



Challenge

- Desire for wireless LAN but not without independent security solution
- Must ensure company maintained security controls to meet Sarbanes Oxley compliance requirements

AirTight Solution

- Deployed SpectraGuard Enterprise
- Provides 24 x 7 monitoring of the airwaves for all unauthorized Wi-Fi activity
- Ensures rogue APs aren't introduced
- Validate that clients won't connect to external Wi-Fi networks
- Validate that any client that comes in is authorized to connect to authorized APs
- Provide additional protection against DoS threats, MAC spoofing

Results

- Created confidence that wireless LAN network could be deployed securely
- Delivers productivity gains for company, especially at auction sites
- Allows partners and guests to use wireless network without burdening Help Desk

Securely Enabling Wireless LANs for Speedier Vehicle Auctions

ADESA, Inc. is a leading provider of wholesale vehicle auctions for the automotive industry in North America. A stand-alone public company, ADESA (NYSE:KAR) facilitates the exchange of used and salvage vehicles through both online and physical auctions.

As the enormous security risks posed by wireless LANs were revealed, ADESA chose to not implement Wi-Fi networks in its offices out of concern for the damage that could be caused with improper usage or malicious hacking. And as a public company, ADESA also faced the need to ensure Sarbanes Oxley compliance. Passed in 2002 in the wake of a series of corporate financial scandals, the Sarbanes Oxley Act is designed to protect investors by improving the accuracy and reliability of corporate disclosures. Chief information officers are responsible for the accuracy, reliability and security of the systems that manage and report the financial data. Therefore, implementation of a wireless LAN would necessitate that it be subject to the strictest controls to ensure the credentials of those using it and prevention of any employee from accidentally connecting to a neighboring Wi-Fi network, which might lead to malicious hacking of the employee's laptop.

As time went on, internal demand for a wireless LAN network became stronger, eventually reaching the executive offices. ADESA runs auctions for used and salvaged vehicles throughout North America and Canada at over 47 offices. One of ADESA's unique capabilities is the use of the web for interactive bidding by dealers. Called LiveBlock, the web application allows a dealer to view multiple pictures of the vehicle up for auction as well as important information such as the year, make, model, VIN number, options and condition. With the use of wireless handhelds, this information can be entered directly into the ADESA database as the vehicle is being assessed in the yard. Without wireless, information is delayed in entering the system, and either must be transcribed or downloaded at a later time when the employee is physically back in the office.

With the pressure for a wireless LAN network mounting, Chris Roberts, IT Security Operations Supervisor was given the task of finding a solution that would guarantee security of both the wireless and the wireline network. "We know wireless LANs can be terribly insecure, so it doesn't make sense to trust the network security to them alone. We need a third party 24 x 7 dedicated

About AirTight Networks

AirTight Networks is the global leader in wireless security and compliance products and services, providing customers best-of-breed technology to automatically detect, classify, locate and block all current and emerging wireless threats. AirTight offers industry's leading wireless intrusion prevention system (WIPS) and the world's only SaaS based wireless security, compliance and Wi-Fi access branded as AirTight Cloud Services™. AirTight's award-winning solutions are used by customers globally in the financial, government, retail and hospitality, manufacturing, transportation, education, health care, telecom, and technology industries. AirTight owns the seminal patents for wireless intrusion prevention technology with 24 U.S. and international (Australia, Japan and UK) patents granted, and more than 20 additional patents pending. AirTight Networks is a privately held company based in Mountain View, CA. For more information please visit: www.airtightnetworks.com.

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monitoring system that can provide a check and balance.”

ADESA called in Cadre to help them with their security architecture. Cadre is a leading enterprise security solution specialist that assists enterprises in designing and implementing security architectures that achieve the levels of confidentiality, integrity, and availability that their businesses require. “We work with best-of-breed security companies to put together a solution that meets our customers’ network and system requirements,” said Jason Wessel, Supervisor of Security Consulting Services for Cadre. “We reviewed several wireless IPS solutions and chose AirTight Network’s SpectraGuard Enterprise for the ADESA installation.”

ADESA is beginning installation of its wireless LAN network in the corporate headquarters in Carmel, Indiana. To protect the network, AirTight Networks SpectraGuard Enterprise was installed to provide complete coverage throughout the corporate offices. SpectraGuard is the first Wi-Fi IPS Firewall which provides around the clock over-the-air monitoring and prevention so ADESA’s air space is protected 24 hours a day, 7 days a week. “We’re very impressed with SpectraGuard Enterprise. We’ve tried to break it and can’t. It just locks down the air space. Other wireless clients have been brought in and they absolutely have no access to the network. This is precisely what we were looking for,” said Chris Roberts, IT Operations Security Supervisor.

SpectraGuard Enterprise was configured in only one day, impressing the ADESA team with its easy-to-use interface. It has also been simple enough to configure and use that the Help Desk has been allowed access so guest users can use the wireless LAN network. “We tried other tools that prevented or allowed access based on MAC address. But they were cumbersome to use – it meant obtaining the MAC address from the user.”

With SpectraGuard installed, senior management now feels confident that they can allow wireless LAN access throughout the corporation. Roll out of a wireless LAN network and SpectraGuard Enterprise will occur in all 47 of ADESA’s auction sites. “SpectraGuard Enterprise just works the way it’s supposed to. We feel confident now that wireless LANs can be rolled out in our offices without endangering our network security.”

The Global Leader in Wireless Security Solutions

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