



Nevis targets security

by Christopher Walton

christopher.walton@rbi.co.uk

Joining the list of networking vendors attempting to break into the UK market, Nevis Networks is focusing on the next generation of LAN switch infrastructure, and incorporating security functionality in order to do it.

By introducing security functionality to the LAN switch layer in the network the vendor hopes to bring security resellers into the infrastructure market and switch resellers into security.

Matthew Nunney, European managing director at Nevis, said: "This gives security players a chance to have a shot at the infrastructure. Savy integrators can now start to move into that world, but by having a switch you have to architect networks in a different way."

Nevis has trademarked the phrase "personal DMZ" (from the military term "de-militarised zone") defining a sub-network where the internet traffic and access is monitored and controlled.

"This is the first product that defines the future for the LAN infrastructure. It represents the convergence of two large markets and, for a reasonable price per port at wire speed, VARs and system integrators will have access to a much larger market than they had."

Placing the security at the LAN switch layer allows the network manager to monitor secure traffic more effectively — something Nunney described as "big brother in one respect" — but also at the level of control required in today's business environment.

"When you put [the switch]



Nunney: defining the future of LAN

between the distribution layer at the core you have to break the network and that is an emotional hurdle [the channel partner and the customer] has to get over."

Nunney argued the UK channel was mature enough to handle such technology, but the growth of Nevis' own channel has not yet reached a level to justify a

distribution layer.

Nevis will have to square up against the also recently launched ConSentry — which has had security functionality embedded in its LAN switch since April — and Foundry Networks, which brought out the SecureIron LAN switch in June. Enterasys, too, has pushed the security message into the infrastructure layer.

Gopala Tumuluri, director of product management for Foundry Networks, said at the time:

"These new technologies and networking models are expanding the traditional perimeter to the internal LAN and forcing the need for application-intelligent security requirements inside the network."

But one rival argued that security could not be isolated to the wired networking space. It should apply to all parts of the user's business, both wired and wireless, because of compliance issues behind network access. ■