



Centennial Software's DeviceWall delivers hassle free data protection for corporate aviation provider.

device**wall**[®]

BUSINESS DRIVER

Prevention against the introduction of malware, viruses and worms and unauthorized data theft

INDUSTRY SECTOR

Aviation

NETWORK TYPE

Decentralized, 600 employees worldwide

WHY DISCOVERY

Cost effective, provides value to customers by protecting personal data

BUSINESS BENEFITS

Broad range of devices controlled. Flexibility to allow individual users different access rights

With more than 600 employees in locations worldwide, Universal Weather and Aviation, Inc. – a provider of aviation and weather services for corporate aviation – recognized the importance of securing access to the company's sensitive data.

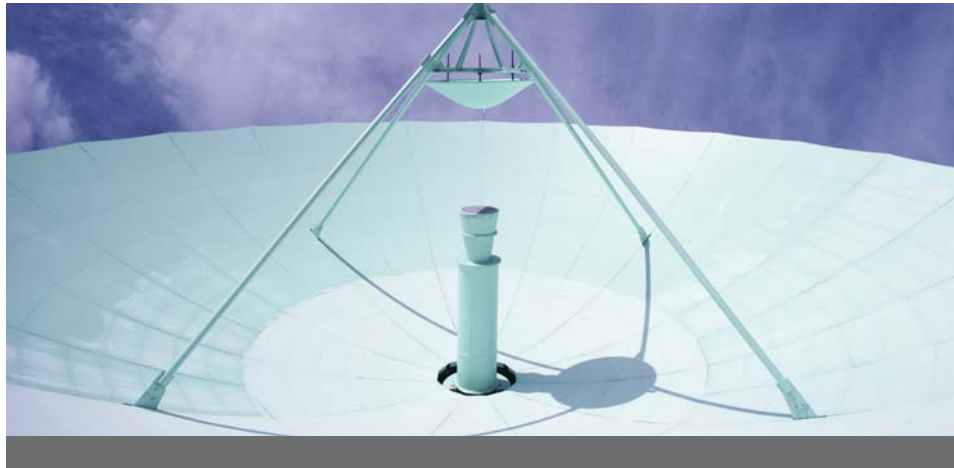
For Universal Weather and Aviation, the constant threat of an internal security breach resulting in proprietary customer information being taken and shared with a competitor is a major concern. "If we lose one of our high volume customers because of an information breach, then we stand to lose up to ten million dollars a year," said James David Dykas, Manager at Texas based Universal Weather and Aviation. The company's fear is not unfounded. Research from the Gartner Group states 80% of IT-related crimes are committed from within an organization.

Having recently installed Centennial Discovery and been impressed with the robust functionality and strong ROI of the product, Universal Weather and Aviation purchased DeviceWall, Centennial's end point security solution to protect their network from the threat of removable and portable media devices. "One of the reasons we went with DeviceWall is because we had such a great experience with Discovery. We knew we needed a security product, and following the success of the Discovery implementation we knew we should buy it from Centennial Software," said Dykas.

Benefits of using DeviceWall

DeviceWall has already proven its value at Universal Weather and Aviation. Installation of the product was effortless and quick. DeviceWall instantly protected against the removal of data from the corporate network, and provided additional protection from viruses, malware and worms. "The biggest benefit DeviceWall provides us is peace of mind. I don't have to worry that an employee will leave the building taking our data, processes or documentation," commented Dykas.

One of the most useful functions is DeviceWall's ability to control access points. "DeviceWall gives us the flexibility to control a whole range of devices and allows employees with different levels of access for different types of devices. Other products we evaluated enabled an "all or nothing" access option that hindered our work approach," said Dykas. DeviceWall enables Universal Weather and Aviation to customize device access by machine, or by employee. "For instance, the



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PC you’re working on today might not be the same as the one you use tomorrow. With DeviceWall, we can say, “Bill can connect his Blackberry to any PC on the network, and continue to have the same levels of access,” continued Dykas.

Purchasing DeviceWall

Universal Weather and Aviation purchased DeviceWall from Centennial Software reseller Stroma Consulting, an established IT consulting firm based in Toronto, Ontario. “I’ve been in the business for a number of years and I’ve learned that it’s very important for customers to know that you are going to stand behind what you are selling,” said Rob Bernhardt, Account Executive, Stroma Consulting.

“Given the number of satisfied Centennial Discovery customers we have, we were confident in DeviceWall’s ability to provide value to our customers. It also had the ability to solve a crucial business problem at the company.

“As soon as the team at Universal Weather and Aviation saw DeviceWall, they realized how quickly and easily they could implement a company-wide security policy with DeviceWall,” said Bernhardt. “The competitive price made the decision even easier since they could purchase the product with existing IT budget, reducing the time-consuming process of securing extra budget and approvals. From start to finish, the sales and implementation process took two weeks,” Bernhardt continued.

Centennial Software as a Partner

Dykas commented, “I know they have other customers, but when I’m working with them, they always make me feel like I’m the most important one.” Dykas concluded, “The whole process of purchasing DeviceWall, from getting the information, demonstrating the product and installation was so smooth and so easy. I wish all vendors were as easy to work with as Centennial Software.”



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software

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