

CU SECURITY - ESTABLISHING A PROACTIVE APPROACH

Both the Internet and the local area network are much more dangerous environments than they have been in the past. Because of automated tools and overall increased hacking activities, the time from when vulnerabilities are discovered until they are exploited is shrinking rapidly. Vulnerability management is an ongoing process and credit unions must be vigilant in their efforts to reduce their risks.

It is absolutely essential for credit unions to know exactly what devices are on their network at all times. This is very difficult without the use of an automated solution because new machines and devices are always being added to the network and it is a challenge to know what new vulnerabilities are being introduced at any given time. It is much more expensive to fix problems after they wreak havoc than to prevent problems in the first place.

While credit unions can be specifically targeted, there is a much greater chance that they will just be in the wrong place at the wrong time and not be prepared. We have seen a recurring problem: Slammer, SoBig and the majority of other worms and viruses were well known vulnerabilities and could have been prevented by proper patching and configuration management. The fact is that ninety percent of attacks are targeted against well known vulnerabilities.

At nCircle, we work with our credit union partners to monitor their risk levels on a continuous real-time basis. We have architected our system to provide extremely deep coverage - it automatically discovers every IP device on the credit union's entire network. After the auto-discovery process, our Vulnerability Management solution dynamically assesses potential risks, ranks them by severity, and provides the IT staff with links to Web-downloadable patches.

We are proud of the fact that our solution helps protect large credit unions like Patelco and even larger organizations like Visa's global network, but because it is appliance-based, IP360 can scale down to much smaller institutions as well. It is designed to be a quick, easy and affordable system to deploy. Through the use of a patented technology called Reflex Testing, we are able to continuously scan a network in a non-invasive manner. This sophisticated technology evaluates each IP device's security posture while using very little bandwidth.

Our strategy is to continuously measure risks and provide a proactive "find and fix" solution. Our clients find that this allows them to save on manpower and delivers tremendous productivity gains to their IT employees. In fact, Patelco found that their savings were so great that they measured their ROI in weeks.



Fred Kost has over 15 years of experience in marketing and product development. He is currently Vice President of Product Marketing for nCircle Network Security, a leading provider of vulnerability management solutions. Prior to joining nCircle, Fred was Vice President of Marketing with Recourse Technologies, which was acquired by Symantec Corporation in 2002. There he was responsible for development and management of Recourse's product strategy and marketing programs. Before this, he held senior management positions with Compaq, Intel Corporation, VeriFone Internet Commerce, and Genesys Telecommunication Laboratories, where he gained extensive experience bringing new products to market. Fred has a BS in Electrical Engineering from Purdue University and an MBA from the University of North Carolina.