

# Customer Experience



## Skandia UK

### Leading investment company selects multi-port CriticalTAPs to aid IDS deployment.

#### CUSTOMER NEEDS

- Flexible Solution
- 100% Visibility
- Analysis of multiple segments
- No data / packet loss
- None intrusive solution

#### SOLUTION COMPONENTS

- 10/100 Critical Multi-port TAPs
- Standard IDS Probe
- Cisco Ethernet Switch

#### RESULTS

- Company requirements matched exactly
- Excellent network visibility
- Flexible solution allowing multiple monitoring
- “Invisible” IDS upgrades
- Zero network degradation
- Simple installation

*“The Network Critical TAPs performed exactly as we wanted and therefore gave us the flexibility to deploy our solutions as we required.”*

**Stuart Ganney**  
Principle Network Analyst



About Skandia

Skandia UK is a leading provider of long-term savings with innovative solutions for investments, pensions, and protection. Our wealth of experience has earned us a reputation for excellence for our approach to product design, administration and service.

We constantly challenge what the market has to offer, believing that you should have the freedom to choose financial products tailored to your individual needs, able to adapt as these needs change.

Our products are underpinned by the MultiManager approach we pioneered over 20 years ago, offering you a range of leading external fund managers. While this approach is much imitated, our expertise and commitment has ensured Skandia's reputation as the leaders in MultiManager investment.

Our commitment to investors is international through our Isle of Man based company, Royal Skandia, and our Dublin-based company, Skandia Ireland. We are part of the worldwide Skandia group headquartered in Sweden, where it is the oldest quoted company on the Stockholm Stock Exchange. After 150 years of business, it has grown to be one of Europe's largest insurance companies, with operations in over 20 countries.

## ABOUT Skandia

- **Founded in Sweden in 1855.**
- **Over £57 billion under management.**
- **Operations in over 20 countries.**
- **Int Investments Awards '06**
  - Best Int Life Group**
  - Best Offshore Life Prod**
- **Money Marketing Awards:**
  - Company of the Year.**
- **Skandia has won twenty three 5 Star honours for its life, pension and investment service.**

*“ The scenario in which Skandia have deployed the Critical Multi-port TAPs, once again highlights the flexibility and ease of use of our products ”*

**Alastair Hartrup**  
Managing Director  
Network Critical Solutions Ltd

## Business Objectives

As part of their initial security deployment strategy, Skandia had a requirement to monitor multiple network segments with a single IDS sensor. Additional key factors for the business were that the solution needed to guarantee that there would be no “cross over” of the traffic from network segment to segment, 100% visibility of all the data, as well as no degradation to the corporate network.

### Simple Plug ‘n’ Play

As a result of the key business requirements, it was determined by Skandia that the most effective way of meeting all their deployment needs was to use Tapping technology and as a result they selected the Network Critical multi-port 10/100 TAPs as their chosen product.

By utilising the CriticalTAPs to “mirror” the data in conjunction with the SPAN capabilities of the Cisco Ethernet switches Skandia were able to analyse all the necessary network segments as well as provide themselves with additional monitoring capability if required.

Discussing the implementation of the CriticalTAPs Stuart Ganney, Principle Network Analyst for Skandia said “Installing the TAPs really was a simple plug ‘n’ play exercise and once implemented they did exactly what we wanted, giving us all the flexibility we needed.”

### Moving Forward

As Skandia progress with implementing further IDS solutions across the business, they have indicated that they will again look to utilise Network Critical TAPs as well as the other proven components from the initial deployment.

# Skandia



*Providing the MissingLINK™*

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