



Good Sam Upgrades Its Security Posture with a Single Solution

Check Point Quantum Security Gateways provide superior threat prevention and centralized security management



INDUSTRY

Leisure/Hospitality

HEADQUARTERS

Bowling Green, Kentucky, United States

COMPANY SIZE

1.8 Million Memberships

OVERVIEW

The Good Sam Club makes outdoor adventures a safer and more rewarding experience for more than two million members. With a wide range of discounts and services, Good Sam enables recreational vehicle (RV) owners to enjoy their time on the road. Its parent company, Camping World Holdings, is a leading retailer of outdoor recreation products and services.

OUR SOLUTION



Quantum
Secure the Network

CHALLENGE

Millions of North American households are avid campers, with 2.6 million new households joining the ranks in 2017 alone. This enthusiasm—together with an initial public offering in 2016—resulted in double-digit annual growth for Good Sam. With this new growth and their numerous acquisitions, cyber threats facing the company also increased, but its cyber protection infrastructure did not keep up.



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Steve Moran, Director of IT Systems and Security, Good Sam



Good Sam originally deployed McAfee Sidewinder firewalls and Cisco ASA devices for security and remote access capabilities. But, as the threat landscape changed over the past two years, Good Sam lacked visibility into the advanced threats attacking its business. It had no way to know what threats were lurking in its infrastructure or targeting end users. Good Sam management decided to upgrade its security posture significantly.

“I joined Good Sam to mature its IT and security infrastructure,” said Steve Moran, Director of IT Systems and Security. “Based on my experience with Check Point solutions over many years, it was clear that Check Point would enable us to quickly increase security and visibility with minimal management requirements.”

SOLUTION

Moran began by deploying Quantum 15600 Next Generation Security Gateways in the data center. These firewalls deliver comprehensive multi-layered protections, including URL filtering, IPS, antivirus, application control, anti-bot, and email security. They also included the award-winning Check Point Zero Day Threat Prevention for Quantum, which monitors traffic at the CPU level to detect and stop attacks before they evade detection.

Check Point Security Management consolidates views, policy, threat management, and automation into a single console to deliver visibility and control across the entire security infrastructure. Logging, monitoring, event correlation, and reporting are also unified, giving Moran instant insight into security events across the whole network.

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OUTCOME

The Check Point solutions gave Moran immediate visibility into malware and other threats hiding in the environment. Check Point SmartEvent event management enabled him to understand exactly what was active, and it automatically correlated logs in real-time for investigation and rapid response.

“Check Point automation simplifies everything,” said Moran. “We receive solid data, which gives us control over everything from policy to threat prevention. I can get to a root cause quickly, and when Check Point detects something suspicious or malicious, it stops it.”

Worry-free Work

GoodSam, using Zero Day Threat Prevention for Quantum, was able to intercept and analyze downloaded files in real time, blocking at least ten incidents per week.

Users receive the files they need, and Moran hasn’t received any complaints. With a stable platform, he checks the Quantum Security SmartConsole weekly but spends minimal time dealing with threats. Check Point frees him up to focus on critical projects that enable Good Sam to sustain its growth, such as replacing legacy network systems and deploying a new virtual infrastructure.

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Scaling Up and Beyond

As Camping World continues to acquire companies, it is increasingly subject to audits and regulatory scrutiny. Check Point predefined and customizable reports give Moran and his management the security data they need to meet requirements.

“No matter how we grow, Check Point will scale with us easily,” said Moran. “It continues to deliver excellent value without requiring us to work harder. What’s not to like about that?”

ABOUT CHECK POINT

Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading AI-powered, cloud-delivered cyber security platform provider protecting over 100,000 organizations worldwide. Check Point leverages the power of AI everywhere to enhance cyber security efficiency and accuracy through its Infinity Platform, with industry-leading catch rates enabling proactive threat anticipation and smarter, faster response times. The comprehensive platform includes cloud-delivered technologies consisting of Check Point Harmony to secure the workspace, Check Point CloudGuard to secure the cloud, Check Point Quantum to secure the network, and Check Point Infinity Platform Services for collaborative security operations and services.

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