



CONSENTRY NETWORKS BRINGS IDENTITY-BASED CONTROL TO MEDICAL GROUP

Bosley Secures Every Port and Saves Valuable IT Staff Resources with ConSentry Solution

Milpitas, CA – March 26, 2007 – ConSentry Networks, a leading provider of secure LAN solutions, announced today that Bosley has selected the ConSentry LANShield platform to secure network access across more than 80 locations. Bosley relies on the ConSentry solution to provide two critical security features: identity-based control to limit access to network resources and malware detection to identify infected user machines.

Bosley, a leader in medical hair restoration, has staff that frequently move among the company's headquarters in Beverly Hills, California, 16 additional surgical locations, and 65 consultation offices across the country. The company also routinely hosts IT contractors, financial auditors, and other guests.

"Before ConSentry, our network was wide open, so anyone who got on the LAN could get to any server," said Sohail Abdali, director of IT at Bosley. The company uses ConSentry's identity-based control to limit that access, so IT contractors reach only the devices they're onsite to service, and auditors can reach only selected financial resources. The ConSentry system learns each user's role during authentication and applies the appropriate access limitations.

The distributed consultation offices presented an additional security concern. Each office has its own DSL link to the Internet, no local IT staff, and few security measures in place. It was fairly common for users in those locations to accidentally pick up malware from those direct links to the Internet and then spread it within Bosley the next time they connected to the Bosley network from a surgical center.

“Individual users are scattered all over, and we have a small IT department, so making sure all the laptops are updated is a real challenge,” said Abdali.

After extensive research into various LAN security solutions, Bosley chose ConSentry for its easy-to-use, comprehensive approach to securing the LAN, including tracking and controlling users after they’re admitted onto the LAN and containing malware. Bosley worked with the Independent Technology Group (ITG), a value-added reseller, to ensure seamless installation of the ConSentry solution and customer satisfaction throughout the process.

The LANShield Controller operates inline, giving Bosley complete visibility into LAN traffic and greater control over users. Abdali is using the visibility to define and test additional access control policies related to users and their roles. ConSentry’s patent-pending malware algorithms detect zero-day attacks, and IT can configure the system to block just the infected application or all traffic from an affected user.

“The health of our network was in question, and ConSentry gives us a way to bolster security while keeping our culture of information availability,” said Abdali. “Now, with the identity-based controls, I have peace of mind knowing that critical information is protected but easily available to qualified users. The LANShield platform gives me visibility into what users do, and how and when they do it, so I can set appropriate policies and easily correct any problems.”

The ConSentry LANShield devices have already proven their worth. The company now restricts network access based on user identity, and Abdali is able to quickly detect computers with malware and prevent them from accessing the network, saving the IT staff substantial time it previously spent eradicating malware from the network.

“Bosley’s need for access control on every port, balanced against the need for a simple platform given its small IT staff, is typical of so many ConSentry customers,” said Tom Barsi, ConSentry Networks’ president and CEO. “This implementation demonstrates the phased approach to deploying NAC and LAN security, so Bosley staff benefit from immediate gains in control without compromising the business or breaking the bank.”

About ConSentry Networks

ConSentry Networks delivers Control without Compromise with its family of award-winning LANShield platforms - the LANShield™ Controller and LANShield Switch. ConSentry enables businesses to protect their corporate assets, ensure continuity of operations, and dramatically reduce the risk of security breaches. ConSentry's LANShield platforms and InSight™ Command Center provide network admission control, visibility, identity-based control, and threat control. This combination of pre- and post-admission controls provides enterprises with a simple, proven, and affordable means of integrating security into their LAN infrastructure and controlling access to business resources and applications. Backed by blue-chip venture capital firms that include Accel Partners, DAG Ventures, INVESCO Private Capital, and Sequoia Capital, ConSentry is headquartered in Milpitas, California.

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