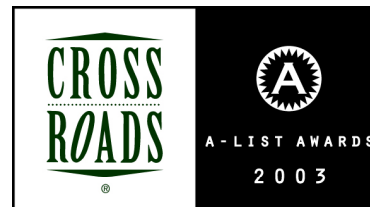


## IBM

Armonk, NY

### IBM Tivoli Risk Manager

➤ Security Event Management



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#### CUSTOMERS AT WORK

Major corporations in the retail, durable goods manufacturing, and national transportation industries were among the reference customers. Common strategic objectives included:

- Reducing the cost of security
- Improving the speed and effectiveness of the response to a security intrusion event

#### WHY IBM?

IBM enables customers to control business risks and better assess the security environment by managing security incidents and vulnerabilities that occur across network devices, applications, hosting infrastructure, servers, and desktops throughout the enterprise. IBM Tivoli Risk Manager improves security effectiveness by monitoring IT resources, correlating alerts, and automating responses to security events across the organization. It simplifies management of numerous point products by correlating high volumes of security events from diverse sources. It centrally manages security incidents and vulnerabilities with an overall view of the security architecture. It provides the capability to drill down to the network topology to see where affected resources are located. IBM Tivoli Risk Manager delivers root cause problem determination with the option of automated corrective action.

#### COMPANY INFO

IBM is a public company (NYSE: IBM) with approximately 320,000 employees worldwide.

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#### BUSINESS IMPACT

*Near-term value:* Whether they originally purchased IBM Tivoli Risk Manager in reaction to a security breach or in a proactive effort to achieve world-class security practices, IBM customers have one result in common. They are achieving a much higher standard of security event management with the same level of staffing.

*Enterprise innovation:* Customers agree that a comprehensive approach to security event management is essential for brand stewardship, audit and regulatory compliance, and long-term cost minimization. Some are pursuing certification as compliant with well-known security standards, such as the British Standards Institute's BS7799 or ISO 1779. Given IBM's wide range of devices supported, strong working relationships with device vendors, and strong indications of scalability, reference customers are anticipating enterprisewide deployment. They anticipate a stronger and stronger role for security automation.

*Technology gains:* Monitoring a wide range of devices and correlating the results on one console enables more rapid identification of the source of a security event. It can also promote a faster and more effective working relationship between IT specialists in different realms.

#### SUCCESS FACTORS

*Project strategy:* It's up to you to protect your brand from external and internal threats, say IBM Tivoli Risk Manager reference customers. There is nowhere to run and no place for a major enterprise to hide from this responsibility. They recommend, therefore, that skills transfer be your watchword. Start with a simple project and expand steadily as the team acquires skills.

*Skills:* Pay attention to the synergy between security generalists using IBM Tivoli Risk Manager and specialists manning the firewalls and other equipment or applications. Each has a role to play—both individually and in the group process—to deal with threats and minimize false positives.

*Resources:* Allow adequate time for testing, including network load testing, and for ascertaining the most pertinent reports.

*Fit:* IBM Tivoli Risk Manager is a good fit for large corporations committed to effective self-defense against security intrusion.

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#### ABOUT THE CROSSROADS A-LIST AWARDS

The Crossroads A-List identifies the best newly proven products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.