

## Compliance and InfoSecurity - Applying the Right Resources

Credit unions have IT and security requirements that match those of large enterprises, but are constrained by tight budgets and a shortage of in-house IT personnel. Examiners and auditors are constantly pressing for more data protection on the LAN/WAN, while everyone wants to make sure that their critical data is backed up and protected. However, antiquated tape backups are unreliable, slow and often insecure. These are just some of the reasons why many credit unions are implementing more robust storage and data protection solutions.

Fortunately, the latest generation of secure storage solutions is quite affordable - at CTERA our solutions scale down to the smallest credit unions. With a deep background in UTM (unified threat management), our engineers developed our storage systems with security top of mind. We know from years of experience that there are many causes to business data loss: Human error, theft, disasters, hardware failure, etc. That is why we cover three broad and comprehensive areas:

- Protecting servers, desktops and laptops: Important business data is everywhere, not just on servers - we protect data wherever it resides.

- Local and cloud backup copies: Optimized for speed and security, CTERA's hybrid approach provides quick access and recovery from local backup (stored on the CTERA appliance), while using the cloud for disaster recovery.

- File-level and disk-level ("bare-metal") backup: While individual files may be accidentally erased or corrupted, the loss, theft or destruction of hardware may require the recovery of an entire system, which is where bare-metal backup and recovery comes in handy.

Integration with Active Directory helps ensure easy assimilation into Microsoft shops. Our agent is quickly pushed out to endpoints and centrally managed through our CTERA Portal software. Each branch appliance is also readily managed from the same user interface. Smaller credit unions and branches of larger credit unions will also appreciate the fact that our appliances act as powerful - but low cost - Network Attached Storage (NAS) devices. We offer four scalable file sharing, data backup and synchronization appliances: From a tiny device that works with external USB drives to robust 2-, 4- and 8-disk systems with RAID for redundancy.

Yet secure encrypted storage alone is not just our calling card - we also offer file-based collaboration features and functionality. We function somewhat like an "Enterprise Dropbox" where users have the ability to exchange and share data within and between branches.

While users like our easy to use collaborative file sharing capabilities and IT admins appreciate our remote management tools, auditors love the fact that we are end-to-end encrypted. Not only can storage volumes on our appliances be encrypted, but all WAN communications are encrypted as well. We work well with existing VPNs and storage systems, but we can also add a whole additional layer of AES encryption over this without the high overhead of typical VPN setup and maintenance. With CTERA, our goal is to empower credit unions to launch a private storage cloud that provides data protection and collaboration for their remote branches, while being highly cost effective and easy to use by non-IT personnel.

### Don Fuller Director of Channel Sales



**Don Fuller** is a 25 year veteran in the "technology trenches" including roles in corporate IT management, network engineering,

project management, IT consulting, sales and marketing and business development. Prior to joining CTERA Networks in early 2010, led North American SMB channels team at Check Point Software Technologies. CTERA Networks revolutionizes data protection and storage for SMBs and enterprise branch offices with Cloud Attached Storage®, a hybrid solution that combines secure cloud storage services with on-premises appliances in an all-in-one solution for backup and recovery, shared storage and file-based collaboration. CTERA Networks was the first company to introduce cloud storage gateway appliances, and its scalable cloud service delivery platform enables service providers and IT resellers to easily deliver cloud storage services to their customers, using the public or private cloud backend of their choice.

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