



## Success Story

Russian Agriculture Machinery Maker Achieves Efficient Remote Work with Zyxel Enterprise VPN Firewalls



Manufacturing

INDUSTRY



CUSTOMER

Agricultural  
Machinery  
Manufacturer



COUNTRY

Russia



SOLUCIÓN

Zyxel  
VPN  
Solution

## Overview

### Challenges

- Needed to enable remote connection of a significantly large number of client devices
- The solution had to be easy to use as ordinary employees lacked technical skills
- Had to complete the project quickly so that the customer could ensure business continuity

### Results

- Reliable, secure access for several thousand employees to the corporate network
- Uninterrupted network connectivity with 3G/4G support to help employees function well
- Local language technical support to help the customer deal with any concerns that may arise

### Solution

- Zyxel VPN Solution

### Summary

When COVID-19 forced governments worldwide to enforce lockdown, many companies had to allow their employees to work from home. At this point, a leading Russian agricultural equipment manufacturer realized it had to upgrade its network systems to achieve secure and efficient remote work. The company turned to Zyxel Networks after deliberating over several offerings in the market. Zyxel's solutions have enabled the company to continue its operations despite lockdown.

## Background

The customer is a large industrial enterprise in Russia that manufactures a whole range of agricultural machinery - from combines to moto blocks and other related products. The company employs several thousand people. When COVID-19 struck, many of these workers were forced to work remotely.

However, the company did not have the necessary infrastructure to allow remote working on such a large scale. Hence it decided to upgrade its existing network

components and systems, beginning with network gateways to organize remote work and secure employee access to corporate resources.

The company management formulated the task as follows: technologically organize the remote work of several hundred administrative employees and provide stable, smooth, and secure multi-level access to the organization's servers.

## Challenges

The project's biggest challenge was the need to connect a large number of client devices without compromising on the quality and security of the network. The company did not have sufficient experience with remote work, and

ordinary employees did not have the necessary IT knowledge. To make things all-the-more complicated, the customer wanted the project completed quickly so that there were no disruptions to their operations.

## Solutions and Benefits

Five global manufacturers, including Zyxel Networks, took part in bidding for the tender for the supply of equipment. The main requirements were reliability, availability of all the necessary functionality for organizing VPN channels, sufficient power of devices for comfortable remote work of over 500 people, low cost of equipment, and Russian-language technical support.

Zyxel Networks won the tender as the customer felt it offered the solutions that best met its needs. One of the advantages was that the customer's IT department already had experience with Zyxel equipment and were completely satisfied with them.

Zyxel's **ZyWALL VPN1000 and VPN300 Firewalls** allow the organization to connect cross-group networks for centralized management, enabling site-to-site connectivity as well as remote control and monitoring. They also offer secure and stable remote connections

with the IPSec VPN hardware engine for high-efficiency VPN tunnels and VPN load balance/failover with USB 3G/4G support for uninterrupted connectivity. Last but not least, Zyxel VPN firewalls, validated by Microsoft Azure and AWS features a combination of on-site and cloud-based infrastructure to provide convenience to companies with hybrid networks .

The customer's IT department implemented the project. The installation and configuration of the solution were quick and seamless.

The lockdown and quarantine are mostly over now, and many employees working from home have returned to the office. But some still prefer to work remotely not just because of pandemic threats but also for other reasons. With Zyxel's solutions, the customer no longer needs to worry about business continuity regardless of where their employees are located.

## Products Used

### ZyWALL VPN1000 • VPN Firewall



- Diverse VPN solution (IPSec/ SSL/L2TP over IPSec) for better security
- Nebula SD-WAN cloud management makes it easy to manage multiple firewalls
- Content Filtering and Geo Enforcer protect your network from web threats
- AP Controller technology allows you to manage up to 1,032 APs

### ZyWALL VPN300 • VPN Firewall



- Validated by Microsoft Azure and Amazon AWS for SMB convenience
- Robust hybrid VPN (IPSec/IKEv2 and L2TP over IPSec VPN)
- Comprehensive connectivity with hospitality and AP controller integrated
- Uninterrupted services with Multi-WAN Failover and VPN High Availability

## About Zyxel Networks

Focused on innovation and customer-centricity, Zyxel has been connecting people to the Internet for over 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for business and home users. We're building the networks of tomorrow, unlocking potential, and meeting the needs of the modern workplace — powering people at work, life, and play. Zyxel, Your Networking Ally.

Copyright © 2020 Zyxel and/or its affiliates. All Rights Reserved. Zyxel, Zyxel logo are registered trademarks of Zyxel Communications Corp. All other brands, product names, or trademarks mentioned are the property of their respective owners. All specifications are subject to change without notice.