ZyXEL

Success Story

Czech Financial Services Company Connects Customers and Protects Data with ZyXEL Security Solution

"With new technology, we could improve our services and work more efficiently for our customers. Therefore, we decided to modernize our corporate network, ensuring online access to our affiliates and field workers. At the same time, we increased security to protect our data and servers. Solutions from ZyXEL enabled us to achieve these goals."

Dagmar Nekudová
Director and board member
Astorie Inc.

Overview

Customer Name
Astorie Inc.

Customer Industry
Insurance, finance and real estate

Challenges
• Link customers with financial/
  insurance business and branches
• Create stable, easy-to-use network
• Secure sensitive customer data and
  communications
• Link 12 branch offices via VPN
• Provide backup connectivity

Solutions
• Unified Security Gateway
• Internet Security Appliance

Benefits
• All communication secure with
  advanced encryption
• Ensures high availability of central
  servers using a redundant WAN link
• Cost-effective from its own secure
  technology functions (no need to hire
  VPN service operator)
• Minimal maintenance and management

Background

Astorie Inc. has operated in the Czech insurance, finance, and real estate markets for the past 17 years. The company currently maintains 68 branch offices throughout the Czech Republic, employing more than 600 flexible financial and insurance advisors. Due to the high level of services it offers, Astorie has achieved a unique position in the BFSI market of the Czech Republic. However, given the competitive realities of today's global financial environment, Astorie management wants to leave nothing to chance as the company continues to move forward. By improving services through constant integration of modern innovations and technology, Astorie strives to maintain its competitive edge. This is the niche that they've created for themselves over their decade-long history.

Challenges

The primary aim of the project was to ensure a safe and stable communications without limiting the implementation of technology, user interface, or user experience. Early in the installation process, it became clear that the backbone for secure encrypted connections between the 12 branches and the central office via VPN technology would require an encrypted tunnel for public data, effectively protecting it from any online attack.

A secondary requirement focused on central access to the Astorie

databases and servers. To ensure maximum availability and sufficient capacity, Internet connection redundancy was necessary through two separate links from two independent ISP services (i.e., a pair of independent ADSL lines, a leased link and ADSL, or 3G, etc). Astorie also required the option of connecting to the headquarters via 3G backup. Finally, it was necessary to have an encrypted connection with Astorie corporate headquarters, as well as with partners from central banks and insurance agencies.

Solutions and Benefits

The first priority for the completed network infrastructure was to connect the headquarters with branch offices and route all external Internet traffic through the center. To create a cost-effective and secure site-to-site VPN connection, ZyXEL installed a USG200 Unified Security Gateway at the headquarters as the main Internet gateway, and ZyWall 2WGs in the remaining branches to detect and block security threats and dangerous activity. In addition to a robust and cost-effective IPSecVPN solution, the USG200 provides all-in-one unified threat management (UTM), including ICSA certified firewall, non-stop Internet access with multiple WAN, and 3G backups.

The proof of concept phase of the project took place at the headquarters

and one model site. Gradually, more branches were added, and the entire process was completed in approximately two months' time. During this period, steps were taken to ensure that the implementation did not negatively impact the normal operations of the company.

Deployment proceeded smoothly and the entire system was upgraded to the complete satisfaction of Astorie management. In a relatively short span of time, the company established the means to communicate safely and effectively with their online customers. Simultaneously, the network link was streamlined throughout the company, centralizing and securing all internal communications and data transfers, thanks to ZyXEL Security Solutions.

Product Used

### USG200
Unified Security Gateway

- Robust hybrid VPN (IPSec/SSL/2TP)
- Zero-configuration remote access with EASY VPN
- Supports L2TP VPN on mobile devices (iPhone and Android phones)
- ICSA Firewall, IPSec certification
- Content filter stops malware and Web threats
- Powerful e-mail security
- Non-stop Internet access with multiple WAN and 3G backups

ZyXEL

ZyWall 2WG
Internet Security Appliance

- WCDMA/ HSDPA 3G data card support within PCMCIA-Slot
- Wi‑Fi Certified with 802.11 a/b/g Atheros
- ZyNOS ICSA IPSec VPN and FIREWALL Certified
- High-Availability with Redundant IPSec VPN and Dial Backup
- Bridge mode fits broadband networking environment
- Web-based Content Filtering with Blue Coat service
- Four LAN/ DMZ10/100 auto MDI/MDIX Ethernet Ports
- 24Mbps throughput with Firewall and VPN for FTTH and ADSL2+

Diagram
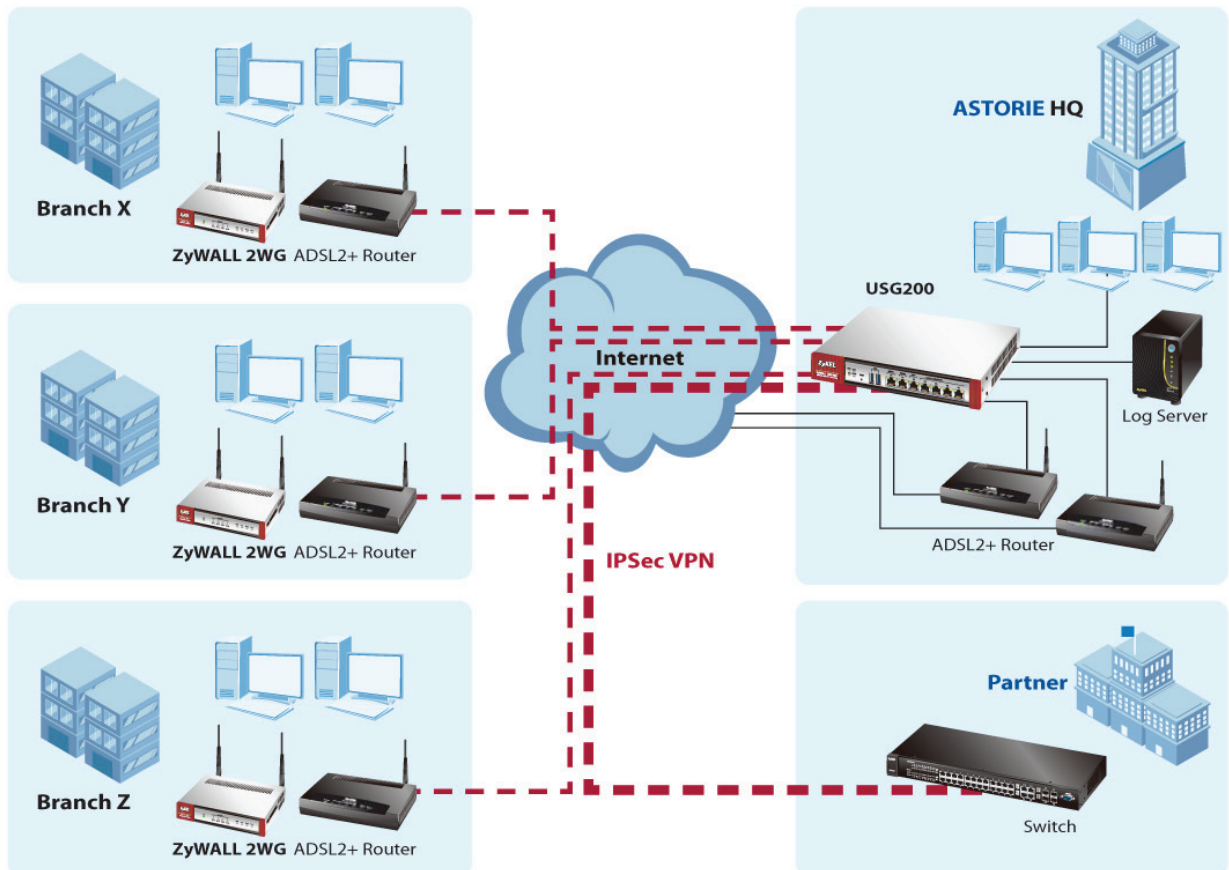
About ZyXEL Communications

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.