Advanced data protection supports regulatory services

Real Estate Council of Ontario implements powerful network endpoint security that forestalls threats and simplifies the IT environment

Real Estate | Canada

Business needs

The Real Estate Council of Ontario needed to add endpoint protection to prevent zero-day threats and augment its security strategy, which already included firewalls, intrusion detection and antivirus software.

Solutions at a glance

- Dell Data Security
    - Dell Endpoint Security Suite Enterprise

Business results

- Reduces IT workload for security management

- Extends threat protection by means of artificial intelligence (AI)

- Provides effective, flexible encryption

- Supports long-range organizational security strategy

Safeguards endpoints without interfering with user productivity

Offers advanced functionality for the same or lower cost than competing solutions

For the Real Estate Council of Ontario (RECO), a not-for-profit corporation, data protection is a concern for its leadership and board as well as the IT team. In providing regulatory services for the province's real estate industry, RECO manages the records of more than 80,000 real estate agents and brokers. That data includes personal and professional information. Mike Prime, IT director at RECO, says, "The public relies on us to protect its interest, and safeguarding sensitive information is part of that. If you don't make security one of your top-three priorities, threats and incidents will soon do so." The RECO IT team follows a proactive approach to security issues, constantly researching security issues and reviewing analyst and expert reports on the topic.

RECO's security strategy includes implementing firewall, antivirus and intrusion protection solutions. The IT team also saw the necessity of improving endpoint protection. "If you spend your entire security budget on antivirus and firewall solutions, you're not doing your organization any favors," says Prime. "You must also include additional endpoint protection in your strategy." RECO was particularly concerned about zero-day threats, which exploit unknown vulnerabilities.

AI to extend threat protection

RECO evaluated software tools from several leading vendors before choosing Dell Endpoint Security Suite Enterprise. "None of the competitors comes close to what Dell offers," says Prime. "One major difference is the artificial intelligence in Endpoint Security Suite Enterprise. It surpasses signature-based solutions to deter many more zero-day attacks and threats that depend on modified payloads."

Uncompromised user experience

RECO deployed Endpoint Security Suite Enterprise first in a pilot to some high-risk devices and later to all endpoints. The solution supports a smooth, nondisruptive user experience and coexists easily with the organization's other applications. "Endpoint Security Suite Enterprise has been very easy to integrate into our operation," says Prime. "Users don't even know it's there, unless they click on a bad link and a warning pops up. System performance is not impacted, and the solution's CPU and memory use is extremely low."

Greater protection, smaller IT workload

In implementing Endpoint Security Suite Enterprise, RECO simplified IT. Prime comments, "We no longer work to resolve the frequent issues related to virus definition updates. We spend less time on security but enjoy the peace of mind of excellent endpoint protection."

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Mike Prime
Director of IT, Real Estate Council of Ontario

DELL

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Mike Prime
Director of IT, Real Estate Council of Ontario

Versatile, powerful encryption

In addition to effective malware protection and advanced, local threat detection thanks to its artificial intelligence, the encryption in Endpoint Security Suite Enterprise is important for RECO. Prime notes, "The solution's unique software-based, data-centric encryption technology is powerful and flexible. You can target it to certain files or areas of a device."

Strong security for today and tomorrow

RECO now knows that although it may be maliciously targeted, it is well equipped to take care of itself. Prime says, "Because of Endpoint Security Suite Enterprise, I can confidently tell my executives and board that we're not doing the minimum — we're taking security to the next level."
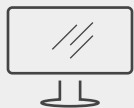
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