VENDOR VIEWPOINT

What's really holding customers back from implementing multi-factor authentication?

Customers know that multi-factor authentication is recommended by security-conscious government entities. Many customers are in verticals that require proof of stronger authentication by their auditing agencies. So why does multi-factor authentication go on the back burner of many corporate security plans?

What we hear repeatedly from our customers is that the multi-factor marketplace is a confusing and complicated space.

They know they need to implement something, but one vendor suggests an invasive solution that requires reconfiguring their current systems, another wants to send in a consultant to analyze their needs. Then there are the cloud solutions that mean giving away control of your most valuable data, which make many IT managers uncomfortable.

When it comes to protecting access to corporate networks and logon locations, we believe that getting back to basics is best. Sphinx Logon's simple approach is two-fold: add the recommended additional layer (or layers) of security by requiring an authentication factor for logons (card or token), and have admins manage employee passwords to ensure that they're complex…

Regarding the all important authentication factor, it's interesting to note that ID cards are still used to control access to most buildings.

So most of our customers already have one of the authentication factors when they come to us… Looking to the future, as more places are allowing smartphones to be used as access devices, likewise smartphones can also already be used as a logon authentication factor - you just need to have the corresponding card reader…



As usual, we revert to our mantra: why over-improve in confusing ways when you can easily handle the root of the problem, the password.

So there's no need to pay for and struggle to install complex solutions. Sphinx Logon has one license fee based on the number of users. With that fee customers get a sophisticated software that was originally purpose-built for an exacting Fortune 500 electronics company… Customers get a hardened software with all the features they need already build in. And although the software itself is complex, it is simple to use. Referring back to the security-conscious government entities mentioned at the beginning, Sphinx' fastidious customers include government entities from numerous countries around the world…

This is an abridged version. See the full article at www.odsphinx.com.