

**The Organization**

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**The SonicWALL Solution**

- SonicWALL E-Class NSA E6500
- SonicWALL Aventail E-Class SSL VPN
- SonicWALL Email Security 300
- SonicWALL Global Management System (GMS)

**The Results**

- High-speed Unified Threat Management at the gateway
- Enforced granular application-layer access policies
- Powerful anti-spam and e-mail security
- Easy comprehensive management and reporting
- Highly-available system redundancy

Employing one of the region's largest private medical billing teams, Financial Medical Systems (FMS) performs billing and follow-up activities for over 1,000 hospital-based physicians and independent practitioners. FMS is able to provide its customers with greater flexibility and customization by developing their own proprietary systems in-house. "We're one of the few medical billing companies that develop their own homegrown software," said Ralph Marra, chief information officer. "A lot of others use off-the-shelf or third-party software."

**The Challenge: Tightening Security for an Increasingly-open Sensitive Network**

"Our network is geared around security," said Marra. "Because we deal with confidential medical and identity information on a daily basis, we have to guarantee its safe. That means we need to fully comply with PCI and HIPAA regulations."

"Previously, FMS was more concerned about inside-out security, making sure any data going out was encrypted and couldn't be captured or tagged," said Marra. "Subsequently, the legacy Cisco firewalls they had when I came on were relatively wide open. Once we started transacting over the Internet, we automatically had an outside-in issue with malware."

"Another big problem we've faced was e-mail attacks," adds Marra. "We had to clean viruses off nearly one in ten desktops because people opened e-mail that they shouldn't have."

**The SonicWALL® Solution: SonicWALL® E6500, EX-1600 and ES 300 Appliances**

Marra took a comprehensive approach. "I didn't want to worry about either outside-in or inside-out security," said Marra. "IBM proposed securing our mainframe, but we're shifting away from UNIX. Computer Integrators wanted us to test their pilot software, but my team is too busy to be their guinea pig. Cisco presented an expensive and complex solution, but I didn't see it offering us anything more than SonicWALL. SonicWALL was the most cost effective, and the best fit for us."

To secure his network at the gateway, Marra chose paired SonicWALL E-Class NSA E6500 network security appliances configured in high availability mode. For secure remote access, he selected SonicWALL Aventail E-Class EX-1600 SSL VPN appliances, also in high availability. To establish e-mail security, Marra added a SonicWALL Email Security 300 appliance.

For assistance with implementing his SonicWALL solution, Marra turned to SysIntegrators, LLC, a business technology solutions provider and SonicWALL Gold Medallion Partner based in Woodside, New York. "We wanted to work with the best, so we hired SysIntegrators," said Marra.

"SonicWALL offered a depth and breadth of products that FMS was in need of," said Deepak Thadani, President of SysIntegrators. "SonicWALL engineered the E-Class Series to integrate seamlessly. Once we had the firewalls in place, it was easy to integrate their secure remote access and anti-spam."

## Financial Medical Systems

*"When you look at the security, the interface, the ease of integrating a full solution—one-stop-shopping with SysIntegrators and SonicWALL was the best thing we could have done."*

—Ralph Marra  
Chief Information Officer  
Financial Medical Systems

### SonicWALL Benefits

- The comprehensive network security of a SonicWALL Clean VPN™
- Improved compliance with PCI and HIPAA regulations
- Greater client and end user satisfaction
- Significantly increased email productivity
- Rapid deployment and administrative learning curve
- Reliable 24/7 network security



### The Results: Comprehensive Security for the Network, Remote Access And Email

"Users and customers of FMS have much quicker remote access, are much more secure, and are able to access just those resources that they have permission to," said Thadani. "I would say that FMS has increased security by over 50%, and has seen spam drops of 96%."

To manage FMS's solution, SysIntegrators deployed the SonicWALL® Global Management System (GMS). "We use it to monitor Internet access, track connection drops, and produce reports for management—everything from where people browse to on the Web, to the amount of various types of data that use up their Internet bandwidth," said Thadani.

"Recently, a client insisted they were sending us files, but we weren't getting them," said Marra. "We found out the new E6500 had blocked the files because they were all infected with viruses." Combining multi-core processor technology and a re-assembly free deep packet inspection engine, the E-Class NSA E6500 appliances provide FMS with high-speed intrusion prevention, anti-virus, anti-spyware and application firewall, with application-level control.

"We now have about 40 people remotely accessing resources over the SSL VPN," said Marra. "They get authorized on before they even go through the E6500." By integrating the E6500's Unified Threat Management technology with the EX-1600 SSL VPN, Marra has effectively deployed a SonicWALL Clean VPN™ that enforces granular application-layer access policies as it inspects all traffic at the gateway, while also correlating event information to streamline and enhance security efficiencies.

"The beauty of it is we can see who logged in when to access what specific resources. It's a great reporting tool." The award-winning EX-1600 allows FMS to detect the identity and security state of remote devices, protect against unauthorized access by enforcing granular policy, and connect users seamlessly to mission-critical enterprise resources, giving FMS optimal return on its technology investment. Nine months prior to installing the EX-1600, remote access to FMS went down for two days. "Let's just say the conversations with our clients weren't very pleasant," said Marra. "With the EX-1600 in high availability, I don't worry about redundancy anymore."

"Our productivity on the e-mail side has gone up dramatically," said Marra. "The spam solution is phenomenal. Now nobody worries about it." The SonicWALL ES 300 provides FMS with powerful protection against inbound spam, phishing, viruses, Denial-of-Service, Directory Harvest and Zombie attacks, while preventing outbound leaks of confidential information and violations of regulatory compliance laws.

"Using the ES 300, we were able to activate e-mail traffic monitoring in both directions," said Thadani. "The ES 300 easily enforces policies for outbound mail, which isn't spam, but could be outside of company policy."

"When you add up the security, the interface, the ease of integrating a full solution—one-stop-shopping with SysIntegrators and SonicWALL was the best thing we could have done," said Marra.

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