



Network and Data Security

Frequently Asked Questions

What is Halestar?

Halestar is your network security integrator and professional service organization. We are the combined product of experience and best-of-breed security solutions. Security is Halestar's *sole* focus.

What Products Does Halestar Carry?

Halestar has premium rates and status with industry leaders including [Check Point Software](#), [Nokia](#), [Aruba Networks](#), [Aladdin](#), [Blue Coat](#), [TriSixty](#), [WebSense](#), [ISS](#) and many others.

What Services Does Halestar Offer?

Halestar provides professional services for network engineering, remote security monitoring and management, training, network assessments, code review and forensics. Halestar supports the products it sells.

How Big is Halestar?

Halestar has offices in Connecticut and Southern Virginia, with other employees along the Eastern Seaboard. The core staff includes sales, administration and engineers, supplemented by a consulting core, bringing the number of Halestar faces to between ten and twenty as demand warrants.

Why Do Business With Halestar?

Halestar is engineering excellence and experience. The company prides itself on first-call problem resolution, competitive pricing, flexibility, excellent vendor and customer relationships, top-notch security and network engineering and a customer-comes-first attitude. You can ask our customers!

How Long Has Halestar Been in Business?

Halestar is the product of over a decade of security integration experience. By virtue of the acquisition of Able Information Security, Halestar has been in continuous operation since **1997**. Halestar's principals, Eric (Rick) Romkey and Kevin Dowd created their first security firm ([atlantic.com](#)) in 1993 and grew this to be one of the largest integrators on the East Coast, before selling to Integralis in 2000. Halestar inherits the legacy of the best of Atlantic, Integralis, and Able Information Security.

How is Halestar Funded?

Halestar is privately funded and Halestar is *profitable*.

Initial funding came from Kevin Dowd and Rick Romkey, both former directors of Integralis' North American division, with deep-well backing by Dan Collins, Integralis' former chief operating officer. The company has the necessary means to meet all customer needs.

Does Halestar Sell Firewalls, IDS, etc?

Yes. Halestar carries the top brands at competitive prices.

Can Halestar Support Me?

Yes. Halestar supports what it sells. In many cases, we can provide better and faster support than the manufacturer because we are well acquainted with our customers' networks. Additionally, for enterprise customers with lower support needs, Halestar offers per-call contracts to reduce the cost of ownership of security products.

Does Halestar Provide Managed Services?

Yes. Some of our customers depend upon us to be their eyes, experts and technical staff when it comes to security monitoring and management. Halestar boasts low cost, automated monitoring capabilities.

Can Halestar Assess My Network?

Yes. Assessment is one of our particular strengths. Halestar can further perform forensic analyses, code reviews, interviews and penetration tests. Our staff includes inveterate assessment experts and expertise, including an association with Dr. Eric Cole.

Can My Organization Resell Halestar's Services and Products?

Yes. Halestar regularly plays the role of plug-in security professionals and suppliers as part of larger or subcontracted efforts.

What does 'Halestar' mean?

Hale means 'healthy' and restored to full vigor. Nathan Hale was America's first patriot, hanged by the British. To our customers 'Halestar' means the people that they've known and trusted for more than ten years.

How Can I Contact Halestar?

Halestar (Able)
Suite 204
2101 Parks Avenue
Virginia Beach, VA 23451
(757) 425-6000
(757) 425-0558 f

Halestar
Suite 408
333 East River Drive
East Hartford, CT 06108
(860) 289-0528
(800) 296-1900
(860) 289-2450 f

www.halestar.com

