



Beryl Selects ConSentry Intelligent Switches to Achieve ISO Certification

ConSentry's Next-Generation Switching Architecture Enables Role-Based User and Application Control and Activity Tracking

Milpitas, CA –March 31, 2008 – [ConSentry Networks](#) announced today that [Beryl](#), a leading provider of outsourced telephone and web-based call center services for healthcare organizations, is deploying the ConSentry [LANShield™ Switch](#) platform to complete [International Organization of Standardization](#) (ISO) 17799 certification. ConSentry's intelligent switching solution provides automatic role and device discovery plus complete LAN visibility by user, role, server, and file to ensure airtight security and simplify audit processes.

According to John Demcher, network data and security manager at Beryl, the company was in the pre-audit phase of ISO certification when it decided to explore intelligent switch capabilities. This functionality increases security for the activities of several different user groups, all with different access and application needs. The ConSentry LANShield Switch integrates with Beryl's existing Active Directory and Avaya identity stores to automatically learn users' roles and devices, enabling Demcher to implement application-based quality of service and fine-grained control of different groups.

"The best way to control users and applications is directly through the infrastructure," said Demcher. "ConSentry addresses the challenges of managing today's collaborative environments by ensuring only certain users can reach the applications and servers. ConSentry was quick to provide product evaluation and technical support for our environment. Once we evaluated the LANShield Switch platform, it was an easy purchase decision."

ConSentry's intelligent switching solution delivers complete visibility into users, the applications they access, and their file and Internet activity. This integrated knowledge,

combined with the LANShield's transparent role-based access-control capability, means that Beryl can take complete control of its LAN.

"The deployment of intelligent switching will provide new functionality, visibility, and control that will undoubtedly enhance Beryl's competitive advantage," noted Dean Hickman-Smith, vice president of sales at ConSentry. "In addition, Beryl will benefit from the simplicity and cost-effectiveness of our combination of intelligent switching innovation; a powerful, all-in-one platform; and stellar support team."

For More Information

- [Intelligent Switching](#)
- [Additional ConSentry Customers](#)
- [ConSentry Channel on YouTube](#)

About Beryl

The Beryl Companies helps hospitals grow revenue and build lasting customer relationships by connecting people to healthcare. As a leading provider of outsourced telephone and Web-based communications, Beryl delivers 24/7 exemplary customer service to more than three million consumers each year. Since 1985, hundreds of healthcare organizations have turned to Beryl for data they can use to make more informed decisions and for best-practice insight through its education arm, [The Beryl Institute](#).

More information is available at <http://www.beryl.net/index.asp>.

About ConSentry Networks

The ConSentry Networks Intelligent Switching architecture delivers native user and application control at the LAN access edge. With this technology, ConSentry's award-winning LANShield product family enables IT managers to improve the visibility, control, and performance of users and applications and radically simplify LAN deployment and operations. ConSentry is backed by blue-chip venture capital firms Accel Partners, DAG Ventures, INVESCO Private Capital, and Sequoia Capital and is headquartered in Milpitas, California.

More information is available at <http://www.consentry.com/>.

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