

# Raymond James Makes Wise Investment in Juniper Networks SSL VPN Solution



**Industry:** Financial Services

**Company:**

Raymond James Financial, Inc. (NYSE – RJF)

**Challenge:**

Keep up with the latest security advancements to provide more efficient and more robust system to all users

**Network Solution:**

Juniper Networks Secure Access 6000 (SA 6000) SSL VPN Appliance

**Selection Criteria:**

Raymond James' IT team had kept a sharp eye on the state of SSL VPN technology, waiting for it to reach a level of reliability, stability and functionality that would meet their complex and widespread needs

**Results:**

- Ease of deployment and administration for IT Security staff
- Ease of use for employees
- Heightened security
- Greater operating efficiency

*“When the Juniper Networks SA 6000 series came along, it blew us out of the water. It had everything we’d been waiting for.”*

**Bruce Philipoom,**  
Vice President, Information Technology,  
Raymond James Financial, Inc.

Since its founding in 1962, Raymond James Financial, Inc. has become one of the largest financial services firms in the United States, helping generation after generation of clients attain their financial objectives. Headquartered in St. Petersburg, Florida, the company has 2,200 offices worldwide and relies on a vast network of skilled financial advisors to provide reliable, knowledgeable and timely service.

One of the key tenets of Raymond James' business philosophy is the belief that “Innovation is requisite to our survival in a changing world.” Perhaps nowhere is this more apparent in the company than in the IT Security division, where rapid and dramatic changes in the field of data management and security require IT employees and managers to remain forever vigilant, adaptable and informed.

## Challenges

Because of the highly sensitive nature of the personal and financial data that is transmitted across the Raymond James network, maintaining and improving network security is a fundamental part of the IT Security department's mission. As a consequence, they have adopted a proactive approach to security issues, believing that continuous monitoring, refining and upgrading of their network provides a far more reliable and assured security environment than relying on reactionary responses to attacks as they are occurring.

## Selection Criteria

One area of the Raymond James network that the IT Security team monitors very closely is their virtual private network (VPN), which provides remote contractors, located worldwide, with access to the tools and information they need to do their jobs. Over the past five years, the introduction of Secure Sockets Layer (SSL) VPN solutions has begun to revolutionize the way networks are organized and administered. And from the beginning, Raymond James' IT team has kept a sharp eye on the state of the technology, waiting for it to reach a level of reliability, stability and functionality that would meet their complex and widespread needs.

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### Solution

It was only after Juniper Networks introduced its own SSL VPN solution that the Raymond James IT Security team decided it was time to make the switch. As Raymond James' Vice President of Information Technology, Bruce Philipoom, describes it, "We watched the market for a long time, waiting for the emergence of a very robust, very easy to use SSL-based VPN. When the Juniper Networks SA 6000 series came along, it blew us out of the water. It had everything we'd been waiting for."

Raymond James installed a Juniper Networks SA 6000 appliance, designed for large numbers of users and complex application needs, in its Florida headquarters. Featuring a clientless VPN, the SA 6000 eliminates the need for client-software deployment, changes to internal servers and costly ongoing maintenance and desktop support.

The end-to-end layered security features built into the SA 6000 were also an important element in the IT team's decision to incorporate it into the security infrastructure. Access-privilege management enables powerful authentication and authorization policies, while endpoint client, data and server security controls protect the system at the edges. At the same time, kernel level packet filtering and safe routing features ensure that unauthenticated connection attempts such as malformed packets or denial-of-service attacks are filtered out.

According to the IT Security team, the technological innovation that really sold them on the SA 6000 and set it apart from all of its competitors is its full-fledged mapping support and file sharing support. As Philipoom says, "We needed a VPN solution that would enable our employees and contractors to sit at a remote site anywhere in the world and access our network shared drive safely, securely and easily. Until the Juniper Networks solution appeared, none of the solutions we looked at could handle these critical requirements."

### Results

The decision to convert to a Juniper Networks SSL VPN solution has brought with it a number of significant cost, labor and time savings. The straightforward, intuitive installation process took Philipoom and his team by surprise. He stated, "My security engineer plugged the SA 6000 in, read a bit of the documentation, logged into the Webpage and that was it: we had our SSL VPN up and running right away." The rollout to all of Raymond James' field personnel also proved to be uncomplicated because there was no need to install clients on remote machines or to set up and configure hardware at each branch office.

Centralized administration of the VPN has also greatly reduced the amount of time it takes to identify and rectify issues reported by remote users. It also enables the team to perform system upgrades and improvements in a fraction of the time it would take with a traditional client-side VPN. For a company with as many remote users as Raymond James, this reduced maintenance time and greater efficiency translates into significant cost savings and better business practices.

By leveraging the universality of the SSL protocol, which is supported by all standard Web browsers, the SA 6000 has improved the productivity and mobility of Raymond James employees and contractors. Now that the IT team has the power to assign user roles, allocate and restrict resources and authenticate users during the log in process, they can grant users access to a much broader range of applications, functions and data types than was possible with the company's previous VPN solution. The benefit for users is greater access to the specific tools, data and features they need in order to work efficiently and effectively.

### For More Information

To find out more about Juniper Networks products and solutions, visit <http://www.juniper.net>.

### About Juniper Networks

Juniper Networks, Inc. is the leader in high-performance networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network. This fuels high-performance businesses. Additional information can be found at [www.juniper.net](http://www.juniper.net).

