

“Check Point’s Safe@Office and SMP On-Demand have made us much more competitive within the community banking marketplace and have helped us win more business than ever before.”

Tom Garcia
CEO
InfoSight



CUSTOMER NAME

InfoSight, Inc.

INDUSTRY

Financial Services

CHECK POINT PRODUCTS

- Safe@Office®
- SMP On-Demand™

CUSTOMER NEEDS MET

- Supplied hosted central management and service provisioning
- Ensured scalability and reliability
- Offered a cost-effective, all-in-one security appliance
- Provided trusted and proven security solutions

InfoSight Secures Customers with Check Point Safe@Office and SMP On-Demand

ABOUT INFOSIGHT

InfoSight, headquartered in Miami Lakes, Florida, offers innovative, leading-edge managed security, compliance, and consulting services to financial institutions, healthcare providers, insurance companies, and other regulated industries. The company, through its Managed Services Infrastructure, allows customers to protect their networks against intrusions and to maintain regulatory compliance by preventing data leakage. InfoSight also serves hundreds of institutions within the United States with innovative solutions including IT Risk Assessment and Compliance Consulting, Security and Infrastructure Monitoring Services, and Privacy and Policy Enforcement Services. Together, these services help to keep clients secure, reliable, and compliant.

THE INFOSIGHT CHALLENGE

As a leading provider of IT solutions for regulated industries, InfoSight needs to ensure that institutions are always secured and compliant to operate reliably and efficiently. InfoSight plays a significant role in helping its customers meet compliance and security regulations for all major audit and governance authorities, including HIPAA, OTS, OCC, FDIC, Sarbanes-Oxley, and State Department of Banking.

“As an independent third-party provider, we are uniquely positioned to ensure that financial institutions manage their information security strategy properly, and we accomplish this through education as well as implementation,” says Tom Garcia, CEO of InfoSight. “Security is not about a single product or technology. It’s an entire process that evolves over time. InfoSight has a great number of collective years of experience helping our clients meet their IT security needs.”

In order to improve upon its existing security offering, InfoSight required a comprehensive, reliable, and flexible security solution that was easy to deploy and manage. And while the solution needed to meet the special needs of small- to mid-sized financial institutions, it also needed to stand up to the complex and rigorous regulatory requirements of the banking industry.



THE CHECK POINT SOLUTION

Comprised of industry veterans, the InfoSight team was familiar with the name and reputation of Check Point Software, which is how they became familiar with Safe@Office® and the Security Management Portal™ (SMP™) management platform. They performed a thorough assessment of the alternatives and concluded that only the Check Point solution offered them the ability to deliver security as a managed service combined with ease of installation, central management, and comprehensive reporting options.

“Check Point provided the right solution at the right price,” says Garcia. “We liked the fact that Safe@Office is an all-in-one security device, providing extensive networking and connectivity capabilities. This allows us to deliver our solution better than anyone else in the industry. We also knew that our customers would appreciate that they were getting the same technology solution used by 98 percent of the Fortune 500 companies. Smaller and mid-sized financial institutions must meet most of the same regulations as larger banks. The Check Point Safe@Office SMP solution is an obvious choice.”

The Check Point Safe@Office appliances deliver proven Internet security and provide a solid line of defense against threats ranging from hacking attempts and denial-of-service attacks to phishing and viruses. Combined with SMP, the Check Point solution offers a scalable central management and service provisioning platform that allows InfoSight to service their customers reliably on a 24x7 basis.

THE BENEFITS OF CHECK POINT SECURITY

In addition to Safe@Office UTM appliances providing all-in-one security, InfoSight also needed a central management and service-provisioning platform to manage their customer network. SMP On-Demand provided a powerful and affordable option. Garcia explained why InfoSight chose SMP On-Demand. “When we considered the options, we

determined that SMP On-Demand provided the most flexible and cost-effective solution for us to manage our network of Safe@Office appliances. Because Check Point hosts SMP On-Demand for us, it was quick and easy to get up and running, and did not require us to supply server space. As our number of customers grows, SMP On-Demand can easily expand with us.

The extensive logging and monitoring capabilities of SMP On-Demand enables InfoSight to provide its customers with proactive remote management services, while reducing the amount of service calls and allowing businesses to operate continuously. “An important feature of SMP On-Demand is the ability to create alerts for any unusual behavior, thus allowing us to be proactive rather than reactive,” says Garcia. “Customers appreciate the monthly security threat reports generated by SMP On-Demand, which provide a constant reminder of the added value of the InfoSight solution.”

“Check Point’s Safe@Office and SMP On-Demand has made us much more competitive within community banking and has helped us to win and secure more business than ever before,” says Garcia. “And the fact that we are using Check Point products as part of our solution is helping us gain even more credibility since their reputation for strong security solutions precedes them and us.”

THE FUTURE OF INFOSIGHT

With Safe@Office and SMP On-Demand in place, InfoSight has standardized their security offering, and branded it with their own style. Most importantly, the solution allows the company to secure highly confidential information within the banking and services environment, and to deal with compliance issues through detailed logging, reporting, and monitoring capabilities. InfoSight is determined to extend this service to its existing clientele and generate new business based on managed security services.

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