



## CASE STUDY: JM Finn & Co

SOLUTIONS  
IN OVER  
**27**  
COUNTRIES  
WORLDWIDE

# PINgrid makes it easy for Investment Managers to trade wherever they are without additional hardware

## The Challenge

In today's fast moving financial world, it's vital that cutting-edge fund management firms like JM Finn & Co can trade with the London Stock Exchange around the clock, even when working remotely from a range of locations.

Founded as a partnership in 1945 and incorporated as a private limited company in 2006, JM Finn is one of the UK's leading independent Investment Managers, with offices in London, Bristol, Leeds, Bury St Edmunds, Ipswich and Cardiff, as well as links to all the world's major financial centres. It is a member of the London Stock Exchange (LSE) and APCIMS.

Traders and administration staff require instant yet secure communication with various networks, with a minimum of fuss and without having to depend on often unreliable factors like the strength of mobile phone signals. Access was required from any number of locations, for instance from home to a client's premises, or even, on occasion, from the other side of the world.

For some years JM Finn's remote working staff carried key-fob tokens, providing them with one-time passwords (OTP) for logging-in securely. However, users found having to carry these devices everywhere something of a nuisance and from an administrator's point of view, the frequency with which the key-fobs needed to be replaced, due to loss or breakage, created another administrative headache.

### Speeding Forwards

Three years ago Jon Cosson, Head of IT at JM

Finn was tasked with finding a better solution, which should be more convenient, offer a high degree of security for full Financial Services Authority (FSA) compliance, and if possible also be cheaper to run. At a UK trade fair he came across a solution now known as PINgrid, an innovative hardware-less OTP technology using revolutionary matrix pattern authentication (MPA). Jon explains:

**"In our borderless 24x7 world, markets change very quickly and our team need to be able to respond to those movements, wherever they are. If they can't, our clients may miss opportunities and we lose our competitive edge."**

However, in the financial services sector where confidentiality and information integrity are paramount, there are strict rules for traders wishing to work remotely. "One is that the broker has to use a secure VPN connection and another that 'two factor' authentication be used. Both are necessary to satisfy the FSA regulations regarding security.

## Solution Highlights

- Strong 1.5 and 2 factor authentication using a visual pattern
- Cost effective compared to token based authentication solutions
- Secure remote access to internal AND cloud-based applications
- Active Directory or LDAP database storage without extending the schema
- FIPS 198 & 180-3 compliant cryptography that exceeds OATH specifications
- Rapid user provisioning with auto-generated patterns
- RADIUS & Web Services interface for universal integration
- Free Soft Token download from all major phone application stores
- Out of the box support for Microsoft IIS web servers and Forefront TMG 2010 & UAG 2010

## Products Used

- Authlogics PINgrid
- Authlogics UAG Appliance

JM Finn & Co  
**Authlogics**



www.authlogics.com | Strong Authentication made Simple!

"PINgrid with UAG is by far the best secure VPN solution we have ever seen, evaluated or implemented. It combines ease-of-use and with its highly secure patented algorithm, ticks all the boxes and allows the FSA to sign-off on the security aspects. We've had it pen-tested many times by different testing firms, and it's passed with flying colours every time."

**Jon Cosson**  
Head of IT at JM Finn

## Matrix Pattern Authentication - Simple, Memorable, Secure



# Combines ease of use with patented high security

### The Solution

Amicus ITS already had a well-established relationship with JM Finn as an IT partner, and were trusted with the challenge of providing secure remote access for the company's brokers. They recommended a combined solution consisting of Microsoft UAG 2010 for secure VPN access running on an Authlogics UAG Appliance, and PINgrid providing the vital authentication element.

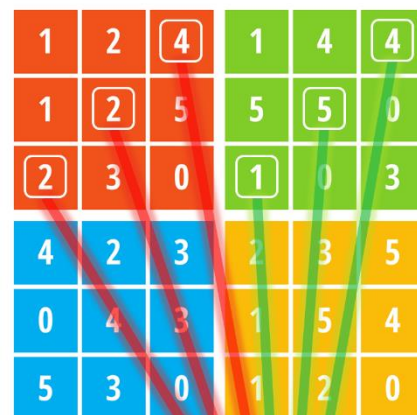
"I had no qualms suggesting JM Finn become one of the first users of PINgrid technology, combined with these best-of-breed elements from Microsoft and Authlogics," adds Jon.

Today thanks to the new system, the senior JM Finn team is empowered to work securely from virtually anywhere. Jon concludes: "with London often under lock-down due to factors as disparate as the weather and terrorist threats, this new secure VPN solution makes us ready for business, wherever we are. I'd recommend anyone currently using or considering hard tokens or SMS to take a look at PINgrid.

I believe it's the enhancement for fixed passwords, PINs and combinations the world has needed for a long time. It's one of those simple ideas that makes you wonder why no-one thought it before. In an environment where lost or flat phones are all too common the PINgrid 1.5 factor solution has proven invaluable as the user doesn't need to have anything with them at all.

" We tried several different VPN solutions, and used token-based systems, but they all proved unsatisfactory. The tokens never lasted very long, and our traders never really took to carrying additional devices. By contrast they all seem to like PINgrid. It runs 'locally' on their phones, which they always have with them, and as the system is independent of the mobile phone networks, it's more reliable. Also it gives us great confidence knowing that even if a phone is lost or stolen, it's of no use to anyone else, as they won't know the user's secret pattern. By contrast I've seen some token users writing their PINs on the devices, which makes them very insecure if stolen, and many SMS solutions deliver codes in an obvious fashion which can also be a drawback. But PINgrid does away with all such flaws in security."

**Jon Cosson**  
Head of IT at JM Finn



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