Getronics
Customer Testimonial | Check Point Security Gateway Virtual Edition (VE)

Check Point SOFTWARE TECHNOLOGIES LTD.
We Secure the Internet.

> **"Thanks to Check Point VE, we have a virtual security solution that fully integrates into our dynamic virtualized environment with all the performance, security, and functionality we've expected from our physical Check Point gateways for years."**
>
> – Luc Steens, Team Leader Security Managed Services, Getronics

QUICK FACTS

Customer Profile

- Expert in workspace management services, connectivity, data centers and counseling
- Getronics has a complete portfolio of integrated IT services and works according to a Global Service Delivery Model to deliver comprehensive services
- The largest IT services provider in the Benelux
- Getronics is part of the Dutch KPN Group and employees 12,000 people worldwide

Industry

- Managed Services Provider

Check Point Solutions

- Check Point Security Gateway Virtual Edition (VE)
  - Firewall running on a VMware ESX and protects communication between the various virtual servers
- Check Point Multi-Domain Security Management (Provider-1)
  - Segmentation of management environments in different virtual domains on the same server or cluster to greatly simplifying the management and control

ROI

> **"With Check Point VE and Multi-domain Security Managent, we have eliminated the need for physical components and at the same time increased security while simplifying administration."**
>
> – Steen

CUSTOMER CHALLENGE

In order to strengthen its competitive position in the market, Getronics must adapt to the growing trend towards virtualization in a responsible way, this means they cannot compromise on functionality, quality, flexibility, or manageability. Check Point VE provides the following:

- Smooth, easy to use integration of virtual solutions in a mixed management environment
- Simplified central and operational management of several clients in a shared environment
- Mature and proven solutions with a proven quality track record

SELECTION PROCESS

Selection Criteria

- ✔ Proven and mature virtual firewall and security management solutions
- ✔ Stable, solid supplier with sufficient critical mass
- ✔ Proven track record
- ✔ Proactive partnership with long-term vision for virtualization
- ✔ Reliable and accurate support before, during, and after implementation
- ✔ Retention of all existing functionalities coupled with increased flexibility
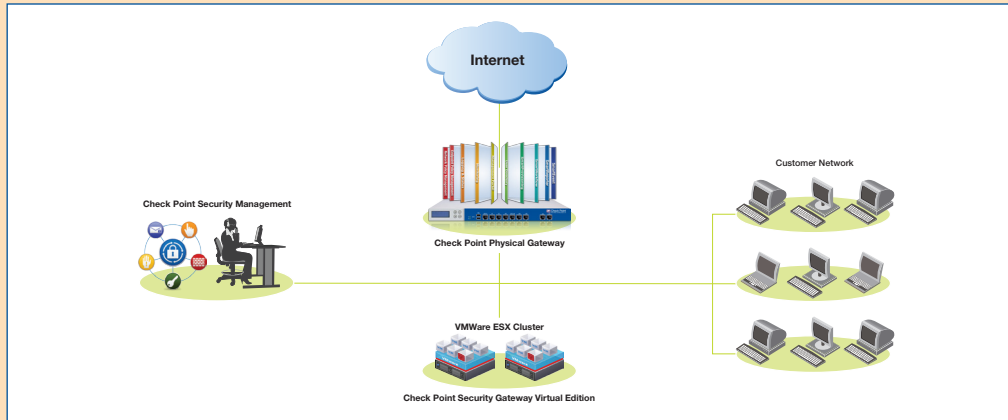- ✔ Cost-effective

> **"Check Point provides us with the technology to solve a new class of security challenges. With Check Point, we dont just buy a solution, we also get an acquisition of knowledge and experience."**
>
> – Luc Steens, Team Leader Security Managed Services, Getronics

THE CHECK POINT SOLUTION

1 Check Point Security Gateway Virtual Edition (VE)

To provide integrated protection within its virtualized infrastructure, both for internal use and as a managed service, Getronics leverages Check Point VE. Deployed as a virtual machine within Getronics VMware environment, Check Point VE delivers hypervisor-level protection including Firewall, IPS, Anti-malware and host of other features to protect Getronics dynamic virtual environment from external and internal threats including those propagating from inter-VM traffic. "With Check Point VE we're able to integrate security directly into our virtualized environment. It also gives us the ability to offer complete virtualized security services to our customers, its simple to just switch the service on and tailor it to their specific needs and requirements. Changeover is smooth and quick, and completetly seamless." – Steens

Internet

Check Point Security Management

Check Point Physical Gateway

Customer Network

VMWare ESX Cluster

Check Point Security Gateway Virtual Edition

2 Remote management speeds up response times

Check Point VE simplifies operational management and enables Getronics to solve issues remotely any time. This increases flexibility and shortens the company's response times considerably. "With Check Point VE and the Software Blade architecture, we can expand on-demand VE solutions, depending on the demand or type of threat. This is accomplished while managing all customers sites in a consistent and efficient manner through a single, centralized user interface." – Steens

3 Centralized Security Management

Check Point Multi-domain Security Management sits within Getronics' virtualized environment and enables administration of the VE solution. This allows Getronics to significantly reduce hardware costs and work much more efficiently by giving its administrators a single view of all domains from a single centralized management platform. This enables Getrinics to provide its customers with instant monitoring reports and analysis, saving a significant amount of time by alliviating task intensive manual filtering and compolation of data.

CHECK POINT BENEFITS

Proven Security

- Virtualization with proven solutions guarantees optimal security
- Check Point VE runs on Check Point's extensible Software Blade Architecture
- Provides protection specifically for virtualized environments, defending VMs from external threats as well as thoose propegating from inter-VM traffic

Simplified Management

- Provides significantly lower operating costs
- Simplifies management and maintenance
- Enables management of multiple domains with centralized management

SUMMARY

"**The technological features of Multi-domain Security Management enable us assign each customer a specific domain without the risk of contamination.**" – Steens

Secure • Cost-Effective • Flexible

- Software Blade Architecture enables future extensions as security requirements evolve
- Significantly lower operating costs in management and maintenance
- Flexible solution can be fully customized to meet the security needs of Getronics and its indivdual customers

CONTACT CHECK POINT

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