



INSURANCE COMPANY HAS SELECTED NETASQ TO PROTECT ITS SENSITIVE DATA

Created October 17, 1951, AGPM is an insurance company formed by the military for the military. AGPM was founded by Army Inspector General Jean Lachenaud. Its creation came about during the conflict with Indochina when it came to light that traditional insurance coverage was insufficient to protect military personnel and their families, particularly when they were sent on foreign assignments. The coverage AGPM offers has since been extended to police workers, fire fighters, reservists and their families. With AGPM, the risks inherent to these hazardous occupations are covered.

AGPM employs 780 people dedicated to providing service and solidarity to the military and their families.



Interview with Antoine Collart
Manager, IT & Network Security

AN OPEN NETWORK WITH SENSITIVE DATA PROTECTED

In 2001 the AGPM had a closed network with very little access. It was decided that a secure system was needed that would "open up" the company's information systems. The new system would enable AGPM to host its own internet site, would provide internet access to employees, provide a company-wide email, enable communication with external parties, and implement VPN connections, and do all of this within a secure environment.

"Security is very important on every level within our organization. In fact, we have a transversal security organization with a Risk Manager who reports directly to the board of directors. There is a security correspondent in every department of our company. Of course, the principal security pole is centered on the network and IT," explained Mr Collart.

Prior to the implementation of NETASQ appliances, AGPM had no firewalls. AGPM called upon a major consulting firm to assist with the market study, request for proposals, and selection process.

AN INNOVATIVE TECHNOLOGY CHOICE

"At the time of the request for proposals in 2001, NETASQ did not have the same prominence on the marketplace as the big international players," stated Collart. *However, we quickly saw that in terms of performance and price, we would clearly get more for our money with NETASQ. It was a calculated risk,"* concluded Mr Collart.



At AGPM, we have a tendency to choose leading-edge, emerging technology players. As far as NETASQ was concerned, the technology was good, the price was reasonable, the company looked solid and they already had some impressive references. ."

Antoine Collart

Manager, IT & Network Security

¹.Association Générale de Prévoyance Militaire

AGPM is particularly satisfied with the flexibility of NETASQ's IPSEC settings. As with many firms within the insurance sector, it is important for AGPM to freely exchange information with partners and suppliers.

"We have been able to adapt to all of our partners' platforms to facilitate secure business exchanges," said Mr Collart.

For example, AGPM resells loans offered by one of its partners, they resell motorcycle insurance provided by yet another partner, and they have a system to send claim adjustment orders to sub-contractors. AGPM uses the system to handle external printing, as well. AGPM also uses a secure connection to an international flight reservation system provided by an AGPM internal travel agency.

NETASQ'S SOLUTION LINKED TO MANY SYSTEMS

AGPM's network is monitored constantly. Antoine Collart has a double screen in his office and NETASQ's monitor is open and running continually. *"Since we have many components in a complex environment protected by NETASQ's appliances, we need to be vigilant, and we need to keep upgrades up-to-date,"* stated Collart.

System stability is also an important aspect for AGPM. AGPM agencies located in overseas territories, Belgium and Spain are equipped with F50s for connections using ADSL. An AGPM-owned retirement residence in Paris is also equipped with an F50. Virtual Private Networks are in place for remote workers coupled with a thin client technology enabling employees to access their full work environment safely and from anywhere.

“NETASQ's solutions satisfy all our requirements for availability and the protection of our network. We are satisfied with the appliance's up-time, the flexibility of parameter setting, and the performance, and dependability.” **”**

Antoine Collart
Manager, IT & Network Security

NETASQ's new upgrading system enables its customers to carry out upgrades without system shut down, and without risk of failure.

"We really appreciate the enhancements and new features NETASQ offers on a regular basis. There are other new features that we would like to see, but on the whole, we are very satisfied with the solution."

VISIBLE CLIENT BENEFITS

- System stability,
- High level of performance
- Competitive pricing
- Flexibility in regards to external interfaces

APPLIANCES:

- Headquarters:
2 x F1000 fully redundant
- Remote sites:
10 x F50



ABOUT NETASQ

NETASQ was established in 1998 and is the leading European vendor of unified security solutions for businesses of all sizes: SMEs-SMIs, large enterprises and government bodies. The company designs and markets Unified Threat Management (UTM) appliances based on its own ASQ (Active Security Qualification), a unique real-time intrusion prevention technology, with network and application firewall features, IPsec and SSL VPN, content filtering, anti-virus, anti-spam, anti-spyware, and secure VoIP. Living up to its reputation as a technological innovator, NETASQ thus provides all the essential security functions, built into a single appliance. Its ASQ technology is embedded by default in all products, guaranteeing clients optimum protection through the combination of several innovative analyses. ASQ tangibly delivers on the promise of zero-day protection security.