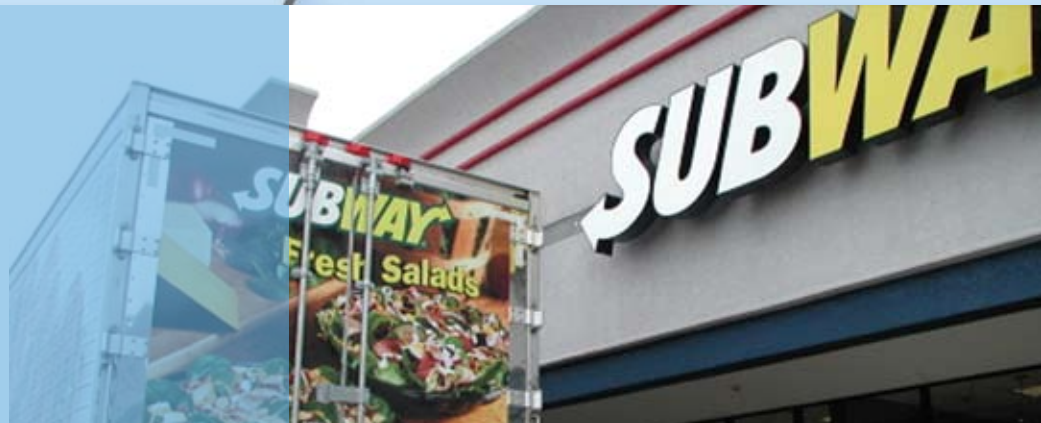


“Integrity provides Total Access Protection for every user that accesses our network. Working with 802.1x, it enforces a pre-login routine so if they don’t have Integrity, they are routed to a segregated LAN.”

Jorge Lázaro Díaz
IPC Director of Information Services



CUSTOMER NAME

Subway’s Independent Purchasing Cooperative (IPC)

INDUSTRY

Retail

CHECK POINT PRODUCTS

- VPN-1® Power
- Integrity™
- Integrity Clientless Security™
- Web Intelligence™

CUSTOMER NEEDS MET

- Provides Total Access Protection (TAP), a strategy for securing every employee, guest, and remote endpoint
- Delivers secure remote SSL VPN access and application-level security for existing Web servers

Compuquip secures Subway’s new cash card program

IPC enjoys Total Access Protection thanks to Check Point’s secure remote access solutions

ABOUT SUBWAY’S INDEPENDENT PURCHASING COOPERATIVE

Miami, Florida is the home of Independent Purchasing Cooperative (IPC), a nonprofit supply chain organization owned by more than 11,000 North American Subway® franchisees representing in excess of 23,000 North American restaurants. The cooperative is the largest buyer of produce, turkey, tuna, and cookies in North America with more than \$2 billion in annual purchases flowing throughout the organization.

“We deal with every kind of vendor out there—from the big nationals to foreign companies that provide specialized products—to local farmers providing staple food products like tomatoes. All our vendors are great at what they do, but they aren’t viewing the world as 23,000 stores: that is where IPC comes in,” says Jan Risi, president and chief executive officer of Independent Purchasing Cooperative.

“We focus on leveraging purchasing power, investing in commodities, and using technology to improve efficiency and improve partnerships.”

THE IPC CHALLENGE

Real-time reconciliation requires secure remote access

When IPC took responsibility for the Subway cash card program, it was clear a solid security solution would be required. “We were now dealing with real-time transactions and there were many concerns surrounding the protection of franchisees’ financial information,” says Jorge Lázaro Díaz, IPC director of information systems. “The cash card program required real-time reconciliation of transactions—you buy a \$20 gift card at one store, you redeem it at another store—all that needs to happen in real time.”

As IPC moved to implement the Subway cash card program, its requirements went from just keeping good IT systems up internally, to having real-time data processing. “We now have daily interactions with each Subway franchisee so IPC systems have to stay up 24/7,” Diaz says. “Plus, we now have to safeguard more private information than ever before.”

When IPC looked for a solution provider to help build its security infrastructure and systems to support the project, the IT department looked for a solution provider with equal experience in business applications and security. "The ideal partner would be a top Microsoft partner with a solid security practice. We liked the Compuquip proposal the best. It was obvious they had the breadth of security expertise that we were looking for," Diaz says.

Compuquip's winning proposal provides Check Point's secure remote access solution

"We took a 360-degree view of their operations when we developed the IPC proposal," says Brad Reed, director of Internet security with Compuquip. "In Florida, security is not just about protecting a customer's business from the damage caused by malware, hackers, and information leaks. It's also about protecting business continuity and putting the solution in place so they can stay in business when a hurricane strikes or during extended periods of power blackouts."

"Compuquip was the lead partner in a complex, multi-vendor environment with four or five vendors. There were lots of people fitting into a single plan," says George Labelle, IPC's chief information officer. "It played to Compuquip's strengths to have them coordinate the configuration and strategic planning since security is woven into everything we do."

THE CHECK POINT SOLUTION

Compuquip's multi-phased approach to securing new applications

Compuquip proposed a Check Point secure remote access solution with Web Intelligence™ as the beginning of a multi-phased approach to securing a host of new applications and Web services IPC plans to roll out to the Subway franchisees over the next several quarters and beyond. "We began by implementing redundant firewalls at the co-location facility and corporate headquarters so they could set up site-to-site VPNs to securely transmit data," says Brian Dosal, Compuquip account manager for IPC.

"Looking at their plans for rolling out Web applications, we knew they would need a comprehensive security solution for their Web servers that would provide additional layers of application security and could scale over time. We chose Web Intelligence to secure some of the Web services IPC was offering to the franchisees. Check Point's Web Intelligence made sense for IPC because it can be managed right from the SmartCenter™ console."

With VPN-1® Power gateways in place and Web Intelligence protecting its Web servers, it was time to look at adding the endpoint security component to PCs located at corporate

headquarters. They needed a security solution that would protect the IPC network from worms and viruses and secure employee use of instant messaging services. "We needed a solution that would provide updates to antivirus, patches, and spyware defenses before PCs at the headquarters office could connect to the LAN," Diaz says. "We liked the Integrity™ endpoint suite because it provided everything we needed: desktop firewall, anti-spyware, outbound threat protection, intrusion prevention, and access policy enforcement on a single client. Not having to deal with multiple clients on the same desktop and being able to manage everything from a single console really saves time and resources."

IPC receives Total Access Protection with Integrity endpoint security

IPC also invested in Integrity Clientless Security™ to support guest-user PCs that needed to connect to their corporate networks. "We have consultants and vendors coming into the office or logging on remotely. These folks need access to production data on the Web servers. We don't own those PCs, but they need access to the network," Diaz says. "Installing client software on vendor PCs is impractical, and providing vendors with our equipment to connect to our network was not an option. We needed a security solution that would provide access policy enforcement and also protect our network from threats that stem from these unmanaged PCs," he says. "The Integrity endpoint suite in combination with Integrity Clientless Security provides what Check Point calls Total Access Protection for every type of user that needs access to our network. Integrity works with our 802.1x switches to enforce a pre-login network routine so if they don't have Integrity, then they get routed to a different internal LAN that is segregated from production data."

THE FUTURE OF IPC

Secure remote access prepares IPC to be up and running during hurricane season

"When hurricane season comes around this year, with our Check Point secure remote access solution we can locate the teams to areas outside South Florida—to Orlando for example—and have them continue to support our business from there should we have extended power outages," Diaz says.

An upcoming IPC IT initiative involves looking at CRM solutions that can tie different databases together so IPC customer service reps can see everything going on in an account when they are on the phone with franchisees. "We will be looking at Connectra™ as a solution for tying all the different Web applications together under one interface to provide a unified view of our customers—hopefully in time for the Christmas rush," he says.

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Originally printed: November 27, 2006 P/N 502607