

Key Security for small to medium Businesses

CashKit GmbH of Neukirchen-Vluyn, Germany, specialises in the development and implementation of network security systems for business and industry, online business trading platforms and facility management systems. With its specific know-how, the company helps enterprises protect their intellectual property and aims to raise awareness in the corporate arena as regards network attacks.

CashKit was originally conceived as a division of the Krefeld-based company Data Kontor GmbH, under whose auspices it operated successfully for a number of years. When the management decided to part with this division, its Managing Director Jörg Kiwitz and Sales Director Bernhard Tillmanns staged a management buy-out, as they were convinced that CashKit was a “raw diamond” with great future potential. Thus CashKit GmbH was formed in Krefeld on March 5th, 1997, with the two founders being the company’s majority shareholders and two further investors coming on board as well.

Dedicated headquarters, which perfectly accommodate present and future needs, were erected in Neukirchen-Vluyn; the enterprise relocated there in 2001. At present, CashKit employs twenty-eight members of staff; the state-of-the-art head office complex is home to all the company’s departments, including software and hard-



Our interview partner for this article, Managing Director Bernhard Tillmanns

ware engineering, technical support, sales and key account management, and international sales representation.

The first, and most important, of CashKit’s three business units is Security Solutions, which fully concentrates on highly effective network security solutions. The vast majority of businesses today use Virtual Private Networks (VPNs) for exchange of sensitive information via public networks (i.e. the Internet) and aim to protect their data effectively utilising appropriate technology and processes such as tunnelling, while seeking to accommodate a wide range

of functions and applications. Companies usually wish to achieve secure and simple interconnection of individual branches, mobile employees (sales, technical support, etc.) and home office workers, while at the same time attempting to reduce costs as regards data transfer and security solution management. Moreover, high data availability is a high priority, but not at the expense of potential data loss. Of course, any security technology implemented must be flexible and scalable, so that the original solution can grow with increasing requirements for resources or changing security profiles.

Such complex requirements are met through CashKit’s innovative Nuvaja Security Solutions, representing a range of solutions which provide efficient, centrally managed security and a highly flexible, customisable VPN concept. It guarantees universal and highly secure access to data and resources within a corporate network from anywhere, with all manner of terminal equipment including mobile clients, and using any type of network. The product range comprises four systems, i.e. two so-called “Barebone” units (VP100 and VP200) and two 19” rack mounted units (VP1000 and VP2000).

The VP200, for example, is ideal for use in SME locations; it is currently the only system on the market with an integrated ISDN and ADSL modem and which is based on Linux/NCP. The device features four mutually independent Ethernet connections and two integrated PCMCIA slots and can be configured via console, serial interface, NCP server manager or network. With an encryption rate of 10 MBit, powered by a 1 GHz processor, it offers extremely high performance.

This and CashKit’s other network security products have been designed with a single goal in mind - the protection of companies’ intellectual property. Our interview partner, Manag-

ing Director Bernhard Tillmanns, reports: *“Every fifth enterprise has been exposed to industrial spying at one time or another. We see it as one of our main tasks to alert enterprises to the widespread existence of unauthorised entry into corporate networks. With our expertise and technology we are capable of protecting our clients’ most important assets – their intellectual property.”* Unlike most other manufacturers of network security solutions, CashKit has voluntarily committed itself not to implement any backdoors into its products. *“This philosophy is absolutely unique on the*

worldwide market,” stresses Bernhard Tillmanns.

The Business Solutions business unit is responsible for developing and implementing ERP solutions. CashKit provides highly complex and effective merchandise management and e-commerce solutions; its flagship product, Trademaster, is the solution for retail and wholesale enterprises regardless of size and has been designed to play a central role in automating and optimising business processes. Trademaster has established itself as the leading platform in the field of selling music media, sheet music, DVDs,

books, talking books, toys and games, and is ideal for use as a complete business solution for retail, wholesale, mail order or e-commerce, distribution and publishing solutions.

CashKit offers clients located within the region of Germany, Austria and Switzerland around-the-clock customer support, seven days a week. The company presents itself at

various international trade shows, participates in local security congresses and deploys its experts to hold lectures at industry meetings and seminars. Bernhard Tillmanns closes such: *“We will remain focussed on an international clientele, acting as a global supplier deeply rooted in Germany.”*



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