

The LTA Group, Inc.

THE LTA GROUP SELECTS ACE/SERVER® AND SECURID® WITH AVENTAIL® VPN FOR SECURE REMOTE ACCESS VIA THE INTERNET

"We needed a foolproof solution that was easy to deploy and administer. Historically, we've had security problems with passwords, since people often gave them to colleagues or left them in visible locations in the office."

Nino Silvano
MIS Director, LTA Group

Secure access to corporate resources

When the LTA Group moved its offices 50 miles, the company deployed secure telecommuting and remote access applications. The LTA Group selected an innovative remote access solution that provided significant cost-savings by allowing remote users to access the enterprise network through secure dial-up Internet connections.

The LTA Group, Incorporated is a transportation company that provides store deliveries and related services to specialty retailers. Using advanced computer technology and a unique freight combination system, The LTA Group is able to provide its customers with competitive service and transit times at lower costs. Regionally, The LTA Group operates out of four wholly owned terminals. The main terminal is located in Jamesburg, New Jersey and acts as a hub for delivery terminals in North Bergen, New Jersey and Wilmington, Massachusetts. At a national level, The LTA Group utilizes a network of 30 local delivery terminals.

The LTA Group began evaluating secure remote access solutions to allow remote clients secure access to internal files and information on the corporate network. The firm selected Aventail VPN combined with strong, two-factor authentication from Security Dynamics to streamline its secure communications.

Nino Silvano, MIS Director of The LTA Group, said, "We have a small Information Technology staff and we needed to manage a major office move while deploying secure remote access to employees. The combination of Security Dynamics and Aventail offered an integrated security solution that met both our present security requirements and could scale to support new users and potential extranet applications with our business partners, suppliers, and customers. In late 1997, we moved to Jamesburg from an older facility 50 miles away. Management knew this would cause commuting problems for some employees and therefore developed a telecommuting program to offer those employees the flexibility to work from home."

Employees required remote access to the company's private network, which is outsourced to IBM Global Networks. The North Bergen and Wilmington locations are connected over fractional T-1 connections to IBM points-of-presence (POPs), and the new Jamesburg location is connected over a full T-1 circuit using IBM's Secure IP Services.

Best of breed technologies provide a comprehensive solution

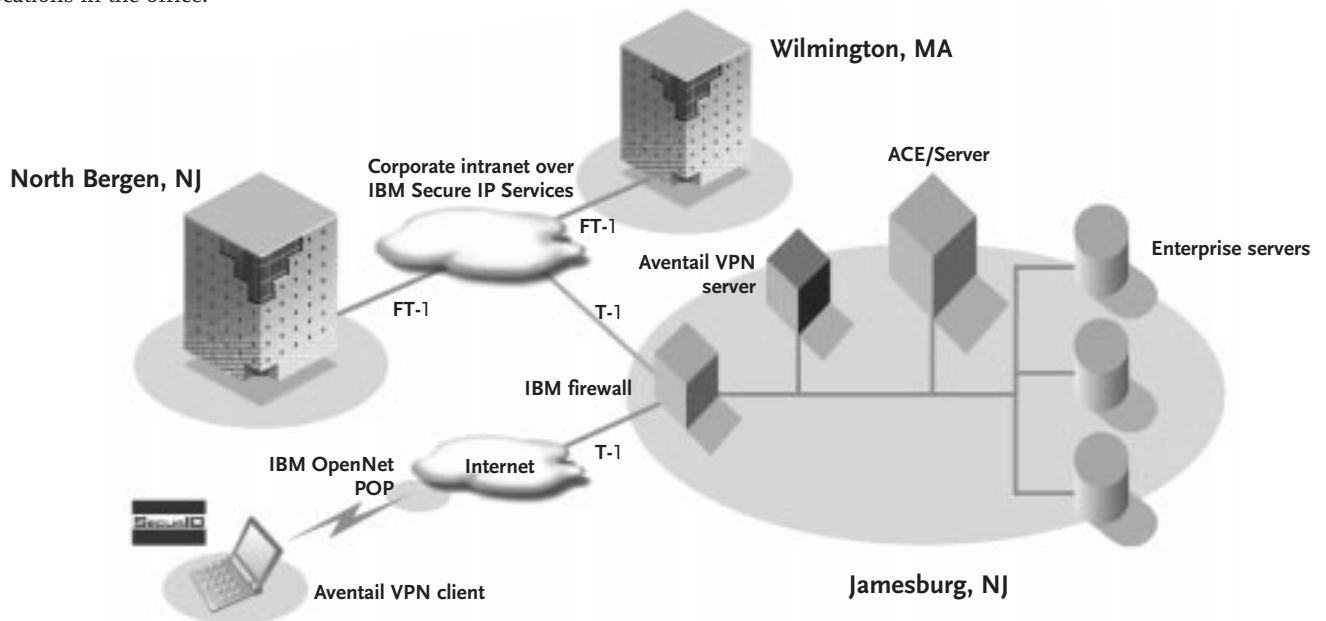
When The LTA Group installed a T-1 connection to the Internet at the Jamesburg hub, the firm chose to segment this traffic from its corporate network using an IBM firewall running on an RS-6000 workstation. "This solution has worked out well for us, since the IBM firewall isolates Internet traffic from private network traffic. The firewall serves as our first line of defense," noted Silvano.

The company deployed secure remote access to support telecommuting, after-hours access, and work-at-home applications. "IBM was a cost-effective choice to serve as our Internet Service Provider (ISP) for local dial-up users, but we didn't want to outsource our authentication and security," said Silvano. "We wanted a solution that was easy to deploy and maintain, but we also needed to guarantee network integrity."

Remote users could now access the corporate network using analog modems or Basic Rate Interface ISDN connections by placing a call to the local IBM OpenNet Internet access service POP. The calls travel from the IBM POP over the Internet to the Aventail VPN server located behind the firewall in Jamesburg. Users are then authenticated through the ACE/Server after supplying the correct combinations of personal identification number (PIN) and current token code. "We needed a foolproof solution that was easy to deploy and administer," said Silvano. "Historically, we've had security problems with passwords, since people often gave them to colleagues or left them in visible locations in the office."

The SecurID token and ACE/Server addressed The LTA Group's authentication concerns because this solution employs strong, two-factor user authentication. SecurID provided an easy, one-step process to positively identify network and system users, thereby preventing unauthorized access. In order to access the corporate network, the user must use two factors; something the user has — a token — and something the user knows — a PIN. Because the two factors are an easy-to-remember PIN and the one-time token code on each employee's personal token, network administrators can be assured that the employee gaining access is indeed the person he or she claims to be. Each SecurID token generates a new, unpredictable access code every 60 seconds, offering a high degree of security for a wide range of platforms.

The LTA Group chose Aventail VPN because it simplified the process of creating and enforcing security policies for internetworking. Additionally, the LTA Group found that while other VPN solutions addressed their remote access needs, the Aventail VPN afforded the company the ability to upgrade to a business-to-business extranet to potentially establish secure communications with business partners, vendors, and consultants. Based on the SOCKS v5 Internet Engineering Task Force (IETF) security protocol standard, Aventail VPN represented the next level of security, supporting multiple authentication and encryption methods; detailed access controls; active content filtering; monitoring and logging for internal and external networks; and extensive reporting capabilities.



“Aventail demonstrated the system, and we hired a consultant to deploy the security solution in March of 1998,” said Silvano. Atrion Communications, a local Security Dynamics channel partner, configured the ACE/Server and firewall, and The LTA Group began distributing SecurID tokens and Aventail VPN Client software to authorized remote access users. Now, users just dial the access numbers programmed into the desktops to access the Internet, and if they need to connect to enterprise network resources, the calls travel through the Internet and the IBM firewall to the Aventail VPN server. Once the users have submitted their PIN and token information, they are authenticated by ACE/Server and are then automatically shown a VeriSign Digital Certificate that provides the credentials to establish a Secure Socket Layer (SSL) connection to authorized network resources. The first time the user is authenticated, the Digital Certificate is stored on the client computer and never asked for again. It serves as a container for security information, including access privileges, digital signatures, and public key information. The combination of the VeriSign certificate technology and the SecurID tokens provides an integrated security solution for authenticating and managing both individuals and user sessions.

Secure investment cost-justified by ongoing operational savings

The LTA Group is saving money by managing its own VPN connections and remote user security. According to Silvano, “We could have had our service provider manage dial-up security, but it would have cost at least \$2.50 per hour of access. But the cross-over point for managing security in-house became pretty clear, and we knew our operational cost savings would be even more dramatic as we added users.”

The LTA Group is able to save over \$3,600 per month in usage fees while maintaining control in-house over remote access security infrastructure.

At a minimum charge of \$2.50 per hour, this results in at least \$4,000 in usage fees each month. But by instead paying a flat rate access fee of about \$20 per user each month—or \$400 for 20 users—the LTA Group is able to save over \$3,600 per month in usage fees while maintaining control in-house over remote access security infrastructure.

In the initial calculation, Silvano realized that if the first 20 users worked at home 10 days each month and each required eight hours of Internet access per day, it would amount to 1,600 hours per month.

Each user added has resulted in additional cost savings, and as more and more telecommuters are working from home, The LTA Group increasingly benefits from the economics of its security solution. This return-on-investment formula was developed using the cost of analog calls, but the savings become even greater when remote users connect over Basic Rate ISDN. The LTA Group can avoid the telecommunications costs of aggregating the B channels into a logical connection by having the channels aggregated at the POP.

“The system is now up and running, and it requires little management effort,” said Silvano. “We haven’t had any security issues, and haven’t even had to make a call to Security Dynamics, Aventail, or our reseller for support. All of the software is intuitive and easy to use. The only time we think about our remote access security system is when we add new users.”

The LTA solution

Security Applications:

Secure remote access for employees with potential for extranet deployment

SecurVPN Partners

Aventail, IBM

Value Added Reseller

Atrion Communications

Security Dynamics Products

ACE/Server and SecurID tokens

Network Access

Dial-up and Internet access via analog, ISDN and FT-1 and T-1 connections

About Security Dynamics

Security Dynamics is the leading provider of enterprise network and information security solutions that help companies conduct business securely, protect corporate information assets, and facilitate business-to-business electronic commerce. With more than 3 million users of its SecurID authentication technology, Security Dynamics is the world leader in strong user identification and authentication. Its wholly owned subsidiary RSA Data Security, Inc. is a leading supplier of software components that secure electronic data, with more than 300 million copies of RSA encryption and authentication technologies installed worldwide. RSA technologies are part of existing and proposed standards for the Internet and World Wide Web, ISO, ITU-T, ANSI, IEEE, and business, financial and electronic commerce networks around the globe.

About Aventail Corporation

Aventail Corporation is at the forefront of developing and marketing Virtual Private Network (VPN) software solutions. Its suite of policy-based VPN services enable corporations to privately communicate, share applications, and securely exchange information over the Internet with their mobile/remote employees, business partners, customers, and suppliers. Aventail's adherence to open security standards simplifies VPN deployment, enables interoperability, and leverages corporations' existing network investments.

Aventail's products are based on the Internet Engineering Task Force (IETF) SOCKS v5 security protocol standard. The SOCKS v5 standard has received widespread support from various network security companies. It supports multiple authentication and encryption methods and includes detailed access controls, active content filtering, monitoring and logging for internal and external networks, and extensive reporting capabilities.

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