

CBTS Delivers Industry-Leading Security-as-a-Service Offering with Check Point Harmony



Industry

- IT Services Provider

Challenge

- Offer industry-leading security as a service to SD-WAN customers
- Support a highly flexible customer subscription model
- Automate security service provisioning and delivery through an SD-WAN platform

Solution

- Check Point Harmony Connect
- Check Point Harmony Email & Office
- Check Point Quantum Edge

Benefits

- Preempt and prevent threats with 100% catch rate
- On-board customers in minutes with automated SD-WAN integration
- Offer same security consumption and customization flexibility as with SD-WAN services
- Deliver consistent industry-leading protection across every customer location

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Overview

CBTS provides industry-leading IT solutions to enterprise clients, including dozens of Fortune 500 and Global 2000 companies. More than 800 certified engineers across North America and the UK provide clients with outstanding technical expertise. A dedicated client focus, combined with a flexible delivery model and enterprise-class capabilities enable clients to effectively drive business outcomes, improve operational efficiency, mitigate risk, and reduce costs.

Business Challenge

Heading to the Cloud. Securely.

A rapidly growing number of businesses are moving applications and workloads to the cloud. Whether to better support a newly remote workforce, reduce the cost and complexity of on-premises infrastructure, or to take advantage of modern edge computing capabilities—cloud migration is also changing businesses' security requirements.

As part of their cloud initiatives, companies are increasingly adopting SD-WAN strategies to deliver enterprise software and services across locations. CBTS began evaluating security solutions to provide its SD-WAN customers with a zero-trust managed security service for their cloud-based applications and workloads.



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The ideal solution had to meet rigorous requirements. First, CBTS wanted to avoid adding on-premises infrastructure for itself or its customers. The company wanted to service-chain the security solution to its existing SD-WAN and management capabilities for operational efficiency.

The new solution also had to be flexible. CBTS SD-WAN services support customized policies and subscriptions, intelligent traffic routing, and hybrid dedicated-vs-broadband architectures for customers. At the same time, it had to ensure that customers' users were protected by the same level of security, regardless of where they worked. Finally, as an industry-leading IT solutions provider, CBTS looked for a cyber security vendor with an equally strong reputation for security effectiveness.

Solution

Harmonizing Protection Across Branch Locations

CBTS conducted an extensive review and testing process to evaluate Check Point Harmony along with several other well-known cloud security offerings. They chose Check Point Harmony.

“Check Point has been recognized as the leader in comprehensive security solutions for more than 25 years by Gartner, Forrester, IDC, and others,” said Jana Dorton, Solutions Enablement Manager SD-WAN and NaaS for CBTS. “CBTS has had a successful 20-year partnership with Check Point. We're pleased to be the first managed security service provider to utilize Harmony in our managed service offering.”

Check Point Harmony is the industry's first unified security solution for users, devices, and access. It protects devices and internet connections from the most sophisticated attacks while ensuring zero-trust access to corporate applications. Check Point Harmony Connect provides a Secure Access Service Edge (SASE) solution that unifies 11 different cloud security services. With Harmony Connect, CBTS can easily connect any SD-WAN customer's users and locations to any resource, anywhere, without compromising security. With Check Point Harmony Email & Office, customers gain protection for Office 365, MS Exchange, SharePoint, G Suite, and other users. Harmony Email & Office blocks phishing attacks and sandboxes malicious email attachments to provide safe, clean versions to users in seconds.

Check Point Quantum Edge connects customers' branch locations directly to the cloud, defending customers against sophisticated large-scale, multi-vector cyber attacks. Built-in Threat Prevention detects and prevents known vulnerabilities from attacks by advanced threats. Customer locations are on-boarded with zero-touch deployment, making it fast and easy to extend protection across a customer's entire business.

Comprehensive Defenses

Check Point security gateways are located close to CBTS customers' AWS, Azure, and other cloud hosts, ensuring high performance and availability. Comprehensive features protect customers with threat emulation, anti-virus, anti-bot, IPS, URL filtering, SSL decryption, firewall, application control, and identity awareness capabilities. The service is customized, based on each customer's infrastructure.

Benefits

Trusted Security

Check Point Harmony not only detects threats, it prevents them from entering the network. Harmony Connect detects malware during the exploit phase, before it can evade the sandbox. Application Control and URL filtering enforce safe web use, while HTTPS inspection discovers threats trying to hide inside encrypted HTTPS channels. With real-time threat intelligence through Check Point ThreatCloud™, CBTS gains up-to-the-minute threat insight combined with the latest threat prevention solutions.

"Zero-day protection was essential for us," said Dorton. "By preempting threats, we can prevent them from affecting customers or creating downtime. Every customer receives the same level of protection regardless of where they are, the applications they access, or devices they use."

Flexibility for a White-Glove Experience

CBTS' flexible SD-WAN subscription model allows customers to pay for services based on their specific needs—by the user or actual usage—with the ability to scale up or down as needed. Upgrades, consulting services, or different offerings are also easily consumed as services. Choosing Check Point Harmony meant that CBTS didn't have to change the way it does business to offer a top-of-the-line security service.

"Check Point mirrors our as-a-service model," said Dorton. "We can offer the same consumption and customization flexibility with Harmony as we do with our SD-WAN services. Check Point enables us to deliver consistent performance across customer locations—whether users are working from home, at a headquarters location, or in a branch office."

Operations Efficiency Saves Time and Resources

Automatic service chaining met one of CBTS' critical requirements for a new security solution. With automated, advanced SD-WAN integration, CBTS could set up services quickly. Provisioning a customer takes just minutes.

"Check Point Harmony significantly reduced our time to deploy services," said Dorton. "By service chaining our SD-WAN management platform to Check Point Infinity Portal, we gain highly efficient central management."

The CBTS team saves hours of time, easily defining and provisioning application security policies based on customers' specific configurations. Each customer location receives the same consistent protection without having to route traffic back to a headquarters location and without having to manage individual security devices. The team can create templates and playbooks to further accelerate customer on-boarding.

Cementing Brand Credibility

Dorton says that while CBTS is known for its as-a-service business model, Check Point is known for its security expertise. The partnership leverages both companies' strengths.

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