



HealthFitness Corporation's use of PacketSure helps grow their business.

HealthFitness Corporation, based in Minneapolis, Minnesota, promotes health and wellness for a client's employees by providing biometric screening and lifestyle management coaching. They serve more than 300 corporate clients nationwide, working with their employees to support healthy living and help them manage corporate health care costs.

Background

Prospective clients send a Request for Proposal (RFP) to HealthFitness to obtain information about their services. Many of these RFPs contained questions about their data loss prevention (DLP) policies and how they were enforced. They were particularly concerned about personally identifiable information (PII), such as names with credit card numbers, Social Security Numbers, or account numbers. Although HealthFitness did have DLP policies in place, they did not have the tools to verify and enforce them. Initially, they were looking to replace their web filtering appliance, but were pleased to find that PacketSure™ could provide both DLP and web filtering.

The Challenge

HealthFitness was looking for a solution that provided:

- Complete, reliable network visibility.
- Tools to enforce DLP policies.
- Web filtering.

The Solution

Once Dimitrios Dimoulakis, IT Manager for HealthFitness, realized that PacketSure™ would out-perform their current web filtering solution, he took the time to investigate the DLP capabilities. He agreed to install PacketSure™ on the network for a Secure Assessment. "Palisade gave us the opportunity to analyze the flow of traffic," said Mr. Dimoulakis, "and generate reports showing what was going out of our network. We actually saw credit card numbers go outside of our network insecurely." The reports were shown to the CIO and CFO. They immediately saw the value in having PacketSure™ protect their network and authorized the purchase.

The Benefits

HealthFitness has two egress points, one in Plano, TX and one in Minneapolis, MN and required two PacketSures™ to manage both networks. In addition to these appliances, they purchased a Central Management System (CMS) to be able to manage both PacketSures™ from a single location. "That was a big plus for us," noted Mr. Dimoulakis.

The IT staff also found that the point-and-click ease of PacketSure™ reports made generating reports faster and easier than he was used to with his previous appliance.

PacketSure™ not only was a superior web filter but provided the ability to analyze network



traffic for data like Social Security Numbers, credit card numbers, and other PII. This provided the checks and balances they were looking for to verify and enforce their DLP policies.

Conclusion

HealthFitness had DLP policies in place, but no way to enforce them.

They placed a PacketSure™ appliance at each egress point and used the PacketSure™ CMS to manage them both from one location. PacketSure™ was able to analyze their traffic and identify PII, such as credit card numbers, leaving their network insecurely. With this information, they were able to improve their policies and ensure compliance with those policies. They can now reply to RFPs with a definitive description of their DLP policies and enforcement, helping to add to their client base and grow their business.

“There is only so much IT can do from a control standpoint...and Palisade fills in the rest,” stated Mr. Dimoulakis, “It covers your bases right out of the box.”

About Palisade Systems, Inc.

Palisade Systems, Inc., is an industry leader in the Data Loss Prevention (DLP) market. Palisade's patented DLP product, PacketSure™, is the industry's only all-in-one appliance that can be installed and running in less than one hour. PacketSure™ helps organizations proactively secure sensitive and proprietary intellectual property from leaving data networks, defines and enforces access to internal network resources, and enforces compliance with federal privacy and industry security regulations such as HIPAA and GLBA. For more information, please visit <http://www.palisadesystems.com> or contact Palisade by telephone at 1.888.824.0720.