



Check Point
SOFTWARE TECHNOLOGIES LTD.

We Secure the Internet.



A Customer Success Story

A.T. Kearney consultants stay connected to ideas through Connectra

ABOUT A.T. KEARNEY

Every hour somewhere in the world, A.T. Kearney consultants are tackling the most intractable problems on the agendas of today's CEOs. Its 2,500 consultants, operating from 56 offices in 36 countries, deliver dramatic results, measured in higher revenues and lower costs. Some examples: Engineering-process improvements slashed development time for new cars by 40 percent. A business-to-business Internet exchange for retailers and suppliers saved members \$200 million. Back-office restructuring saves a financial institution \$400 million a year in operating costs, while dramatically improving customer satisfaction.

In practice areas that include growth strategies, business technology, complexity management, and enterprise transformation, A.T. Kearney produces "ideas that last."

THE A.T. KEARNEY CHALLENGE

A.T. Kearney consultants working at client locations must have timely and secure connection to the company's vast store of intellectual capital, which is its competitive advantage. While some clients allow IPSec VPNs from their networks, about a third of A.T. Kearney consultants found that they could not use IPSec VPNs from their client networks. In these situations, frustratingly slow dialup connections are an unacceptable alternative, impeding productivity, eating into billable hours, and sending the wrong message about A.T. Kearney's capabilities and leadership.

THE CHECK POINT SOLUTION

A.T. Kearney consultants can connect conveniently to their company network via SSL VPN from anywhere through the Check Point Connectra™ Web security gateway. Even when their clients permit a site-to-site IPSec VPN to the A.T. Kearney network, consultants are choosing the greater convenience of browser-based SSL remote access through Connectra instead.

"Connectra keeps our consultants connected while at customer engagements. Our consultants use their VoIP phones and applications as if they were inside the corporate office. The consultants stay connected, and our network stays secure," says Kevin Rice, Global Network Architect for A.T. Kearney.

Connectra is the most secure connectivity solution for both A.T. Kearney and its clients. The consultants access their personal productivity applications and download spreadsheets, formulas, and other information from A.T. Kearney Intellectual Capital applications without ever touching the client's network. Connectra protects the A.T. Kearney network by allowing Web-based access only to secure endpoints that have been inspected by Integrity Clientless Security and that meet policy requirements.

Customer Name

A.T. Kearney

Industry

Management Consulting

Check Point Products

- Connectra™
- Integrity™ Clientless Security for Connectra
- Integrity

Customer Needs Met

- High-speed SSL VPN access to intellectual capital applications
- Ensures secure network connectivity—even from unmanaged endpoints
- Secure softphone (VoIP) connectivity
- Cost-effective disaster recovery solution

"Connectra's integration with Integrity was very attractive. We didn't find integration of Web and endpoint security in any other SSL VPN gateway."

Kevin Rice

*Global Network Architect,
A.T. Kearney*



Check Point protects every part of your network—perimeter, internal, Web—to keep your information resources safe, accessible, and easy to manage.

All PCs owned by A.T. Kearney, including 3,000 laptops, are secure endpoints because they have Check Point Integrity installed. Integrity provides a centrally managed desktop firewall, prevents intrusions, blocks outbound threats, enforces access policy, and ensures that every PC meets antivirus, patch, and other requirements before it connects to the A.T. Kearney network. Connectra works in conjunction with Integrity by inspecting the endpoint before SSL VPN login to ensure that Integrity is installed and running.

“With the impact that viruses have had in the industry in the last 24 months, we are focusing efforts on endpoint security,” Rice says. “Connectra’s integration with Integrity was very attractive to us. We didn’t find that integration of Web and endpoint security in any other SSL VPN gateway.”

THE BENEFITS OF CHECK POINT SECURITY

One reason A.T. Kearney chose Check Point security is confidence in the maturity and reliability of the products. In action, the company is seeing many additional benefits.

A virtual-server software option

Connectra offered the advantage of being available as software only. Appliances are convenient for many environments, but A.T. Kearney wants greater control over the chosen hardware. “We are a virtual-server IT department. We consolidate multiple servers in one box to optimize utilization, simplify our environment, and contain costs,” Rice says. “Connectra is ideal for environments such as ours because it is available as software, and we can run it on higher-end hardware than is standard in most appliances.

User convenience

Users really like the convenience of the browser-based remote access through Connectra, Rice says. “We expect the Check Point SSL VPN solution will be widely used by our consultants because of its ease of use and its ability to work at virtually any client site.”

Potential for growth

A.T. Kearney’s IPSec VPN concentrators are heavily used, handling more than 700 concurrent sessions. Connectra provided the only SSL VPN solution that could stand up to that level of use and more.

VPN hardware appliances combining IPSec and SSL capabilities are too limited in the number of concurrent SSL

sessions they support, Rice says. “Recognizing how many concurrent connections we have for IPSec, I didn’t feel the appliances could handle additional SSL sessions. As users move from IPSec to the greater convenience of SSL, Connectra running on A.T. Kearney’s virtual server provides the scalability we require.”

Consultants more available by VoIP

Consultants are more available by telephone than ever before through VoIP softphones on their laptops and the secure always-on broadband connection through Connectra. Voice quality is ensured by the combination of high-performance server hardware and Connectra’s SSL Network Extender™ to tunnel VoIP over SSL. Using the softphones instead of cell phones or the client’s telecommunications network avoids increased toll charges.

Cost-effective solution for disaster recovery

Connectra’s software option answers A.T. Kearney’s disaster recovery (DR) requirements. “In the event of failover from our primary data center, we can simply transfer our software license to our DR site with no incremental additional cost as long as the software is not installed in both places,” Rice says. “This is more cost effective for us than buying a standby appliance for the DR site.”

Improved security insight

A.T. Kearney has always been a leader in managing endpoint security. Integrity is now giving the firm even more insight into its endpoint security posture. “Check Point gives us more detailed reporting about our 4,500 endpoints and the nature and source of attempted attacks,” Rice says. “Now that more of our people are connecting from hot spots and untrusted networks, we have more assurance that our network is protected. We’ve never had this level of detailed logging and reporting before.”

THE FUTURE OF A.T. KEARNEY

One success leads to another. A.T. Kearney plans to introduce Connectra and Integrity to another line of business that does not require or support personal firewalls. Satisfaction with Connectra and Integrity is also prompting the company to reexamine its perimeter security for even more effective protection.

©2005 Check Point Software Technologies Ltd. All rights reserved. Check Point, Application Intelligence, Check Point Express, the Check Point logo, AlertAdvisor, ClusterXL, Cooperative Enforcement, ConnectControl, Connectra, CoSa, Cooperative Security Alliance, Eventia, Eventia Analyzer, FireWall-1, FireWall-1 GX, FireWall-1 SecureServer, FloodGate-1, Hacker ID, IMsecure, INSPECT, INSPECT XL, Integrity, InterSpect, IQ Engine, Open Security Extension, OPSEC, Policy Lifecycle Management, Provider-1, Safe@Home, Safe@Office, SecureClient, SecureKnowledge, SecurePlatform, SecuRemote, SecureXL Turbocard, SecureServer, SecureUpdate, SecureXL, SiteManager-1, SmartCenter, SmartCenter Pro, Smarter Security, SmartDashboard, SmartDefense, SmartLSM, SmartMap, SmartUpdate, SmartView, SmartView Monitor, SmartView Reporter, SmartView Status, SmartViewTracker, SofaWare, SSL Network Extender, Stateful Clustering, TrueVector, Turbocard, UAM, User-to-Address Mapping, UserAuthority, VPN-1, VPN-1 Accelerator Card, VPN-1 Edge, VPN-1 Pro, VPN-1 SecureClient, VPN-1 SecuRemote, VPN-1 SecureServer, VPN-1 VSX, VPN-1 XL, Web Intelligence, ZoneAlarm, ZoneAlarm Pro, Zone Labs, and the Zone Labs logo, are trademarks or registered trademarks of Check Point Software Technologies Ltd. or its affiliates. All other product names mentioned herein are trademarks or registered trademarks of their respective owners. The products described in this document are protected by U.S. Patent No. 5,606,668, 5,835,726, 6,496,935 and 6,850,943 and may be protected by other U.S. Patents, foreign patents, or pending applications.

August 19, 2005 P/N: 501898

Worldwide Headquarters
3A Jabotinsky Street, 24th Floor
Ramat Gan 52520, Israel
Tel: 972-3-753-4555
Fax: 972-3-575-9256
Email: info@checkpoint.com

U.S. Headquarters
800 Bridge Parkway
Redwood City, CA 94065
Tel: 800-429-4391; 650-628-2000
Fax: 650-654-4233
www.checkpoint.com

 **Check Point**
SOFTWARE TECHNOLOGIES LTD.
We Secure the Internet.