

SECURE NETWORKS WITH APPLIANCES FROM GREENBONE

Vibrantly green and highly secure – the appliances brought to you by Greenbone Networks really grab your attention. And they guarantee heightened network security within your company. Under the banner “X-ray your Network,” the Osnabrück-based company offers seven different Greenbone Security Managers (GSMs), designed to detect and manage weaknesses in networks. The security appliances have been developed and produced in association with APLIGO since 2009.



THE CHALLENGE

The first collaborative project resulted in the GSM 500. Greenbone specified clear requirements for the solution: top priority was high technical standards for all products, enduring design for long availability on the market, and since the products are open source, Linux compatibility.

“It was clear from the beginning that our appliances had to have an unmistakable design, so that they would be instantly recognizable,” explains Dr. Jan-Oliver Wagner, Managing Director of Greenbone Networks. Another factor to consider was that the security experts initially only wanted to order a small number of units, just to test the waters with the appliance.

THE SOLUTION

APLIGO quickly implemented all specifications and in December 2009 the GSM 500 entered full-scale production – complete with Greenbone’s OEM design, based on the Nexcom NSA1088N8 system. When the first appliances received good customer reviews, Greenbone decided to develop further appliances for the market.

“Our aim was to offer as many products as possible with as few hardware platforms as possible because every additional platform means further costs,” states Dr. Jan-Oliver Wagner. APLIGO found perfect solutions to fulfill the requirements. At present, Greenbone’s portfolio includes seven Greenbone Security Managers based on three systems. This includes the GSM 6 400 and 5 300 with a 2HU chassis, the



Founded in 2008, privately owned Greenbone Networks are located in Osnabrück, Germany, and deliver an open-source-based vulnerability analysis solution protecting against network attacks, enhanced by security reporting and change management processes. „Greenbone Security Feed“ the company’s basic product offering, combines various methods of detecting security problems and supervises desktop PCs, servers, appliances, and intelligent components, such as router or VoIP devices. As the corporation’s main product line, „Greenbone Security Manager“ (GSM) is a dedicated vulnerability management appliance, seamlessly integrating with other patch and threat management systems.

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GSM 550, 510 and 500 with a 1HU chassis, and the compact GSM 100 and 25. Of course, all of these sport vibrant green with the characteristic Greenbone beast.

The individual modifications for the GSM 100 and GSM 25 were a larger-scale project. Greenbone wanted enhanced device ventilation with low noise output. APLIGO implemented these changes together with the manufacturer in the far East. "This surely would have taken longer had we needed to negotiate these changes directly with the hardware manufacturer. APLIGO moderated the process so that all we had to do was clearly define our new specifications," explains the Greenbone managing director.

THE RESULT

A turnkey solution for network security scanning, which is ready for operation in just ten minutes – that's what Greenbone customers get when they select a Greenbone Security Manager. With seven different products to choose from, companies of any size are sure to find a suitable solution.

"Our focus is on 'German Engineering' – that's why we invested in good products and good design," says Dr. Jan-Oliver Wagner. This strategy has been so successful that a further portfolio extension is planned in collaboration with APLIGO. Greenbone is particularly interested in the option of outsourcing warehousing and RMA management to APLIGO if necessary.

"We highly value the personal contact, the outstanding levels of expertise, and the flexibility APLIGO shows us in addressing our needs."

Dr. Jan-Oliver Wagner, Managing Director of Greenbone Networks GmbH.

Key Facts at a Glance:

- 7 Greenbone Security Managers
- 3 platforms as basis
- OEM design
- Customized modifications
- Small batches

APLIGO GmbH is a leading specialist in the production of OEM appliances. For over ten years, the company has been providing comprehensive services to software vendors for the manufacture of security devices, network monitoring appliances and other innovative products such as UTM, VoIP, M2M and Archiving.

APLIGO also offers all the necessary services related to warranty claims/RMA management, repair and refurbishing. Its customers include leading companies such as Astaro/Sophos, Barracuda Networks, Funkwerk, Panda Security, Secunet and Smoothwall.



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