



## Success Story

### Norwegian Manufacturer Connects Vietnam Facility with ZyWALL USG Solution

**"We are completely satisfied with our new wireless network. We have a user-friendly management system which also accommodates more possibilities, such as future expansion"**

**Ha Manh Tuan**  
IT officer, Steinsvik

#### Overview

##### Customer Name

Steinsvik Vietnam Branch

##### Customer Industry

Manufacturing

##### Challenges

- Expanding business needs robust network and security solution
- Must fit in with company's business plan
- Solution must offer streamlined implementation of new functions/features
- Solution needs to be future-proof
- New hardware must integrate with current or legacy systems

##### Solution

- ZyWALL110 Unified Security Gateways

##### Benefits

- Provides high-speed and secure connectivity
- Easy setup and management
- A flexible and future-proof solution
- Affordable with excellent ROI
- Anti-malware protection, anti-virus, anti-spam, content filtering, IDP, next-generation application intelligence and SSL inspection
- Easy WLAN scalability of up to 18 APs
- Built-in WLAN controller for centralized AP management

## Background

Steinsvik Vietnam Co. Ltd was founded in 1966 by Kåre Steinsvik as a machining company in Tysvær, Norway. Today, the company specializes in delivering products and solutions to aquaculture, maritime industries, and the oil and gas industry. Headquartered in Norway, the company has several facilities along the Norwegian coast. In 2015, Steinsvik opened its new factory in Khanh Hoa province, Vietnam, which is now staffed with over 200 employees.





## Challenges

When Steinsvik opened its new manufacturing facility in Vietnam, the company needed to provide a network solution that could meet the needs of its staff and management, both on-site and at its Norwegian HQ. The solution had to be scalable to accommodate future growth and expansion while fulfilling the current demands of the company's ongoing business program. Upgradeability would have to be a key feature of any solution, as well as support for the implementation of new functions and features as required. The budget for the project was limited, so the solution would need to be affordable and offer a good return on investment.

## Solutions and Benefits

Steinsvik's R&D department at the company's Norway HQ provided direction in choosing equipment for the project and would be consulted during deployment. The R&D department chose ZyXEL's ZyWALL 110 unified security gateways as the centerpiece of the project. ZyWALL USGs offered an ideal future-proof and flexible networking solution for the manufacturing facility. The product met all the key requirements and fit perfectly within the company's business plan, offering a purpose-built VPN gateway solution for the factory, as well as ultra-fast connectivity and firewall performance.

## Products Used



The company also hoped to stay on top of new technology trends, making future-proof flexibility important as well. This called for feature-rich technology with a proven track record. The solution would also need to integrate easily with existing infrastructure and systems. Finally, technical support and training for IT staff would be a must.

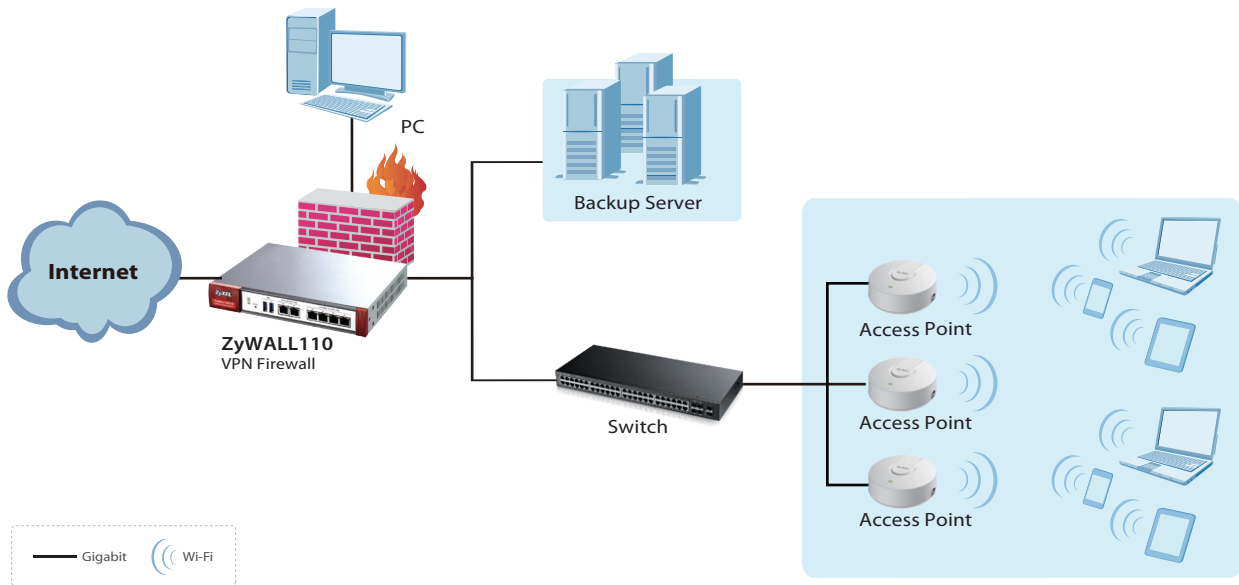
Security features include anti-malware protection, anti-virus, anti-spam, content filtering, IDP, next-generation application intelligence and SSL inspection. Each unit features a built-in WLAN controller for centralized AP management.

### ZyWALL 110 VPN Firewall

- Multi-core CPUs deliver up to 1.6 Gbps firewall throughput and 400 Mbps VPN throughput
- Up to 7x faster firewall performance and 4.4x faster VPN performance than preceding models
- More secure VPN connections with SHA-2 encryption
- VPN high availability (HA) with dual-WAN failover and fallback support
- L2TP support for iOS, Android and Windows mobile devices
- Auto-provisioned client-to-site IPsec setup with Easy VPN



## Diagram



### About ZyXEL Communications

ZyXEL Communications Corp., founded in 1989 and headquartered in Taiwan, is the leading provider of complete broadband access solutions. As one of the early modem manufacturers, ZyXEL has gone through transformations in the fast-paced networking industry. Delivering cutting-edge communications innovations to more than 400,000 businesses and more than 100 million consumers throughout the world, today ZyXEL is one of the few companies in the world capable of offering complete networking solutions for Telcos, small to medium-sized businesses, and digital home users for a wide range of deployment scenarios. Telco solutions include Central Office Equipment, Customer Premise Equipment, Wired and Wireless Access Network Devices, and Carrier Switches. SMB and Enterprise solutions include Unified Security Gateways, LAN Switches, WLAN, and IP Telephony. Digital Home solutions include Network Connectivity Devices and Multimedia Solutions.

The company has 1000 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 35 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, <http://www.zyxel.com>.

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