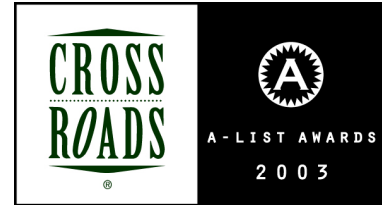


Guardent

Waltham, MA

Managed Security and Consulting Services

➤ Information Security Services



CUSTOMERS AT WORK

Guardent reference customers included substantial mid-cap enterprises and a division of a Global 2000 corporation. Common strategic objectives included:

- World-class information security for core systems and applications posing substantial business risk
- Maximization of limited resources

WHY GUARDENT?

Guardent combines managed security services with vendor-independent consulting to provide better information security at a lower operational cost than can be achieved using internal staff. Guardent's consulting services provide an impartial third-party perspective on operating procedures and coding practices. At the heart of Guardent's Managed Security Services is its Security Defense Appliance (SDA) which provides an encrypted, secure fault-tolerant communication and management channel. This enables Guardent's staff to protect client data and information systems by initiating vulnerability scans, remotely installing updates, deploying innovative security technologies, and monitoring customer networks. Network events in conflict with device policies trigger an alert that the SDA transmits in real time to Guardent's 24x7 Secure Operations Center. Back at the SOC, security experts analyze the event logs and take appropriate action.

COMPANY INFO

Guardent is a private company with 150 employees.

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BUSINESS IMPACT

Near-term value: Corporations have used Guardent professional services to better understand the risks in their standard operational procedures and the architecture of key applications. Frequently, the expert opinion of Guardent was pivotal in motivating aligned action by a decentralized organization. Reference customers have also used a variety of Guardent's Managed Security Services to manage and monitor perimeter security devices including firewalls, intrusion detection systems, and other points of defense around the world.

Enterprise innovation: Reference customers say Guardent can help forge more effective working relationships with outside providers of co-location and application development services. One company with very high standards for customer data protection installed a Guardent SDA at the co-location site to gain visibility of promised service levels on patch management and perimeter defense. The company also used Guardent's professional services to assess and improve the security of the e-commerce site prior to a major new release. In both cases, Guardent provided recommendations on what the third parties could do to meet the contractual agreement for security.

Technology gains: Customers say Guardent's Consulting Services and Managed Security Services bring the business a level of confidence they could not afford to build in-house.

SUCCESS FACTORS

Project strategy: Whether using Guardent's services to augment in-house staff or strengthen third-party services, up-front involvement by Guardent is essential to successful project teams.

Skills: Reference customers say Guardent can be a key ally for the security expert hired to lead a small internal team in bringing a situation under control, especially when head count and skills are limited. The outside advice is valuable not only in pushing the envelope of the core team's understanding but also for negotiating the enforcement of effective policies throughout the organization and with its key providers.

Resources: Reference customers have cost-justified Guardent's services on a cost-avoidance basis.

Fit: Guardent's Managed Security Services is an excellent fit for mid-cap companies or Fortune 1000 divisions wanting to outsource the security function. For challenging situations, customers strongly recommend Guardent's professional services.

Published: January 2003

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.