



Customer Profile

NorthStar Bank of Texas provides financial services to the Dallas/Forth Worth Metroplex and has over 200 employees in 10 locations.

Industry

Financial

Challenges

Upgrading the existing malware solution was a very resource-intensive process. The cost of upgrading to other developers' products was almost twice that of upgrading to a Kaspersky Lab solution.

Kaspersky Lab Solution

Kaspersky®
Enterprise Space Security

Results

- Significant cost reduction
- Greatly improved productivity - faster workstations and servers
- Less management overhead
- Better protection - improved detection rates

NorthStar Bank Improves Performance in the Office

NorthStar Bank of Texas is one of the largest, locally owned and privately held banks in the Dallas and Fort Worth Metroplex focused on building financial relationships by providing quality financial products and unmatched personalized service. NorthStar Bank has 10 locations in the Denton County and Northeast Tarrant County area, guiding customers through their financial decisions.

Security Challenge

With 10 locations and over 200 workstations, NorthStar Bank has its hands full providing adequate malware protection. Securing bank and customer data, as well as maintaining regulatory compliance, requires protection that is both reliable and cost effective. With a mix of Windows XP, Windows Server 2003 and some Linux machines, NorthStar needed an anti-malware vendor with products that support multiple platforms.

At a recent IT Trade Show, David Randolph, Technology Officer for NorthStar Bank, struck up a conversation with Mike Neil from HEIT, a Kaspersky Lab Partner from Colorado. It was during this conversation that David learned of Kaspersky Lab, their award-winning products and a competitive upgrade promotion being offered. Lured by the cost savings benefits, David decided to test drive both Kaspersky Internet Security and Kaspersky Enterprise Space Security. The results were dramatic!

"The performance and overhead cost of Kaspersky Lab's solutions were one-third less than our current vendor" says David, "and Kaspersky Lab's solutions began catching viruses that our current vendor's product consistently missed." Enhanced performance, coupled with improved protection, all for almost half of the price of the current vendor led to the decision to replace the existing vendor's product with Kaspersky Enterprise Space Security, protection for Workstations, File Servers and Mail Servers.

CASE STUDY | NorthStar Bank of Texas

“With our previous vendor there was a 20 minute window during boot up where the computer was basically unusable due to malware scanning. That problem has gone away!”

David Randolph,
Technology Officer,
NorthStar Bank of Texas

Solution

Based on the trial performed by NorthStar Bank on both the personal and Enterprise products, NorthStar made the decision to deploy Kaspersky Lab’s solutions across the enterprise.

According to David, "The rollout went well. It was much easier to upgrade to Kaspersky Lab’s products than to upgrade to the current vendor’s latest version. The management interface was very intuitive, including creating and rolling out policy. The console allowed us to handle machines in a group or individually, making our deployment quick and easy."

NorthStar Bank immediately began to see real benefit from deploying Kaspersky Lab’s solutions in their environment. "Boot times are enormously improved," explained David, "and scanning speed increased as well. With our previous vendor there was a 20-minute window during boot up where the computer was basically unusable due to malware scanning. That problem has gone away. The management tool, Kaspersky Administration Kit, is easy to use and works really well."

Results

Though first attracted to Kaspersky Lab because of the cost savings over their current vendor, NorthStar Bank of Texas quickly realized the significant benefits that enhanced cost savings:

- Improved Protection
- Easy Installation
- Performance Enhancements

Improving the productivity of both employees and IT Staff, reducing the churn of malware firefighting by providing better protection and making the upgrade process easy and fast all significantly contributed to cost savings across the company and resulted in happy employees.