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## Netxar Technologies Inc.'s focus is strictly security



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CARIBBEAN BUSINESS

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By FELIPE CARDENAS

Spam, viruses, and downtime can make even the average, everyday computer user cringe. All three hassles are reasons for the growing importance of network and data security for companies in every industry in Puerto Rico.

With just over two years on the island, Netxar Technologies Inc. is a company clearly focused on the importance of data security. "It's our main focus, and we're intent on becoming the island's one-stop-shop for network and information technology (IT) security needs," said Netxar President & CEO Frank Santiago.

Netxar is a consulting company with the expertise to implement, install, and monitor customers' network applications. Netxar also specializes in Internet protocol telephony services, has hands-on experience working with Cisco Systems products, and recently became just the second authorized vendor of Sun Microsystems products in Puerto Rico.

"We have 16 employees who are professionally trained and certified in many of the top security software applications on the market," said Santiago. "We've serviced top companies on the U. S. mainland, and have now brought our industry expertise and cost-effective security solutions to companies in Puerto Rico and throughout the Caribbean."

After receiving a \$750,000 loan from the Puerto Rico Industrial Development Co., Netxar will soon begin distributing its own products throughout the Caribbean and globally as well.

Among the talented group of security gurus is Netxar's Vice President of Strategic Technologies & Security Solutions Oliver Atoa, who is a Certified Information Systems Security Professional (CISSP) and a senior security consultant with Netxar. Atoa delivered successful security solutions that included a firewall strategy and a virtual private network (VPN) acquisition for such companies as EMC Corp., currently Gartner Dataquest's No. 1 storage systems provider.

Atoa undertook several vulnerability assessment engagements, firewalls, VPN, and intrusion detection projects for Fortune 500 companies and U.S. government agencies. He said many companies in Puerto Rico are still failing to minimize risk and identify areas of vulnerability. "Security used to be a separate aspect of a company's network and data maintenance," said Santiago.

"Today, security expertise is much more complex, and system requirements have also been

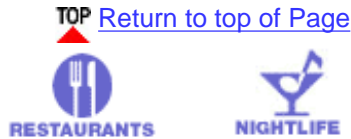
enhanced. Many company's IT professionals are skilled programmers but have no security experience or vice versa," added Santiago.

Aiding in Netxar's mission to help companies in Puerto Rico understand the value of their resources are business partners such as Check Point Software Technologies and Crossbeam Systems. Netxar is the only authorized vendor of Crossbeam products in Puerto Rico.

Crossbeam is a three-year-old global company that provides high-performance solutions that strengthen and control network security within an organization. Check Point is among the world leaders in Internet security, with a major presence in Puerto Rico and the Dominican Republic (D.R.). Check Point recently launched its new Application Intelligence technology in the Caribbean, which focuses on today's most critical Internet security threats.

In Puerto Rico, Santiago said, Netxar is the company with the most staff certified in Check Point Internet security architecture and the only company with a Check Point authorized training center. "Unlike most companies, we provide full representation of our business partners and their products," said Santiago. "This means that if a customer has a question or problem with the product, they can call us directly instead of having to call Check Point's headquarters on the mainland."

According to Santiago, some of Puerto Rico's financial and banking institutions are already using Check Point's applications. Check Point will be holding Application Intelligence seminars in Santo Domingo, D.R., and San Juan on July 29 and July 31, respectively. Also, a Check Point "Corporate Bundle Training" will be held Aug. 18-22 in San Juan, directed by Atoa, a certified Check Point Trainer.



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