VENDOR VIEWPOINT

Sphinx Logon viewpoint: Government approved logon security doesn't have to be complex

We all know that a a high level of logon security is critical to protecting computer networks from hackers. But who says logon security has to be complex?

Plenty of vendors promote complex solutions.

So perhaps customers conclude that since secure authentication is so important, then it should be complicated?

Do customers prefer a complex solution?

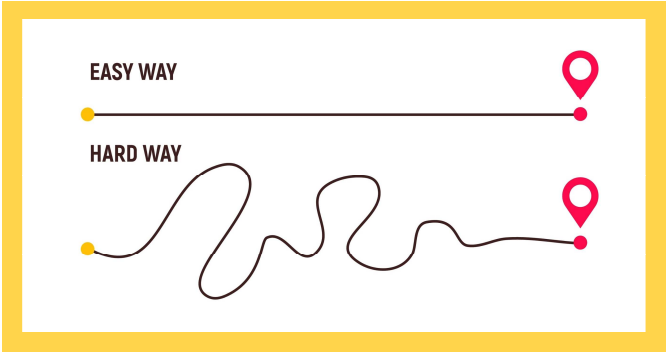
Of course not. If you're comparing two solutions that achieve the same end, customers will always prefer a solution that's easy to use, that they can understand, that doesn't disrupt their current work flow but instead enhances it.

So why are competing solutions so complex?

These solutions are integrated into an organization's network infrastructure, usually requiring plenty of planning, consulting, installing of equipment, and setting up of APIs to communicate directly with target applications. This work is done at the server level, so IT admins must also be specially trained to be able to maintain the solution. Along with this complexity comes of course a high price tag, since often vendors charge for each feature module separately. If the hardware is proprietary, that means the vendor can also maintain control over prices in the future.

Are there any advantages to these complex solutions I should be aware of?

From our point of view, the complexity and amount of upkeep these solutions require are more of a disadvantage.



Can a logon solution be easy to use and still provide a high level of security?

Yes! Sphinx Logon solves the problem of protecting access to critical logon locations in a completely different way. Instead of requiring a scary revamp of a customer's network setup, Sphinx Logon layers on top of what the customer already has. Instead of making changes at the server level, Sphinx takes over the management of complex employee passwords and executes secure logons "under the hood". And Sphinx is compatible with most ID cards and readers and charges a flat per-user fee that includes all features.

How do I know that Sphinx will protect my network as well as a complex solution?

Sphinx' sophisticated cryptography protects logon interactions and logon data. Our methods are trusted by the most fastidious customers, including very picky government and military entities.