Case Study

Network security from the inside with NETSHIELD: “We give back control to the administrators.”
At a glance

The company
ipCONN, headquartered in Lingen, Germany, is an IT service provider that focuses on topics such as Internet and IT security. The company has 11 employees and serves 400 customers by offering various solution concepts to guarantee performance, security, continuity and the smooth running of all business processes.

The solution
With its unique Network Access Control, NETSHIELD takes action exactly where antivirus scanners and firewalls reach their limits: on the inside of the network. Once integrated into the infrastructure, the appliance provides an accurate overview of all network devices. It blocks immediately and automatically the corresponding devices in the event of suspicious data movements - for enterprise-level security.

The application
Between 50 and 400 company computers are connected to a NETSHIELD appliance at ipCONN. This gives administrators full control over which devices can access the corporate network and communicate with the outside world. Small and medium-sized enterprises in particular benefit from this additional security layer - also in the course of the GDPR.
Network security from the inside with NETSHIELD: "We give back control to the administrators."

Mobile devices, tablets, notebooks, routers, printers and even coffee machines - the number of devices with network access is hardly manageable in most companies. This poses a significant security risk: accesses to the corporate network can hardly be checked, communication flows cannot be monitored. As a consequence, most security leaks originate inside the network, where firewalls and antivirus scanners usually do not work.

It is precisely this gap that ipCONN closes with NETSHIELD, thus creating an indispensable, additional security layer around the corporate networks of its customers.
The network is the backbone of every company, regardless of its size: small and medium-sized businesses alike depend on a functioning IT infrastructure that must be secured to the highest standards. However, the rapidly growing number of smart mobile and everyday devices makes it impossible to have a complete overview of the company network. "It happens so quickly that a new device is connected and has access to the network without the administrator being aware of it," Sven Becker, Managing Director of ipCONN, explains. "How quickly do you lose control?"

The system house based in Lingen equips around 400 customers with comprehensive concepts for IT and Internet security. "About two years ago, we became aware of NETSHIELD via EBERTLANG," Becker recalls. "The solution offers a completely new approach to security that we have never seen before. Once integrated, the appliance provides a complete overview of all devices in the network and automatically prevents suspicious communication via Network Access Control - without affecting the performance of the live system.

"The solution offers a whole new approach to security that we've never seen before."

The NETSHIELD appliances are patented and scalable solutions that protect networks where most security leaks occur: inside the network, behind the firewall. NETSHIELD protects this sensitive area from attacks that firewalls and antivirus solutions cannot prevent. Network Access Control (NAC) gives you full control over who can connect to your network. Access from unauthorized network devices is detected, reported, and blocked if necessary. Vulnerability Management also helps you find vulnerabilities before they can be exploited.

"We're giving back control of their network to the administrators."

Classical, client-based solutions such as firewalls and antivirus scanners do not cover all the components that are now part of a network. Virus-contaminated or manipulated devices - whether USB sticks, printers or Coffee machines - represent a real security risk in the network. With NETSHIELD, the administrator determines which devices have access.

"We're giving him back control of the network." This makes it possible to protect devices and to identify problems that could previously only be achieved with a
great deal of technical effort. The functionality and scope of NETSHIELD is specifically designed for small and medium-sized companies; the low maintenance effort on the part of the system house makes the solution even more scalable.

“We use the device with companies that operate between 50 and 400 PCs,” says Becker. Larger projects are also being planned. “The support provided by EBERTLANG and the vendor is comprehensive and trouble-free.”

Finding the lost Access Point in the suspended ceiling

This also applies to the 14-day free trial at customers’ premises - these occupy an important place in the system house's strategy, as the IT professional knows: “The moment our customers get to experience NETSHIELD live and on-site they are convinced by the product. We have found an access point in a suspended ceiling that nobody had thought of anymore. Just this inventory and the listing of assets alone is a crucial feature for our customers.”
At the same time, the solution offers numerous useful add-ons that go beyond the pure topic of “security”. Vulnerability Management, for example, provides an accurate overview of possible vulnerabilities by checking devices for their current patch status. This can also provide a direct starting point for further strategies. Compliance functions can be used to set up and track cross-company policies – so compliance with data protection rules can be verified and documented.

“We’ve never seen such a security approach before.”

*Interview with Mr. Sven Becker, ipCONN*

**Mr. Becker, how did you hear about NETSHIELD?**
EBERTLANG drew our attention to it and we immediately witnessed an approach to IT security we had not seen before.

**What makes NETSHIELD’s approach so unique?**
Thanks to its agentless structure, NETSHIELD is the only solution known to us that really includes all devices in its security concept – be it the webcam, router or the coffee machine.

**How does the solution work?**
NETSHIELD monitors all devices and communication flows within the network, blocks suspicious activities instantly and informs the administrator about the possible breach attempt.

**What are the advantages for your customers?**
Our customers have their network completely under control again – no device can connect unnoticed or access data. On top of that, there are numerous compliance functions that further simplify data protection in your everyday business life.

**How would you describe your experience with NETSHIELD from a system house point of view?**
Maintenance and installation efforts for us are very small. When we need assistance for new projects, we receive full support by the vendor and EBERTLANG.
"We have a new solution for addressing network security issues."

The "network security from the inside"-approach is unique on the market in this form. With NETSHIELD, IT resellers expand their portfolio with a security tool that solves problems that cannot be handled by conventional solutions. "We use it to address new issues such as: 'What to do with the smart coffee machine?';" Becker says.

Without time-consuming programming work or redundant antivirus systems, the ipCONN solves these problems – with a scalable, low-maintenance and quick-to-install solution. "For our customers, this is an absolutely viable addition to classic security mechanisms," Becker summarizes.
About ipCONN

ipCONN GmbH, founded in 2013 out of connect! eSolutions GmbH, offers innovative technical solutions from Internet service providers to security technologies and infrastructure virtualization. Starting with one of the first local Internet full service providers in the district of Emsland, today it serves more than 400 customers nationwide.

ipconn.de

About NETSHIELD

NETSHIELD was founded in 2013 under the name SnoopWall and is the market leader for Breach Prevention. With its patented solutions, NETSHIELD helps customers and companies maintain their privacy on all devices. The company develops its products in Nashua, New Hampshire. With the NETSHIELD appliances, NETSHIELD offers patented and scalable solutions that protect your customer networks where the most security leaks occur: inside the network. Most of these leaks occur behind the firewall. NETSHIELD protects this sensitive area from attacks that firewall and antivirus solutions cannot prevent.

ebertlang.com/netshield

About EBERTLANG

EBERTLANG Distribution GmbH, headquartered in Wetzlar, Germany, focuses on software for IT professionals and is one of the leading value-added distributors in German-speaking Europe today. Since its founding in 1995 EBERTLANG offers classic sales work and access to over 18,500 specialized IT experts. EBERTLANG also provides support for software manufacturers in the market launch of new products, the localization of software and corresponding sales strategies, and ensures steadily growing brand awareness. The extensive range of services include trainings for resellers, audits and on-site integration, which is also carried out in cooperation with the company's own channel partners.

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