

CU SECURITY: BEYOND THE MOAT - COMPREHENSIVE SECURITY STRATEGIES

Since 1996, SecurePipe has been delivering the most cost effective managed network security solutions to financial institutions, in the industry. Services can start at \$50.00 per month! Many Credit Unions have used internal people, accounting firms, consultants and/or local systems integrators to get part time network security services. SecurePipe offers CU's what they need, at a price that is typically 1/2 of what they are currently paying, and delivers twice as much. Over 200 financial institutions, ranging from \$10M to \$10B in assets rely on our people, process and technology.

Our highly experienced security professionals can be viewed as the credit union's security officer, network support technician and much more. The credit union must establish the proper security presence and posture, and that is virtually impossible to do on their own, cost effectively and people-wise. Keeping network and security employees happy is a constant challenge for most credit unions. People are a big reason many of our customers rely on our security people, 24 hours a day, 7 days a week.

At SecurePipe, everything we do in regards to protecting our clients around the globe comes down to layers. We offer a comprehensive perimeter and network security solution that includes: automated vulnerability assessments, intrusion detection, intrusion prevention, anti-virus, e-mail monitoring, compliance policy, authentication management, and VPN and firewall support. Just as importantly, it is all backed by unlimited support and a price point that even the smallest credit union can afford.

While technology is definitely a part of having a strong security posture, so much depends on people and processes. That is why we offer free monthly security Webinars to our clients to keep them abreast of security issues and provide them with an ongoing review of the latest security threats. That is also why we supply the credit union's senior management team with an incredibly user friendly security console where they can easily monitor their security position at any time. Through Security Console, they can access: firewall and IDS reports, network utilization, Web pattern uses, user browsing behaviors, our weekly security newsletter and much more.

Some credit unions are more tech and security savvy than others, so we take the approach of delivering our services individually, integrated with other services, or as a comprehensive managed security services package. Whether we go to market via our many strategic top level technology partners such as Open Solutions, Inc. or Fidelity National Financial, or through our network of Regional Financial Systems Integrators, our goal is to make security administration, staffing and management better, faster and less expensive.



Michael Kiefer is Vice-President Business Development for SecurePipe. Michael focuses on developing and implementing best-in-class sales, OEM, channel and strategy practices across SecurePipe's solutions portfolio. Prior to SecurePipe, Kiefer was VP and GM, North America for Avaya. Prior to Avaya, he was with Cisco Systems, where he was one of the founding enterprise channel leaders and directed Cisco's U.S. Service Provider channels, constituting 25% of Cisco's global annual revenue. Michael brings 20 years of experience in enterprise and service provider sales and marketing. He formerly held positions at ADP, Unisys and National Semiconductor. He has also played founding roles in two startups, SSI, Inc., a systems integrator and ICAST Inc., an IP multicast-based software developer.