

# Securing Remote Access for energy trading firm

## Managed Authentication delivers on promise and ease of use

“When we looked at the total cost of ownership of buying servers and doing it ourselves, versus putting password protection through the CRYPTO-MAS systems, the difference was well worth it. There was no upfront investment, no upfront setup and we were on the system over lunchtime. It literally took 45 minutes.”

Ware Adams, Managing Director, DC Energy

### Key Facts:

Solution:	CRYPTO-MAS
Tokens:	KT-1, ST-1
Protecting:	VPN
Application:	Trading Systems
No. of users:	55
Industry:	Energy/utilities
Country:	North America

efficiency, but because of its size, DC Energy cannot afford to investigate or understand, nor manage every enterprise solution on the market.

From an IT security standpoint, DC Energy was like any business which used the traditional password-based approach to remote access. But the company was relying on employees to produce random passwords and to change them periodically. As Managing Director Ware Adams notes, “it wasn’t secure enough for what we do. And if you think about it enough, there is no way that static passwords are going to be secure. They’re either going to be easy to remember (and therefore you can guess them) or too difficult to remember and so get written down or left unencrypted on their computer.”

“In addition to this we need to ensure that the integrity and confidentiality of our data is maintained”, continued Adams. “Standard passwords offered us zero protection against hackers, ID theft, shoulder surfing or other malicious threats. The value of our company, like most other businesses, is mainly related to the uniqueness of the data held in our

### Remote access integral to operation

DC Energy delivers highly specialized approaches to the energy markets and performs highly targeted analysis of markets within the energy field. In doing so, the company relies heavily on observing changes, trends and fluctuations within these markets, which makes them very reliant on real-time information.

The 50+ employees of DC Energy depend extensively on remote access in order to deliver high quality energy market analysis and react quickly to changing market conditions. In addition, the company takes a pro-active stance in its investment in technology to support productivity and



### Key Benefits:

- Low administration and support overhead
- No upfront investment
- Totally scalable to suit business’ needs
- No upfront infrastructure changes
- Works across a variety of platforms

systems. So, ensuring we know exactly who is accessing the data at any given point and protecting its integrity is paramount to our shareholders.”

At the outset, DC Energy turned to IT security solutions provider, Pegasus Technologies to come up with a suitable solution. Initially, DC Energy decided that it would implement and manage its own 2FA. “We did look around at other two-factor authentication solutions but we ran into issues with platform support and levels of internal support with other vendors. DC Energy does not have a typical network infrastructure; 75% of the company’s users work in the Mac OS X environment, amongst other platforms. So at the time, a “home-grown” solution with CRYPTOCARD made sense and it worked well,” commented Adams. Initially, the company obtained CRYPTOSHIELD and used it for quite some time.

#### Lowering cost, risk and administration by outsourcing

For a company of its size authenticating individuals on a single server, when the availability of mission critical data is at the mercy of its own support resources, investment would be required to make it resilient. DC Energy did a comparison of getting two more servers and hosting the application themselves. The implementation of a full production server would create a large hurdle for the company because of the time, the resources required and the need for redundant installations to ensure that individuals accessing DC Energy’s highly sensitive information were positively identified 24x7.

After the launch of CRYPTO-MAS in 2007, Pegasus Technologies introduced DC Energy to the service, and the benefits of a managed authentication service were

immediately evident. First, DC Energy could lower risk and free up internal resources by removing the server and software tokens from the company’s current infrastructure. Second, the company could implement a service that was entirely scalable to their future growth. From the Fall of 2007 to the Spring of 2008, the company has grown by more than 25%, and is expected to grow another 40% by 2009.

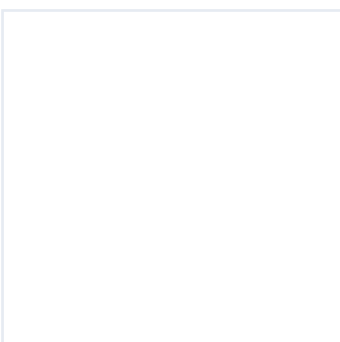
“When CRYPTO-MAS was launched it was obvious that it would be perfect for many of our customers, particularly a company like DC Energy,” said Matthew Tucker, CEO and President, Pegasus Technologies. “The thing about a managed authentication service like CRYPTOCARD’s is that it is entirely scalable, it is worry-free, yet it provides all the benefits of two-factor authentication to companies of any size. One-time passwords (OTP) are inarguably the best way to protect remote access. The risk is removed, the management time and costs are eliminated, and company assets are fully protected at all times.”

Recent reports by Gartner and Forrester highlight the need for companies to take a hard look at the practice of replacing traditional passwords with two-factor authentication and while large enterprises have the resources and funds to invest in solutions, the SMB and mid-tier markets have been largely ignored. “We believe that CRYPTO-MAS gives SMB customers the chance to get access to Enterprise security at prices they can afford” summarized Tucker.

In the fall of 2007, DC Energy became a CRYPTO-MAS customer, and according to Adams, “the rollout plans were simple in scope, time and resource.” The installation of CRYPTO-MAS entailed a 45 minute conversation to ensure that

the technology was running well in the environment.

“The thing that CRYPTO-MAS let us do was implement it literally over lunchtime. There was no upfront investment and no upfront set up. Since then, we really haven’t had any interaction with either Pegasus or CRYPTOCARD. It is a rare thing to say that a technology is running so well that you’re never on the phone with tech support. But it’s true, the ongoing support has been almost literally zero,” said Adams. “CRYPTO-MAS just removes all the hurdles of something that every company should really have – an OTP (one time password) to access the VPN. Once you know it’s available, it’s a pretty easy decision.”



#### CRYPTOCARD North America

340 March Road  
Suite 600  
Ottawa, Ontario  
K2K 2E4 Canada

Toll Free: 800-307-7042  
Tel: +1-613-599-2441  
Fax: +1-613-599-2442

#### CRYPTOCARD Europe

Eden Park, Ham Green  
Bristol BS20 0EB,  
United Kingdom

Tel: +44 870 7077 700  
Fax: +44 870 7077 711

E-mail: [info@cryptocard.com](mailto:info@cryptocard.com)  
[www.cryptocard.com](http://www.cryptocard.com)