

UNICOM Engineering Helps Bandura[®], a TechGuard Security[®] Company, Expand Globally

*UNICOM Engineering's Manufacturing, Regulatory Certification
and Global Logistics Enable Security Company to Accelerate Rollout
of New Appliance to International Markets*



Challenge

Bandura® is a wholly owned subsidiary of TechGuard Security®, which provides technologies and services that protect critical networks from cyber attack. Its flagship product, developed by TechGuard, is the PoliWall® appliance, a hardware device that sits between firewalls and edge routers to stop threats at the network edge by blocking malicious traffic.

TechGuard has delivered its security solution to the U.S. government and to financial and healthcare organizations throughout North America for over a decade. In 2013, with global demand growing as enterprises and governments worldwide grapple with increasing network attacks, TechGuard wanted to make its PoliWall product available internationally and created Bandura for the purposes of commercializing the technology. To do so, it needed to find a global technology partner that could help it manufacture and certify a new appliance for overseas markets.

Turning to a Trusted Partner

TechGuard had worked with a number of OEM providers over the years, including several engagements with NEI (the company that became UNICOM Engineering). By coincidence, as TechGuard and Bandura executives began initial planning for the development of the new international product, they encountered UNICOM Engineering representatives at RSA, the security industry's premier trade show. After discussing the project requirements, Bandura negotiated an agreement to partner with UNICOM Engineering to develop the product.

"We had prior experience with the company where we were impressed with their attention, their co-marketing initiatives, and the quality of the product," said Suzanne Magee, CEO of TechGuard. "Given all those factors, we naturally chose UNICOM Engineering as our partner for the new product launch."

UNICOM Engineering provides a broad range of products backed by value-add services to deliver solutions to companies such as Bandura. With a comprehensive approach to solution design and application deployment, UNICOM Engineering uses standard technologies to build appliances that meet specific application requirements, accelerate time to market, and reduce total cost of ownership. Throughout the design process, the company considers all aspects of the solution lifecycle, including component life, energy efficiency, and regulatory requirements, among others.

"We have partnered with very small companies and very large companies in the past, and feel like UNICOM Engineering offers the best of both worlds. They are big enough that we know we are getting the support we need in the U.S. and global markets, and yet they're small enough that we get personal attention. It feels like we really matter to UNICOM."

-TechGuard CEO Suzanne Magee

Speeding Time to Market with Pre-Certified Platforms

Bandura's Poliwall is a network security device that sits between firewalls and edge routers to stop threats at the network edge by blocking malicious traffic. The PoliWall rapidly determines the country of origin or destination for all incoming and outgoing packets using HIPPIE® (High-speed Internet Protocol Packet Inspection Engine) technology. Packets are filtered according to customer-defined country policies, IP reputation lists, and unique customer exceptions, which are bound to resource groups for specific network addresses and protocols.

Large government agencies, financial institutions and health and commercial enterprises rely on the technology to guard their networks, so it is critical that the PoliWall devices perform as reliably as possible.

Having already achieved success in the U.S. market, Bandura decided to expand into international markets with a next-generation version of the PoliWall product. They wanted to build a faster appliance with higher throughput, greater availability and a smaller footprint size. Bandura knew that UNICOM Engineering's proven experience with appliance manufacturing and expertise in international regulation certification could help them deliver a reliable solution to the global market quickly.

UNICOM Engineering was able to provide a hardware solution that matched Bandura's performance requirements while maintaining a small footprint. The solution was pre-integrated with the necessary certified interfaces, further accelerating time to market with the new PoliWall device.

"UNICOM Engineering had the platforms we needed to be able to support our new high-throughput product up to 20G per second," said David Maestas, chief technology officer at Bandura. "The fact that the platforms were already pre-certified for export and for sale in the U.S. was a huge bonus for us."

Based on the success of the next-generation PoliWall product launch, Maestas anticipates taking advantage of UNICOM Engineering's international capabilities in the future. "I foresee a time when we will use UNICOM Engineering's overseas manufacturing capabilities to help us serve our international customers, and increase our competitive advantage. That's one of the great benefits of partnering with a company like UNICOM Engineering – we know that as we grow, they will be growing with us."

About Bandura, LLC

Bandura® is a wholly owned subsidiary of TechGuard Security®, founded in February 2000 in direct response to Presidential Decision Directive 63, provides trusted and innovative Critical Infrastructure Protection to the Department of Defense, Homeland Security, Federal agencies, and the US Critical Infrastructure. The TechGuardians® research, develop, and rapidly prototype, cutting-edge security technologies, including the patent and patent-pending PoliWall® with HIPPIE® and PCELS® technologies; and provide expert consulting services. PoliWall is marketed under Bandura, LLC.



About UNICOM Engineering, Inc.

UNICOM Engineering is a leading provider of server-based application platforms and lifecycle support services for software developers and OEMs worldwide. Through its expertise and comprehensive suite of solution design, system integration, application management, global logistics, support and maintenance services, UNICOM Engineering is redefining application deployment solutions to provide customers with a sustainable competitive advantage. More than a decade of appliance innovation with the ability to provide physical, virtual, and cloud-ready solutions makes UNICOM Engineering one of the most trusted software deployment partners in the industry. Founded in 1997, UNICOM Engineering has facilities in Canton, Massachusetts, Plano, Texas, and Galway, Ireland. For more information, visit www.unicomengineering.com.

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