

Case Study | Bayern LB

## Remote Access at Bayerische Landesbank

The ECOS SecureBootStick® ensures complete separation between personal and business data

- **Operator:** Bayerische Landesbank
- **Sector:** Banking & financial services
- **Objective:** Alternative to corporate laptops
- **Solution:** Launch of the ECOS SecureBootStick®



## The ECOS SecureBootStick complies with **BayernLB's** stringent security requirements

The ECOS SecureBootStick is a solution for highly secure remote access to private PCs

**Florin Comanici**  
RAS Service Manager  
Bayern LB

»The solution is easy to use and does the job without any additional effort. The encapsulated, self-contained technology does not require any special updates or patches on the computers, which helps us sleep better at night.«

When employees of BayernLB access IT systems from home or on the road, security and reliability are of utmost priority. With the ECOS Secure Boot Stick, the institute has added a solution to its portfolio that provides highly secure remote access even from private computers.

### About BayernLB

Bayerische Landesbank (BayernLB) is one of the leading German commercial banks for large and mid-sized customers, including a range of DAX and MDAX companies. As central institution for the Bavarian Sparkassen, BayernLB additionally carries out superordinate tasks and acts as central bank for the association, thus complementing the savings banks' offers with additional products and services in the retail customer business. Other areas of focus are corporate finance, real estate, and precious metal trading.

Through its online subsidiary DKB (Deutsche Kreditbank), the institute supports about 2.8 million private customers. The origins of the Landesbank can be traced back to a law signed by Ludwig II of Bavaria in 1884, which established the royal »Landeskultur-Rentenanstalt«. Today, the public-law institution employs roughly 3,500 people at several locations in Germany and maintains representative offices in New York, London, Paris, and Milan.

### BayernLB's IT always at the pulse of the market

Although BayernLB relies on an outsourced data center for many processes and applications, the entire service and product management around the employees' windows workstations is done in-house. BayernLB's IT department at the headquarters headquartered in Munich comprise about 400 professionals. Of which, almost 30 of them work in the area of IT workstations and IT infrastructure. An active exchange of experiences among colleagues allows them to react quickly to new developments and products

»As a financial services company, we place a high value on the performance, reliability and security of our IT systems.« says Florin Comanici, RAS Service Manager at BayernLB. »We constantly monitor the IT market to stay current, learn about new solutions, and explore opportunities for technology upgrades and cost optimization.«

The IT department provides more than 3,500 employees of the BayernLB with carefully selected and reviewed solutions for their work, including remote access. In order to access their systems from home or while on the road, employees need both a high-performant and highly secure remote access solution – an area becoming increasingly important.



## The alternative to corporate notebooks Easy to manage, highly secure and cost effective



### Alternative to corporate laptops

Previously, the IT department provided remote access through corporate laptops equipped with proprietary client software that worked like a VPN solution. During their research for appropriate technology to modernize and extend their portfolio, in 2012 the IT department discovered ECOS SecureBootStick from ECOS Technology – a USB stick allowing highly secure access to terminal servers or web applications from any PC or notebook. Once the Secure Boot Stick is connected, the computer operates within a specially hardened ECOS Secure Linux environment without accessing the local hard disk. Thus, the remote access is completely independent of the computer's operating system and any other software. Even a PC/notebook infected with a virus, trojan, or other malware is no issue. The Secure Boot Stick provides maximum protection against manipulation.

During an extensive test and pilot phase, the flexibility of the solution, as well as the low administration effort, convinced Florian Comanici and his colleagues.

### In-depth security audit

Besides functionality, the ECOS SecureBootStick had to pass security tests. All hardware and software solutions are subjected to rigorous

tests monitored by the internal IT security before deployment. The Secure Boot Stick met the high requirements and successfully passed the tests of the BayernLB IT security officer.

By now, more than 2000 sticks have been deployed. Besides traditional remote working, they are also increasingly used for on-call duty in the IT area and for emergency service.

### Easy to use, minimal support

The ECOS Secure Boot Stick is very easy to use: After a two-factor authentication with the Secure Boot Stick and an individual password, employees get to their usual working environment. For the first steps with the Secure Boot Stick, Comanici and his colleagues created a tutorial illustrated with screenshots. Further support is kept to a minimum, according to the project manager.

»In IT support, we have a simple principle: If you don't hear much from your users after implementation, it's usually a good sign and the solution seems to be working. And we really don't hear much about the ECOS Secure Boot Stick after deployment. The solution is easy to use and does the job without any additional effort. The encapsulated, self-contained technology does not require any special updates or patches on the computers, which helps us sleep better at night. Even an infected legacy system, which you can never rule out, is not a threat.«



**Notebook or SBS: freedom of choice**

Even after adding ECOS Secure Boot Stick to their portfolio, BayernLB consciously leaves the choice to the staff: they can opt for a specially customized corporate laptop or use the Secure Boot Stick. Experience shows that these two options complement each other: while some employees still prefer the company laptop, others explicitly want to use their own devices. One benefit is that the hardware no longer has to be moved around. Another is that users who prefer the familiarity of their home setup can now use it for work. In every case, ECOS Secure Boot Stick ensures a strict separation of business and personal data. No traces are left behind on the host device and no data is stored on the stick.

**Positive experience**

Because of the consistently positive response, BayernLB expects increasing user rates for the ECOS Secure Boot Stick. The organization reviews further application scenarios to keep up with new developments.

**Case Study - Scenario**

**Operator**

Bayerische Landesbank

**Sector**

Banking & financial services

**Challenge**

Suitable alternative for continuous modernization and expansion of the portfolio

**Solution**

Introduction of the ECOS SecureBootStick for high-security remote access as an alternative to dedicated VPN laptops

**About Bayerische Landesbank**

Bayerische Landesbank (BayernLB) is one of the leading German commercial banks for large and mid-sized customers in Germany, including a range of DAX and MDAX companies. As the central institution of the Bavarian savings banks, BayernLB also performs overarching central functions as the association's central bank.

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