

Featured Company

 [Click To Print](#)

General Information

January 29, 2010 • Vol.32 Issue 3

Page(s) 30 in print issue

Data Protection On The Go

CoSoSys Protects Your Valuable Information In The Age Of The Mobile Workforce

COSOSYS
(866) 846-6779
www.cososys.com

• *CoSoSys specializes in robust endpoint protection solutions for enterprises that need to protect sensitive data in motion.*

• *The company prides its products on their effectiveness and ease of use and strives to ensure compatibility with a variety of platforms.*

• *"We help [our customers] choose the right solution and adapt it to their specific needs, support them while it's being implemented and configured, and then always [are] available to answer their questions," says CoSoSys founder and CEO Roman Foeckl.*



When CoSoSys was founded back in April 2004, the move toward smaller, often flash-based devices was just beginning. "It was predictable that portable storage devices would, as they do nowadays, be able to store almost all of a company's important data," says CoSoSys founder and CEO Roman Foeckl. "Having so much data on the move generated a need to protect it from malicious intent."

Within six months, CoSoSys (www.cososys.com) released two applications: Lock It Easy, which secured data on USB flash drives, and Surf It Easy, which allowed for safe Internet browsing using flash drives. Since then, the company has successfully developed and released almost a dozen portable drive security solutions. "It did require a sense of business and a sense of where data security would go, but the signs predicting these developments were all in plain sight," says Foeckl.

■ Protecting A Mobile Workforce

CoSoSys' rise has paralleled the significant rise in virtual employees, freelancers, and road warriors, Foeckl points out. "Businesspeople travel a lot more, going to conferences, client meetings, and international events, and to reduce costs, a lot of employers allow their personnel to work from home, rather than wasting precious hours commuting," says Foeckl.

In this dynamic business environment, private and often classified company data gets shuttled around to various locations, exposing it to loss and theft. Meanwhile, organizations often have to contend with insiders stealing information to leverage at a later date. "Lost laptops and 'friendly' visits turn into damaging exposures of private data, which can in turn lead to the customers losing trust, damage to the company's reputation, and sometimes significant fines or even lawsuits," Foeckl notes.

Seeing this need, CoSoSys has dedicated itself to innovative endpoint security solutions because the end points of enterprise networks typically are weak points in a data protection scheme. Its Secure It Easy USB firewall solution, released in early 2007, was the first commercial standalone PC endpoint solution for Windows Vista, and its ability to lock down USB ports in seconds has been a boon to companies wanting to leverage telecommuters. One CoSoSys customer, a concierge and contact center solutions provider, turned to CoSoSys Secure It Easy to enable its large home-based workforce, which has access to

credit cards and other confidential customer information, to work free of malware while protecting the company from data theft.

■ Location, Location, Location

CoSoSys' innovative approach may be a result of the location from which most of its team members work. "In 2003 and early 2004, I saw great potential in establishing a software development company in Romania [because] Romania has a strong history and strength in math, physics, and computer science, and our local universities train smart and talented graduates who have great ideas and are very motivated," says Foeckl.

CoSoSys has a company culture that thrives on invention, and this mindset is evident in its products. Soon after releasing its first iteration of Endpoint Protector in 2008, an on-premise, server-based endpoint security solution designed for medium-sized and large enterprises, CoSoSys ported it to Linux distributions, making it an even more flexible solution for increasingly heterogeneous data center environments. Within a year, CoSoSys released Endpoint Protector 2009, which came with unique file whitelisting features that offered more targeted protection against data loss.

Then, CoSoSys developed a SaaS (software as a service) version called My Endpoint Protector that lets organizations that don't have the resources to support an on-premise solution have the ability to manage all of their end points from a single, centralized online console, be it a desktop, netbook, or notebook. Its remote capabilities take into account the increasing mobility of most organizations' workforces.

"With My Endpoint Protector, customers just need a browser to access the application, while leaving software maintenance worries to the CoSoSys staff. This option is perfect for companies who have to rely on a small number of IT professionals and whose budget limitations prevent them from investing too much in a hardware IT infrastructure," explains Foeckl.

"My previous experience taught me that you can, as a young, energetic, and innovative team, invent, create, and develop great software and services that individuals and businesses all over the world will use," Foeckl says. "The greatest proof of this lesson is the fact that in each of the past five years, we have achieved double-digit growth and have a great pipeline for 2010."

■ Adapting To The Customer

CoSoSys believes in helping its customers every step of the way, says Foeckl. "We help them choose the right solution and adapt it to their specific needs, support them while it's being implemented and configured, and then always [are] available to answer their questions," he says. "We take great pride in our technical support team's results and all the appreciation they have received from our customers."

When developing products, CoSoSys takes into consideration its customers' network infrastructures as well as the features and functionalities they are looking for. All of its offerings work on a large number of platforms, including Windows, Linux, and Mac OS. "This allows companies to easily integrate [our solutions] without major IT infrastructure changes," Foeckl says. "Moreover, we are always the first to adapt our solutions to new requirements and new IT models, which may be why My Endpoint Protector was the first product in its class offered as a service."

In addition, CoSoSys' background and its partnerships with many leading portable device manufacturers give the company a unique ability to integrate its software with the necessary hardware so that its solutions work seamlessly within data centers, Foeckl says.

■ Minimum Investment, Maximum Return

CoSoSys also prides itself on offering solutions characterized by a low TCO, which lets companies quickly recover their investments. "In a time where security budgets are still very low, this is a major advantage," Foeckl says.

In addition, users can leverage CoSoSys' solutions after a minimal time investment because of their intuitive administration UIs. "They are designed to save time and make life easier for IT professionals who are already handling a lot of different tasks," Foeckl says.

Foeckl cites Endpoint Protector as an example of a solution that would resonate with the average *Processor* reader. "Endpoint Protector allows [customers] to minimize internal threats, reduce data leakage risks, and control all devices connected at end points," says Foeckl. "It enables them to create and implement a proactive internal security policy for portable device use, while also monitoring and tracking all data transferred in or out of the protected network and enforcing encryption of data in transit on portable devices." ■

by Robyn Weisman

CoSoSys Featured Products

<i>Product</i>	<i>Description</i>
<i>Carry It Easy +Plus</i>	<i>Data portability solution that enables users to synchronize, compress, and encrypt files and bookmarks extracted from Microsoft Outlook Express.</i>
<i>EasyLock</i>	<i>Portable device solution that partitions compatible USB flash drives into a private partition for sensitive information and a public partition for others to see.</i>
<i>Endpoint Protector 2009</i>	<i>Endpoint security solution for medium-sized and large enterprises that secures networks from threats posed by portable security devices.</i>
<i>My Endpoint Protector</i>	<i>Hosted endpoint solution that enables organizations to monitor networks and protect them from portable device threats.</i>
<i>Secure It Easy</i>	<i>Endpoint security solution designed to secure PCs and laptops in small and home offices from unsecured portable storage devices.</i>