

## Case Study: Labor Finders

### Labor Finders Gets Enterprise-Style Security at SMB Prices

Secure SnapGear Delivers Security at Rapidly-Expanding Firm

#### Background

Labor Finders started out as a very small company. Over the last few years, they have expanded quickly to become a medium-sized corporation, with 150 employees located in 35 branch offices throughout Southern California and Arizona and serving over 2,000 customers. Labor Finders helps their clients find capable and reliable personnel, so they can keep recruiting costs to a minimum and be relieved of the burden of administering employee payroll. The company manages a large stable of temporary employees, and can fill most requests within hours—delivering the right employee to meet each specific need.

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– Kris Kirby  
IT Manager  
Labor Finders

#### Business Challenge

Growing from a single office to 35 offices in a relatively short period of time presents special challenges. One such challenge is the highly competitive nature of the personnel industry, and Labor Finders had legitimate concerns about competitors and others attempting to cause denial-of-service attacks. The customer database as well as employee database also required special treatment, since this information would be very valuable to a competitor—and so a solution that would provide outbound protection and prevent data leakage was of paramount importance.

The company also faced challenges in finding a way to restrict Web surfing, while still taking full advantage of the Internet and email. “Inappropriate Web surfing had become an issue, and we were receiving some complaints about people visiting explicit sites at work,” said Kris Kirby, Labor Finders’ IT Manager. “This not only caused a potential legal liability, it also affected productivity—and left our network open to intrusion from malware hosted on these illegitimate Web sites.” Kris traced

**Customer:** Labor Finders

**Industry:** Personnel

**Product:** Secure SnapGear with Content Filtering

#### Business Need:

- Protect sensitive data
- Restrict Web surfing
- Establish connectivity between branches

**Solution:** Secure Computing’s Secure SnapGear (with content filtering and Secure Firewall CommandCenter)

#### Results:

- Secure SnapGear’s VPN capability allowed them to securely connect all branch offices to headquarters.
- Secure SnapGear content filtering eliminated problems that resulted from access of inappropriate Web sites.
- Secure Firewall CommandCenter gave the central IT team a comprehensive look into the entire network, and the ability to manage individual devices.

another problem to these offensive Web sites—when employees would access them, the bandwidth demands and possible presence of active code or malware would often cause a computer crash.

The biggest challenge in operating a business with multiple branch offices is connectivity. Although each branch had their own network, there was no connectivity between the branches, or between each individual branch and the corporate office in Poway, California. Kris and his team was looking for a solution that could securely connect these branches easily and inexpensively, while bringing him tools for remote management and troubleshooting. The ability to view and manage all 35 branches at a glance from a central interface, and gain access to granular reports on a scheduled and ad hoc basis, would also give Kris a whole new level of management capabilities.

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### Why Labor Finders Chose Secure Computing

After evaluating solutions from Checkpoint, Cisco, and Barracuda Technologies, Labor Finders selected Secure Computing®. "Secure SnapGear met all of our requirements," said Kris. "But we especially appreciated the ease of VPN setup. Since Secure SnapGear uses PPTP tunnels, there is no additional software required on the remote users, and that makes deployment transparent." Another factor that tipped the scales in Secure SnapGear's favor was the simplified licensing management. Labor Finders chose to add Secure SnapGear's content filtering module to help meet their content protection needs. The content filtering module is based on Secure Computing's Secure Web (*Webwasher*) content protection solution. "Since content filtering is available on a per-firewall basis, as opposed to a per-user basis, licensing management doesn't have to be complicated—and it makes it much more affordable."

Through Secure Computing's Irvine, California reseller, eSecurityToGo (<http://www.esecuritytogo.com>), Labor Finders deployed 34 Secure SnapGear SG300 firewalls and one SG560 to handle the remote locations, and one SG720 firewall for headquarters. In addition, they deployed URL Filtering for content protection, and the Secure Firewall CommandCenter for management. The SG300 is perfect for the small branch office. The compact appliance protects Labor Finder's systems and network from intrusion, and it includes an onboard Ethernet switch to let each site get a LAN up and running quickly. Through the VPN capability, each branch can then be securely connected to headquarters. The SG720 at headquarters provides the ability to easily connect hundreds of remote sites, so there's plenty of scalability for Labor Finder's future growth. Through Secure Firewall CommandCenter, central IT staff can manage all remote sites under a single interface, create policies and push them out to each location, establish and enforce role-based policies when needed, and centrally manage an unlimited number of remote sites.

### The Results

"We have seen a dramatic improvement in overall security," said Kris. "The Secure Computing products on our network and at each remote location have given us enterprise-class security at an affordable price." Drawing on Secure SnapGear's superior VPN

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capabilities, Labor Finders has been able to connect every branch to the corporate office in a hub-and-spoke topology, with both enhanced security, and centralized management capabilities.

With the centralized management facilities delivered by Secure Firewall CommandCenter, Labor Finders also has the ability to view audit reports and comprehensive information on the entire network with the ability to drill down to individual devices. "The ability to view these reports and audit logs has given us an additional tool to detect possible threats, and has also increased our troubleshooting capabilities," said Kris. "We have already caught several attempts at port scanning and several intruders attempting to penetrate our network." ■

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