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Internet Monitoring Helps Server-Centric Companies Ease Burden of Compliance

Pearl Software Unveils New Release of Pearl Echo at Citrix iForum™ 2004

Orlando, FL – October 4, 2004 — With penalties ranging from personal fines to jail time, numerous security and privacy regulations are putting the squeeze on IT departments to put adequate safeguards in place. Corporate governance headaches are further compounded when attempting to monitor and control Internet traffic in a server-centric environment, as user identities are especially difficult to distinguish. Pearl Echo® Internet Monitoring and Control software, an application that allows companies to manage Internet use by individual employees, offers an affordable, easily configured software solution to ease compliance issues.

According to Philadelphia based Pearl Software, many corporate customers, such as banks and insurance companies, are installing their Internet monitoring and control software to comply with the Gramm Leach Bliley Act, which states that all financial institutions must have a methodology to monitor and archive users' online communications.

Many of these organizations also lack forensic evidence in case they are ever faced with litigation. Because Pearl Echo monitors the most widely used Internet protocols, a full audit trail of all Internet communications is archived and easily reported upon through Pearl Echo's recently enhanced, enterprise reporting tool.

Trish McGill, Information Security and Audit Manager for Abilene Bank, claims she purchased Pearl Echo to ensure compliance with Gramm Leach Bliley. "Internet users are our weakest link," said McGill. "Bringing viruses onto the network and abuse of the bank's e-mail system is the least of our troubles. If one of our employees were to divulge sensitive financial information about one of the bank's customers using our network – now that would be a huge problem."

Financial services companies are not alone in their need to comply with increasingly stringent regulations. Health care organizations are mandated by the Health Insurance Portability and Accountability Act (HIPAA) of 1996, which requires the adoption of security and privacy standards to protect personal health information. Because Pearl Echo provides reports that display the text of e-mail and IM messages, for example, these companies can ensure that patient records or proprietary insurance information is not being leaked outside.

“Due to its tight integration into a Citrix MetaFrame environment, Pearl Echo shows quickly and easily what individual Internet users are doing,” said David Fertell, co-founder and CEO of Pearl Software. “Any errant Internet activities conducted by users on their work PCs or thin clients – such as excessive personal e-mail, news group postings or instant messaging conversations disclosing company secrets – can be seen at a glance by the user’s supervisor or network administrator through Pearl Echo’s automated reports.”

In response to the enterprise-level needs of its server-centric audience, Pearl Echo now archives information using Microsoft SQL Server. “Pearl Echo’s ability to store data to SQL Server is especially important to companies who have a legal requirement to archive e-mail and other forms of data communications,” said Fertell. “From large government entities to small medical practices, new privacy regulations dictate that companies must archive data to ensure compliance. For this reason, Pearl Echo’s data archiving capabilities are becoming very popular.”

Pearl Echo enables organizations to set user-level monitoring and Internet access policies in a Citrix® MetaFrame® Presentation Server, client-server or peer-to-peer environment. Pearl Echo Internet Monitoring and Control software monitors each user’s web browsing, file transfers, news, chat, e-mail and instant messaging. Pearl Echo’s proven capabilities extend beyond Internet mail to include management of web-based e-mail and full integration with Microsoft Exchange mail.

Pearl Echo 6.0 retails at \$79 per license with volume discounts based on the number of users to be managed. A free, twenty-five user trial version of Pearl Echo is available at www.PearlEcho.com. Copies of the software can be purchased from a Pearl Software Preferred Partner at 800 PEARL-96.

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