



Telefonica Empresas Chooses Internet Security Systems TO PROTECT ITS CORE APPLICATIONS

∴ Company Overview

Telefonica Empresas, a Telefonica Group company, is one of the world's leading telecommunications companies. With locations in more than 12 countries, Telefonica Empresas provides advanced communications, broadband and network applications solutions to more than 2,000 large companies and corporations in Spain and Latin America.

Among Telefonica Empresas' most notable services are its ADSL and optical fiber broadband solutions, as well as the value-added services of housing and hosting from its Telefonica Internet Center (TIC).

∴ Security Solutions in Place

Telefonica Empresas chose Internet Security Systems (ISS) as its main security provider to protect its internal architecture and its TIC from external intrusions and malicious attacks. "As one of the largest telecommunications groups in Spain, Telefonica Empresas is one of the most famous targets in the cyber pirate community. Since security is a high priority for us, we wanted to have a leader in the security market and that is one of the reasons for choosing Internet Security Systems," said Mr. Juan Miguel Lopez-Urda, IT Service Architecture Deputy Director for Telefonica Empresas.

The company employs 15 security staff members to manage its overall security projects on a daily basis.

While evaluating security solutions, Telefonica Empresas considered products from Enterasys, TrendMicro and Snort, but opted to use network sensor tools from Internet Security Systems to monitor its network on a 24-hour basis. Some of the company's core applications reside in its TIC, which needs constant monitoring to prevent network intrusions. Over the last two years, 21 network sensors from ISS have been installed to detect and respond to any malicious activity within Telefonica Empresas' network architecture.

Customer:

Telefonica Empresas

Profile:

Provides advanced communications, broadband and network applications solutions to over 2,000 large companies in Spain and Latin America.

Location:

Spain

Situation:

Telefonica Empresas needed to protect its internal architecture and its Internet center from frequent intrusions and malicious attacks.

Solutions:

*RealSecure Network 10/100
RealSecure Network Gigabit
SiteProtector
Managed Security Services*

Benefits:

- *Improved security response*
- *Centralized management*
- *Trusted security provider*
- *Excellent technical support*

 **INTERNET | SECURITY | SYSTEMS®**

Ahead of the threat.

In addition, Telefonica Empresas uses ISS' RealSecure® Network 10/100 and RealSecure Network Gigabit intrusion detection and response software packages, both centrally administered and maintained through the ISS' SiteProtector™ centralized management system.

Mr. Miguel Angel Acevedo, Senior IT Service Architecture Manager at Telefonica Empresas, said Internet Security Systems offers some of the most technologically advanced security tools on the market today. "From a signature point of view, ISS is indisputably ahead of the competition; from a management point of view, the ISS solutions truly respond to our requirements and give us the most possibilities compared to other vendors. The SiteProtector management console adds a lot of value to the ISS product range. ISS products also have the great capacity to send information to other security tools, such as a Check Point firewall."

∴ Business is Growing, Thanks to Internet Security Systems

After the successful deployment and installation of its 21 network sensors, Telefonica Empresas decided to continue its partnership with Internet Security Systems by offering managed security services to some of its larger customers. Now Telefonica Empresas customers may benefit from the company's security offering, which includes managed firewalls, managed anti-virus, managed intrusion detection and managed access security (PKI). Telefonica Empresas also uses ISS solutions to monitor its customers' key applications.

Within Telefonica Empresas, the system information group is responsible for authorizing the usage of technologies within the company, and Internet Security Systems' technology has been authorized as a certified product within the entire Telefonica group. "It is important that our customers know that we are using a security market leader to protect their core business applications," Mr. Lopez-Urda said.

∴ Future Plans

In addition to intrusion detection tools, Mr. Lopez-Urda said that Telefonica Empresas is considering acquiring the Internet Scanner vulnerability assessment application to identify potential risks, as well as the SiteProtector SecurityFusion™ module to correlate the events between vulnerability assessment and intrusion detection systems. "This solution brings security to even a higher level," he said.

Telefonica Empresas is currently evaluating ISS' Proventia® intrusion prevention appliances to further enhance its security architecture.

KEY ISS BENEFITS:

"Based on the information given by the sensors, we have gained a more in-depth knowledge about network threats and viruses, which helps us prevent and react to attacks such as MyDoom or Nimda."

Mr. Juan Miguel Lopez-Urda,
Telefonica Empresas IT Service Architecture
Deputy Director

"The fact that the SiteProtector management console offers the ability to view all the security activity logs through clear, concise reports is a real advantage."

Mr. Lopez-Urda

"Our relationship with Internet Security Systems is very good. We are constantly updated on all the latest security patches and important product updates. The technical support is good."

Mr. Lopez-Urda

"Since security is a high priority for Telefonica Empresas, we wanted to have a market leader in the security market and that is one of the reasons for choosing ISS."

Mr. Lopez-Urda

