

**TEN
TECH
COMPANIES
TO
WATCH**



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The challenges that banks face are legion. Meeting them takes intelligence, creativity, innovation. Banks that look for intelligent and creative tools—smart solutions across a variety of disciplines—from the most forward-thinking technology companies are reaping the rewards. Ranging from security to core processing to mobile banking, the best innovation is often from lesser known, privately held technology shops. In its annual ranking, BTN profiles 10 firms—Zoot, Open Solutions, Panini, Online Resources, Wipro, mFoundry, Omniture, EXL, Guardium and Mall Networks—whose innovation is getting them noticed.

By **JOHN ADAMS, GLEN FEST, MICHAEL DUMIAK
AND KAREN KREBSBACH**

THE TEN TECH COMPANIES TO WATCH

- 1) Zoot
- 2) Open Solutions
- 3) Panini
- 4) Online Resources
- 5) Wipro
- 6) mFoundry
- 7) Omniture
- 8) EXL
- 9) **Guardium**
- 10) Mall Networks



TEN TECH COMPANIES TO WATCH

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GUARDIUM

CEO: RAM METSER

WHERE: WALTHAM, MA

FOUNDED: 2002

BUSINESS: DATABASE SECURITY

PRODUCT: UNIVERSAL LOCAL-ACCESS MONITORING, AUDITGUARD

REVENUE: N/A

STATUS: PRIVATE, PART-OWNED BY CISCO

RECENT CLIENT WINS: ING INVESTMENT MANAGEMENT

IN THE TECHNOLOGY ARMS RACE MUCH IS MADE OF PERIMETER SECURITY, FIREWALLS, NETWORK

integrity, spoofing, anti-phishing, anti-spam: in short, of keeping bad elements out, or not falling carelessly to baleful influences. Where Massachusetts-based Guardium stands out is in its sole monitoring focus on where the most sensitive data resides, which is, by and large, in a database. Guardium Linux-based security software resides on a hardened appliance plugged into the client's network, and all it does is analyze database traffic—very, very closely. Given that financial databases contain millions of records and are sometimes sprawling, multinational affairs, it's a lot of traffic to watch.

Former Symantec and current Guardium marketer Phil Neray says his firm's monitoring software is looking for changes to the database by continually

comparing activity to a baseline, producing a complete and detailed audit trail. This is a complex environment where multiple applications and languages are coming together. Guardium monitors it all, as it is generally looking for the actions of privileged insiders rather than perimeter breaches. As Neray points out, changes to the database don't have to be done with malicious intent in order to compromise information and, in any case, compliance with regulatory regimes such as SOX and PCI demand it.

Guardium's headed by top talent, led by chief technology officer Ron Ben-Natan, who's developed apps for J.P. Morgan, Merrill Lynch and Intel. Backed by some \$6.3 million in venture funding, in part by Cisco, Guardium is in the right place at the right time with the right partners. We'll see if it can stay there. ▲ MD