



The **specialist** in network and application access security

CASE STUDY

Herbein + Company Maximizes Database Connectivity with AEP Netilla Security Platform

AEP's VPN Solution Helps Herbein Significantly Reduce Help Desk Traffic

The Challenge

Herbein + Company, Inc., a full service accountancy firm providing a broad range of financial expertise for a variety of industries, has seen the benefits and challenges of growing from a local firm in a single office to span six branch offices across Pennsylvania, with 16 partners and over 80 staff members. In fact, the company acquired three new firms in just one summer, adding more than 30 members in a three-month span. Such explosive growth created formidable challenges for the firm's IT staff, who needed a way to connect the geographically dispersed offices to the firm's most critical application-CCH ProSystem Practice, a time and billing system-and do so quickly and cost effectively.

Herbein's existing solution required the exporting of data locally and sending individual files via e-mail to the main headquarters for processing. But this approach was slow, inefficient, and prone to error, leading to inconsistent data that required significant management and oversight. The situation was frustrating for Herbein's IT department, who were forced to administer the high volume of help desk calls and onsite support visits, and difficult for the firm's employees and partners, who could not ensure the timeliness of their data. "There was an unreasonable amount of effort required just to

complete routine business procedures," said Chris Granitz, Manager of Information Technology for Herbein. "Relying on our traditional WAN link to send individual files was just not practical. And maintaining applications on every machine throughout our network couldn't provide the low management infrastructure we really needed."

The Solution

AEP Networks Certified Solution Provider, Integrity Data, Inc., was consulted to provide alternatives. When Integrity Data President John Madeira suggested centralizing the firm's mission-critical applications on the AEP Netilla Security Platform (NSP), Granitz was immediately interested. "It was really a perfect fit for them," said Madeira. "They needed a low-bandwidth solution that would allow easy distribution of their data over the Internet, centralized in one database at the main office. And they needed to ensure a high level of security to protect the privacy of their transactions. The AEP platform met their needs exactly."

"Our help desk traffic is down 75%. There's a tremendous savings in not having to visit each office, or troubleshoot each user's PC. Users simply open their browsers and they have immediate access to a live database. This gives us a significant cost savings."

*- Chris Granitz,
Herbein Manager of Information Technology*

The AEP NSP is a secure remote networking appliance based on Secure Socket Layer (SSL) encryption and other Web technologies, that enables browser-based access to legacy Windows, Unix/Linux, Mainframe as well as native Web applications in the data center. Unlike software or middleware-based networking approaches

that require extensive integration and significant ongoing maintenance, the NSP is a practical, quick-to-deploy and simple to manage solution that lowers the total cost of ownership of secure remote access deployments.

The Result

The benefits of connecting the distributed offices and staff into a single database were clear. “The AEP Netilla Service Platform allows us to centralize data into one access point,” said Granitz. “Now we have real-time access with an active, up-to-the minute database. Instead of relying on a convoluted synchronization process, we’ve been able to speed up our billing cycles, which in turn paints a more accurate picture of our business.”

The NSP has also brought dollars to the firm’s bottom line. “Our help desk traffic is down 75%. There’s a tremendous savings in not having to visit each office, or troubleshoot each user’s PC,” said Granitz. “Users simply open their browsers and they have immediate access to a live database. This gives us a significant cost savings.”

About Integrity Data, Inc.

Founded in 1989, Integrity Data, Inc. has built its reputation by planning, designing and implementing secure, reliable information systems. Integrity Data solutions help clients work better, faster, and more economically. The firm brings extensive networking, mobile computing and remote access expertise across a variety of operating systems, including Netware, Windows NT and 2000, Linux, and Unix. Integrity Data has brought its unique talents to a wide array of vertical industries to include specialties in the manufacturing, legal, pharmaceutical, insurance, and accounting

fields. For more information visit <http://www.integritydata.net>, or call 1-800-328-7699.

About Herbein + Company, Inc.

Herbein + Company, Inc. was founded in 1972 as a local firm in a single office and has grown to include 16 partners and over 80 staff members spread throughout six locations in Reading, Pottstown, Wyomissing, Pittsburgh, Greensburg, and McKeesport, PA. Herbein + Company specialists bring industry experience and cost-effective insight solutions that are geared to meet clients’ needs. Herbein’s goal is to provide outstanding service by ensuring quality, timely, and cost effective solutions. For more information, visit <http://www.herbein.com> or call (610) 378-1175.

About AEP Networks

AEP Networks, the specialist in network and application access security, delivers infrastructure security solutions that are easy to use and manage while offering exceptional value and mission-critical reliability. AEP Networks was formed as a result of the merger between AEP Systems Ltd and Netilla Networks Inc. in 2004. The company provides a full range of innovative secure networking and application access products to meet the most demanding requirements of public-sector and commercial customers. A privately held company backed by leading technology investors, AEP Networks is based in Somerset, N.J., with European headquarters in London.

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