

Gibraltar Solutions Selects AEP SmartGate

Professional Services Organization Secures Citrix with AEP SmartGate Technology

Gibraltar Solutions is a professional services company that provides fully integrated systems and networking solutions to help enterprises automate, streamline and manage their business processes. Based in Mississauga, Ontario, the Gibraltar skilled team of multi-platform experts build and manage the IT infrastructures that companies require today, with an eye for the business and technology needs of the future. Gibraltar's mission is to deliver the right solution with the highest degree of integrity and quality.

The Challenge

Gibraltar provides complete information technology foundations for business. As a key part of its mission, Gibraltar must ensure that the managed services it offers are highly secure. This is particularly true in serving customers in the financial services sector, where there is a heightened awareness of the value of information traversing the Internet.

For one such financial services company operating in global markets, Gibraltar selected Citrix technology as the customer application deployment vehicle to obtain efficiencies of centralized application management. The plan was to create a very targeted work space for the end users and use strong security over Internet communications to protect the confidentiality of the collected and shared information.

The challenge was to select VPN (virtual private network) technology with a small client footprint that could be closely integrated in the Citrix environment. A manageable alternative was required that would meet the customer's extremely tight time-to-market demands.

The Solution

Gibraltar selected Citrix Extranet, AEP's SmartGate® VPN technology offered through Citrix Systems. SmartGate's strong security, ease of installation, simplicity of management, and high level of reliability significantly influenced the decision.

AEP SmartGate technology gives Gibraltar the ability to effectively manage a large and growing user community. The technology provides a compatible solution that successfully supported conversion of the customer's applications into the outsourced service in just six weeks. In the 12 months following the launch of the solution, Gibraltar deployed more than 1000 users across the globe on a variety of mission critical applications, including both back office and trading applications.

"Time to market is everything and SmartGate security technology enabled Gibraltar to deliver on time with the highest quality. I've never seen a VPN product that could be rolled out more quickly with more assurance of success."

Robert Tooth
Senior Partner, Gibraltar Solutions



When Citrix Systems discontinued sales and support of the Extranet product, Gibraltar converted from direct Citrix support and has since become a SmartGate channel partner. The switch went smoothly and the SmartGate product features and dependability continue to help drive productivity higher and total cost of ownership lower, with fast deployment and minimal support calls.

Meeting Future Security Requirements

With server-based computing now established as the de facto standard, there is strong incentive to introduce new applications to Gibraltar's users through this secured environment. And, in the aftermath of September 11th, companies are seeking greater levels of assurance for disaster recovery, highlighting the value of the outsourced environment and the secure access component for business continuity.

Use of AEP's SmartGate technology means that Gibraltar Solutions can confidently deliver strong protection for network communications and access to important customer corporate assets entrusted to the Gibraltar services.

About AEP Networks

AEP Networks offers a comprehensive Policy Networking solution that provides complete security starting at the endpoints and working throughout a network – from the edge to the core. AEP's integrated portfolio of security products includes network admission control enforcement points, identity-based application security gateways, SSL VPNs, CAPS approved high assurance IPsec-based VPN encryptors, and FIPS certified hardware security modules for key management. Our products address the most demanding security requirements of public-sector organizations and commercial enterprises internationally. The company has design and development offices in its headquarters in Somerset, New Jersey, USA and Hemel Hempstead, UK.

Contact AEP Networks:

United States

Toll-Free: 1-877-638-4552

Tel: +1-732-652-5200

Europe

Tel: +44 1442 458 600

Email: sales@aepnetworks.com

Web: www.aepnetworks.com