

Success Story

Astaro Makes Cents at Union Bank

Celerit Solutions lowers costs and increases security with Astaro Managed Security Services



The Problem

Union Bank of Monticello, Arkansas was utilizing an IBM Proventia for their network security. The bank had a small budget and a small IT team and needed a solution that would offer additional functionality at a low cost and with easy management. They decided to turn to a managed security services solution.



Astaro Command Center hardware appliance

The Requirements

Karen Fuqua, vice president of Information Systems at Union Bank, relied on the expertise of her current solution provider, Celerit Solutions of Little Rock, Arkansas, to find her a more suitable security product and the management services she would need to maintain it. Michael Smith, IT manager at Celerit, explains that Union Bank was very interested in the proxy server not found in the alternative equipment. Additionally, they were in need of improved spam filtering and email management, as well as better service and more frequent product updates. "We primarily chose to move to Astaro because of service issues, and our previous provider just wasn't innovative. Their product updates were sparse with no new features added in several months."

"Astaro has done everything we could possibly ask for to make us a successful partner."

-Ron Harmon, President at Celerit

The Solution

While Celerit and Karen Fuqua briefly considered standing pat with their existing provider and also looked at Cisco products, they finally decided that The Astaro Security Gateway was the best way to go. It had the desired proxy server, comprehensive email protection, Instruction

Protection, web filtering, Executive Reporting, 24/7 support services and automated regular product updates. Additionally, Celerit would be able to manage the appliances for Union Bank through The Astaro Command Center, lessening the load on Karen's small team.

Celerit implemented an Astaro Security Gateway 220 at Union Bank and several Astaro Security Gateway 425s along with Astaro Command Center software at their own facility. "We can now fully manage the products for Union Bank, as well as our other Astaro customers, right here at the data center, which includes monitoring and managing their firewalls for a competitive monthly fee," Smith explains.

Managed Security Success with Astaro

While Karen and the rest of Union Bank are very happy with the functionality and innovation of The Astaro Security Gateway, they have also appreciated the help they receive from Celerit. "Celerit provides proactive managed network services, including security reporting, patch management, network monitoring, project management and general IT troubleshooting. This saves me valuable time as well as the cost of hiring someone to complete these tasks in house," says Karen.

Ron Harmon, president at Celerit explains that the Command Center and Astaro's Partner Program contribute to Celerit's success: "The Astaro Command Center is what allows us to offer services with our security. Astaro has done everything we could possibly ask for to make us a successful partner. They gave us the right pricing, access to the product, and good training. Everyone we have dealt with at Astaro is very knowledgeable and well-trained." Harmon adds, "Managed security services are something that customers are looking for and auditors are telling them they need to have. Small community banks don't have a lot of options for offerings, and we identified that need. Astaro helped us fill it."



Astaro

Combining best of breed applications, the proven quality of Linux and enterprise level performance, Astaro's award-winning products provide the latest protection with the best total cost of ownership. Software, hardware and virtual appliance offerings provide users the flexibility to meet a wide variety of deployment scenarios. Distributed by a growing worldwide network of more than 3,000 resellers, Astaro products protect over 47,000 businesses in 60 countries. Astaro offers free downloads at www.astaro.com.

About Celerit Solutions

Founded in 1985, Celerit offers high quality IT solutions and services. Focused on serving community banks, Celerit Solutions offers solutions to all of the technology needs community banks face, including core application software, item processing services, and network managed services. Celerit understands the need for integrated banking solutions and works with customers to maximize the power of technology to present seamless integration across all platforms used by community banks.

About Union Bank

Founded over 80 years ago with the merger of Monticello Bank and Citizens Bank, Union Bank and its predecessors have been part of Monticello and Southeast Arkansas for over a century. Union Bank is now the dominant bank in the area and continues to grow and expand its wide range of products and services.