

# Geiger Grows With Akibia and Check Point

## CASE STUDY

### NETWORK AND SECURITY SOLUTIONS

When Geiger Brothers acquired four companies and established four new offices, it faced increasing demands from employees for remote access so that they could work more easily from home or other locations.

“Security is the hardest thing we deal with,” says Rob Herman, technical infrastructure supervisor for Geiger. “It’s important for Geiger to stay up with the industry.” That is why Geiger relies on the partnership of Check Point and Akibia, its long-time consultant for network and security solutions. Akibia keeps Geiger abreast of new technologies, educated on market and industry changes, and provides on-site technical support, helping the company assess its needs.

## The Check Point and Akibia Solution

Geiger securely connects all its branch offices to the Lewiston headquarters by site-to-site virtual private networks (VPNs) for both data and voice communications, using Check Point VPN-1 Pro NGX to provide the most fault tolerant and secure links. With Akibia’s consultation and support, Geiger switched from Frame Relay to VPNs using Check Point solutions. The company saw total payback on its investment in less than one year.

Branch offices, varying from five to 30 employees, have a Check Point Express security gateway, which provides a firewall, VPN, and intrusion prevention technologies in one solution that can be monitored, managed, and upgraded remotely from Lewiston.

To meet the growing employee demand for remote access, Akibia suggested SSL Network Extender was the easiest solution for users because there is no software to install on their computers. “They just log in, and they are securely connected,” Herman says. SSL Network Extender is a browser plug-in that gives users access to Web applications with all the security features provided by VPN-1 Pro.



#### INDUSTRY

Promotions

#### CHALLENGE

When Geiger Brothers acquired four companies and established four new offices, it also faced increasing demands from employees for remote access so that they could work more easily from home or other locations.

#### SOLUTION

Check Point VPN-1 Pro NGX, Check Point Express, SSL Network Extender, Akibia Support

#### BUSINESS BENEFITS

With Akibia’s consultation and support, Geiger switched from Frame Relay to VPNs using Check Point solutions, the company saw total payback on its investment in less than one year.

## Quick network connection for new offices

Check Point Express security gateways fill Geiger's need for secure networks in small office locations and secure connectivity back to the corporate office." When we set up or move an office, it's easy to get any Internet service provider there and deploy Check Point Express. We install Check Point Express on a server and ship it to the office. Someone with no particular technical knowledge can plug into the preconfigured box, and they are ready to go—with phone and network service. It comes online quickly and is very reliable." Reliability," Herman says, "is a huge advantage."

## Trouble-free secure remote access

The users clamoring for easy remote access are delighted with the SSL Network Extender solution. Without having to install or maintain any client software on their laptops, they are able to connect from anywhere—even hotels and other locations that block out IPSec VPN connections. "With SSL Network Extender, helpdesk calls about remote access have stopped," Herman says.

## Heading off new threats

Geiger subscribes to Check Point SmartDefense Services to get the latest defense updates against constantly evolving threats. SmartDefense intrusion prevention technologies also let Geiger restrict instant messaging and file-sharing programs that are common routes for attacks. "SmartDefense is working quite well for us," Herman says. "We are able to head off threats before we know they exist."

**"We count on Check Point and Akibia for a security infrastructure that enables us to accomplish our business goals."**

*Jim Smith, Vice President of IT, Geiger*

## The Benefits of Check Point Security and Akibia Support

Herman sums up the overall advantage of Check Point security and his relationship with Akibia in one word. "stability." To him stability means a security infrastructure that is "always available and does not give us problems."

A consistent and long-term partnership with Akibia has helped Geiger build up its security infrastructure. Herman's security group is supported by Akibia's helpdesk and consulting team. The Akibia helpdesk provides a fast and accurate response to help troubleshoot issues, while Akibia's consulting practices help identify new opportunities and solutions.

Herman cites that Akibia often goes above and beyond the call of duty by working with Geiger to make critical firewall and protection updates overnight, limiting the downtime and effect felt by the company's end users.