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VITAL INFORMATION FOR VARs AND TECHNOLOGY INTEGRATORS

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security

TOOLS AND POLICIES

ELEMENTAL TACKLES COMPLIANCE ISSUES

By Matt Villano

There's a new compliance management vendor in town, and it launched this month with a product that is designed to keep customers up to date with federal regulations.

Elemental Security offers software that unifies policy management, host configuration and network access control in a product line dubbed the Elemental Compliance System. The product, available now, aims to help customers manage compliance with regulations such as HIPAA and Sarbanes-Oxley.

Elemental was born out of customer interest in a software program that would enable them to express cross-platform security policies, gather up-to-the-minute security information and enforce policies selectively, said Ram Krishnan, vice president of marketing at the San Mateo, Calif.-based company.

"This is something we launched to meet a specific customer need," Krishnan said.

The vendor's new Elemental Channel Partner Program gives solution providers volume-based

product discounts, trial unit and beta testing opportunities, technical training and certification, and lead-generation programs.

Though the channel will only comprise about 25 percent of Elemental's overall sales for now, Krishnan said that by this time next year, he expects to be driving as much as 60 percent of sales through solution providers over the next two years.

Tom Gluzinski, CEO and founder of solution provider Paladin Technologies, Rolling Meadows, Ill., plans to use the software to help customers tackle some of the compliance issues that other products haven't been able to solve. "We've been finding that many of our customers don't know what their policies are," he said. "By doing a front-end assessment with this tool, we expect to help them overcome this problem."

Norm Shockley, CEO of solution provider Adeara, Sunnyvale, Calif., agreed. "We can use Elemental's technology to show customers in real-time where their problems are," he said. "In today's complicated security environment, that ability is invaluable."