



SYSTEM INTEGRATOR OFFERS VALUE-ADDED NETWORK SECURITY SERVICES TO STRATEGIC CUSTOMERS

Caliséo is specialized in information system infrastructure, offering expertise in data storage, networks and security. Network security is a strategic line of business for the company. It has built expertise around Netasq's solutions to the highest level. The Network and Security Business Unit at Caliséo provides value-add security solutions to guide its customers through this often complex and ever-changing environment.



With Mr Gilles CROZE
Business Unit Manager, Security and Networks

WHAT DO CUSTOMERS LOOK FOR IN TERMS OF SECURITY?

Customers look to Caliséo for help in protecting access to business applications hosted over a WAN (wide area network). Assistance is required in application filtering and in bandwidth optimization. Customers also look for solutions that can evolve to meet changing requirements. Another major concern is Unified Threat Management (UTM), which is designed to counter ever-increasing threats. Caliséo has been able to bring comprehensive security solutions to its customers by investing resources in NETASQ's technology.

One of the features of NETASQ that is valued most by Caliséo is the centralized administration system. It is a system that provides tools for the



intuitive analysis of security problems, and a simplified management system to resolve those problems. These highly effective tools enable both Caliséo and its customers to reduce training and operating costs .

“ *If you look at a multi-vendor UTM solution, you need to be trained on each component of the solution. The consequence is not only more costly training, but also higher operating costs. With NETASQ, however, you have a complete protection system. As a result, you need fewer resources to achieve the same high performance level”*

Gilles CROZE

Mr. Croze further explained: *“Ninety-five percent of the time, NETASQ's solutions meet our customers' requirements. The UTM features are an attractive part of the offering. We also value the fact that we can implement several functions on the same appliance such as the IPSEC and SSL VPNs, the URL filtering, and of course, all the basic firewall functions.”*

TWO CUSTOMER STUDIES

The following two customers cited by Mr. Croze have national and international agencies that require access to hosted business applications. Business transactions for both companies are managed over the web.



MORY GROUP, supply chain specialists in the transport and logistics sector, with over 6,700 employees, is one of Caliséo's strategic customers. MORY has over a hundred offices located throughout France as well as twelve subsidiaries abroad.

For example, Caliséo implemented ninety F50 appliances for MORY agencies, twelve F200 appliances at MORY headquarters and two F500 appliances in a redundant configuration at the datacenter where MORY servers are hosted. The applications secure all incoming traffic. MORY opted for redundancy to ensure full service if any single appliance enters a failure mode.





A salient advantage for the MORY GROUP lies in NETASQ's vast product range, with appliances suited for every network size, ranging from a small agency to a large datacenter."

Gilles CROZE

Caliséo has implemented two F2500 in a fully redundant configuration for the application servers. Also installed are two F200 appliances in a redundant configuration to manage web and email access. The data flows were separated in order to have optimum performance within the network. Caliséo also provided the CEF subsidiary in Germany with two F800 appliances for applications hosted in a datacenter



CEF *Tout le Matériel Electrique*

SYSTEM STABILITY RESULTS IN COST SAVINGS

Caliséo has been working with NETASQ since its creation in 2003, and it has installed NETASQ appliances for about twenty different customers.



« Since the management platform has been installed, our operating costs have remained stable, » said M. Croze "The user-friendly interfaces for the centralized administration console also enable us to contain operating costs. Since we are well trained and the appliances offer many rich features, we have been able to build a lot of value around our network security services. »

VISIBLE PARTNER AND CLIENT BENEFITS

- All-in-one UTM solution
- Feature rich solution
- Intuitive and comprehensive administration tools
- System stability
- Significant cost savings in training and system administration

CEF, the Comptoir Electrique Français, an electrical component distributor with over 260 agencies in France, is another of Caliséo's strategic customers. CEF provides electrical supplies to professionals such as electricians, cabling companies, and other electricity specialists. It was mandatory that CEF secure all of its application servers that are accessed by CEF agencies throughout France.



We implemented a firewall cluster for CEF in the datacenter to offer secure connections to the email servers and application servers. We have also secured incoming and outgoing traffic using precise data packet analysis all the way up to the application level."

Gilles CROZE

About Caliséo

Caliséo was founded in 2003 as a spin-off of Elit group (formerly Tracing server), capitalizing on 14 years of experience. The company employs a staff of 32 in France.

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About NETASQ

NETASQ was established in 1998 and is one of the leading European network security vendors with more than 35,000 appliances sold to date. It develops innovative solutions aimed at protecting its customers' data, communications and infrastructure against computing threats that keep increasing in number while growing more dangerous and more diverse.

NETASQ is best known for designing and building the NETASQ UTM, a range of "all-in-one" Network Security appliances that combine multiple security features in one device. Features include intrusion prevention, firewall, antivirus, antispam, content filtering, VPN access and NETASQ SEISMO for improved real-time vulnerability detection and risk management. The foundation of the software architecture on these appliances is the unique, multi-patented ASQ (Active Security Qualification) operating system that fully addresses the requirement for "zero day" proactive security.

To help companies fight the spam epidemic while ensuring that no valid e-mail is ever lost in the process, NETASQ MFILTRO mail security appliances combine antispam filtering features with antivirus and antispam modules, and provide a quarantine option so that every employee controls what happens with mail identified as spam.

NETASQ relies on a network of over 300 partners who market solutions in over 30 countries throughout Europe, the Middle East, Northern Africa and Asia.