



TriGeo Offers 'Competitive Upgrade Program' to Stranded Cisco MARS Users

Market-Leading SIEM Provider Extends Opportunity That Offers Stronger Security and Significant Savings to Cisco MARS Customers

POST FALLS, Idaho (Nov. 9, 2009) — [TriGeo Network Security](#), the leading provider of [security information and event management](#) (SIEM) technology for midmarket enterprises, today extended its Competitive Upgrade Program to Cisco Security Monitoring, Analysis and Response System (MARS) users caught off-guard by Cisco's recent confirmation of its plans to freeze support for all new non-Cisco event sources.

In a [recent statement, Cisco declared](#), "MARS customers can expect non-Cisco network device data and signature updates to continue for currently supported third-party systems, but no new third-party devices will be added."

"Hearing this news about the support freeze makes me glad that I decided to select TriGeo's SIEM solution over Cisco MARS," said Robert Eckhart, Information Security Group Supervisor at [GECU](#). "With TriGeo, we've been able to meet all of our compliance regulations and take a proactive approach to actively securing our network from internal and external threats."

TriGeo's Competitive Upgrade Program – specifically designed for Cisco MARS users – delivers a fast-and-easy way for MARS users to transition to [TriGeo's Security Information Manager \(SIM\)](#), which provides:

- **Stronger, Faster Security.** TriGeo SIM is the only solution on the market that actively responds to both network attacks and insider threats at network speed. The technology goes far beyond Cisco MARS's passive and forensic approach to network security by automatically identifying and blocking network attacks, suspicious behavior and policy violations in real-time.
- **Significant Cost Savings.** Cisco MARS users can save tens of thousands of dollars in software and hardware licensing fees. The solution is easy to use and can be up-and-running in a matter of hours. TriGeo SIM is competitively priced for midmarket organizations that have fewer resources and smaller IT departments.
- **Product Stability.** TriGeo SIM is consistently recognized by industry experts and influencers for its unique capabilities, robust functionality, and intuitive design. Earlier this month, TriGeo was named a 'Hot Product that Midmarket CIOs Want Right Now' by *ChannelWeb*. This recognition marks the sixth midmarket accolade the company has received this year. Other '09 wins include *SC Magazine's* [Best Small-to-Medium-Sized Enterprise \(SME\) Security Solution](#) and four nods from the participants at the [Midsize Enterprise Summit™](#).

TriGeo continues to grow at a time when other SIEM vendors are cutting back or shutting down. The company is profitable, cash flow positive, debt free and actively hiring in every department.

“MARS has been kept afloat for years by the Cisco brand – not by the capabilities of the technology,” said Michelle Dickman, president and CEO of TriGeo Network Security. “Organizations need to know that the security tools that they select to protect their networks have the full support and confidence of the vendors who provide them. This transition confirms what the industry has been buzzing about – that Cisco considers its MARS solution to be a secondary product that does not merit its time or attention.”

Delivered as a fully configured appliance, TriGeo SIM supports hundreds of network devices, and comes stocked with more than 650 security and network monitoring rules and more than 240 pre-built reports for compliance and network analysis. The solution goes far beyond simple log management, providing [real-time log analysis](#) to identify network attacks and policy violations as they happen and initiate proactive responses such as quarantining, blocking, and [USB device defense](#). All of this is available at a price starting below \$20,000. The company has hundreds of customers across financial services, retail, healthcare, education, government, utility and media/entertainment.

For more information regarding the Cisco MARS Competitive Upgrade Program please contact TriGeo sales at 1-866-664-9292 or at sales@trigeo.com.

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About TriGeo Network Security

TriGeo Network Security delivers security information and event management (SIEM) technology that is developed specifically for the needs of the midmarket. TriGeo SIM is the only SIEM appliance that automatically identifies and responds in real-time to network attacks, suspicious behavior and policy violations. This award-winning solution combines log management, event correlation, and USB detection and prevention with powerful active response technology. TriGeo SIM is both a unique network defense technology and an “Audit-Proven” compliance solution that meets the security monitoring and log management requirements for many industry standards including NERC CIP, PCI DSS, GLBA, NCUA, FDIC, HIPAA, SOX and more.

TriGeo has hundreds of customers across key vertical markets including financial services, health care, government, utility, retail and media/entertainment. Its technology has won numerous awards including four *SC Magazine* awards, the 2007 Frost & Sullivan North American Technology Innovation of the Year Award, a #1 ranking in *Bank Technology News*' FutureNow List, and the *SC Magazine* Best Buy of 2006 award for Event Management.

For additional information about TriGeo and its products, services and partners, please contact TriGeo at 1 (866) 664-9292 or at www.TriGeo.com.

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