

Pay Now or Pay Later: Obtaining ROI from Security Solutions

In many respects, credit union IT executives would be well advised to approach their senior management team with their security requests from a business continuity angle, rather than an audit and compliance perspective. That is because everyone is aware of the regulations imposed by the NCUA, but some managers and Board members may not be aware of the hard dollar costs of critical systems going down from either external or internal attacks.

It can be especially difficult to justify additional security spending because when security systems are properly implemented, nothing happens! But the fact is that new attacks continue to appear, and they are becoming much more automated. This means that the credit union must automate their responses and make sure that those responses are appropriate to the type of attack that they are experiencing. Not even the largest credit unions can afford 24x7 staffing, so they need an active response technology in place that meets regulatory requirements and protects their network.

To meet this need of real-time event management and response at network speeds, we developed the TriGeo Security Information Manager which is a real-time security information management appliance that automatically identifies, notifies and responds to network attacks, suspicious behavior and policy violations. Now credit unions have a system that they can afford and lets IT managers really get a handle on all of the events and log files on their network. Unlike traditional Security Information and Event Management systems, we perform real-time analysis and active response from the perimeter all the way down to the desktop level.

Credit unions have all of these silos of information place: routers, switches, firewalls, servers, IDS, IPS, etc with absolutely no way to correlate the information between them. We sit in the middle and provide one console where they can obtain a holistic view of their entire network, not just the perimeter. When we install our system for the first time, over 80% of our clients see errors and issues that they were not even aware of before our system came online. Suddenly patterns emerge and meaningful information can be extracted from their network with our system as the centralized enabler of this overall view of their security posture.

While everyone knows that good network management and log file analysis are key parts of any security program, IT staff is so busy that they rarely have time for these time consuming tasks. That is why we pioneered a system that brings together event correlation, notification and automated remediation through intelligent correlation that is specifically packaged for smaller to mid-sized organizations. This is essentially an expert system that can be easily tailored to each credit union's needs and specific infrastructure, and includes implementation, training and one year of technical support at one affordable price point.



Michelle Dickman is president and chief executive officer of TriGeo Network Security. Ms. Dickman has spent over 20 years in the software and financial industries combined. Much of her extensive management, sales and marketing experience has been focused on the midsize enterprise which is TriGeo's core market. Dickman also brings considerable business development and management skills to TriGeo. As the co-founder and President of an ERP software company, Dickman grew that organization from ten to nearly one hundred employees, with four regional offices, and annual growth ranging from 20 to 60 percent. Her leadership ultimately led to the organization's acquisition by a public company.