

Large U.S. Financial Services Company Chooses SafeEnterprise™ Link and SONET Encryptors

High Performance, Scalability, and Quality of Service



"We selected SafeNet as our Enterprise link encryption vendor a couple of years ago because of their best-of-breed solution for our current needs as well as their commitment to invest in new technologies. We recently developed a need for SONET link encryptors and are pleased that SafeNet was able to meet our needs."

Jason Leupen
CISSP, Vice President of
Intranet Network
Architecture, Fifth Third
Bank

Fifth Third Bancorp (NasdaqNM: FITB) is a diversified financial services company that provides banking, investment, and electronic payment processing services to 5.7 million customers through 17 affiliates. Headquartered in Cincinnati, Ohio, Fifth Third Bank has more than 1,000 full-service Banking Centers, 18,000 employees, and ranks among the top 15 largest bank holding companies in the country, and among the ten largest in market capitalization.

Business Challenge

Fifth Third Bank is committed to protecting the confidentiality of its data and maintaining the trust of its customers. This commitment, coupled with a regulatory climate of increasing data protection, led Fifth Third to re-evaluate its link encryption solutions.

Prior to 2003, Fifth Third used a router-based IPsec solution to encrypt sensitive data between sites. However, they faced many challenges with this approach. Since IPsec and GRE tunneling adds significant overhead to message length, which, in turn, causes the routers to fragment and reassemble packets, a decrease in network performance and throughput occurred. IPsec encryption and GRE tunneling did not provide the ability to prioritize important traffic across Wide Area Network (WAN) links. Finally, an IPsec solution required additional skills and effort to implement, support, and troubleshoot. The challenge was to find a high performance encryption solution that was easy to deploy and maintain.

With their needs established, Fifth Third began a detailed evaluation of Enterprise link encryption solutions. The initial list of vendors was narrowed down to two – SafeNet and a competitor. Fifth Third obtained evaluation equipment from both vendors and began performing detailed analysis. The vendors and their products were evaluated in many areas, including company stability, product maturity, ability to meet Fifth Third's current and future encryption needs, technical support, security, maintenance, management and administration, and cost.

Solution

After thorough review, Fifth Third chose SafeNet as its link encryption partner. Their decision was based on many factors, including SafeNet's focus on providing Enterprise solutions, an existing range of products to satisfy all of Fifth Third's current requirements, and the vision and commitment to meet their future needs.

In 2003, Fifth Third selected and deployed the SafeNet SafeEnterprise Link Encryptors, the highest speed link encryptors in the market, for encryption of its T1 and T3 circuits. For encryption of its OC12 circuits, Fifth Third installed the SafeEnterprise SONET Encryptors, selected for their higher throughput, scalability, and quality of service. The company also uses the SafeNet Luna Hardware Security Modules (HSMs) for secure storage of their cryptographic keys and operations.



Why SafeEnterprise Link and SONET Encryptors?

Fifth Third chose the SafeEnterprise Link and SONET Encryptors for several reasons. One important aspect is that hardware link encryption equipment is faster, easier, and less intrusive to implement than IPsec VPNs, with less complicated support and troubleshooting. Another key factor in their decision was that hardware link encryption is more bandwidth-efficient than IPsec VPNs, which has resulted in a noticeable increase in performance between core sites.

Benefits

- High-speed throughput over long transport distances
- Extremely low latency for time-sensitive voice and video applications
- Compatible with the majority of fiber infrastructures around the world
- Centralized management through the SafeNet SafeEnterprise Security Management Center (SMC)

Return on Investment (ROI)

With the SafeEnterprise Link and SONET Encryptors, your investment is quickly recouped for the following reasons:

- Drop-in Installation: Deployed in less than one day, which saves you the normal days and weeks needed deploying other solutions.
- Plug and play: After installation, no further user intervention is required.

- Single management solution: SMC manages the SafeEnterprise Link and SONET Encryptors, as well as many other SafeNet WAN and IPsec products, which saves you money by providing a single management platform.

For More Information

SafeNet (Nasdaq: SFNT) is a global leader in information security. Founded more than 20 years ago, the company provides complete security utilizing its encryption technologies to protect communications, intellectual property, and digital identities, and offers a full spectrum of products including hardware, software, and chips. ARM, Bank of America, Cisco Systems, the Departments of Defense and Homeland Security, Adobe, Samsung, Texas Instruments, the U.S. Internal Revenue Service, and scores of other customers entrust their security needs to SafeNet. For more information, visit www.safenet-inc.com.

Corporate Headquarters:

4690 Millennium Drive, Belcamp, Maryland 21017 USA
Tel: +1 410.931.7500 or 800.533.3958
email: info@safenet-inc.com

Phone USA and Canada (800) 533-3958

Phone Other Countries (410) 931-7500

Fax (410) 931-7524

E-mail info@safenet-inc.com

Website www.safenet-inc.com

©2004 SafeNet, Inc. This document contains information that is proprietary to SafeNet, Inc. No part of this document may be reproduced in any form without prior written approval by SafeNet. SafeNet shall have no liability for errors, omissions or inadequacies in the information contained herein or for interpretation thereof. The opinions expressed herein are subject to change without notice.

