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Success Story

Russian Supermarket Chain Grateful for Massive Network Modernization with Zyxel Wireless Solution

INDUSTRY
Retail

CUSTOMER
JSC Gulliver

COUNTRY
Russia

SOLUTION
Zyxel Wireless Solution

Overview

Challenges

- Replaces outdated equipment with modern devices
- Establishes smooth and secure site-to-site connectivity
- Enables wireless internet service in the stores

Solution

- Zyxel Wireless Solution

Results

- Networks at central and remote locations are fully integrated
- Reliable and secure multisite network connectivity
- High-speed in-store wireless internet service
- Robust solution at an affordable price
- Easy-to-use network infrastructure

Summary

JSC Gulliver is one of the leading supermarket chains in Russia, operating 113 stores in Ulyanovsk, Samara, and Saratov. With more than 1,000 staff, the enterprise continues to expand nationally. But when the retailer discovered its existing network infrastructure was struggling, it knew the time was right for an upgrade. Its management team contacted Techcom, a local systems integrator, to renovate its outdated IT infrastructure. After screening a few vendors, JSC Gulliver adopted Zyxel's top-notch VPN firewalls and long-range PoE access points, which created a reliable and secure network connection for the central office and its chain stores. The grocery retailer is fully satisfied with the fast, stable, and cost-effective solution.

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Background

The Russian company JSC Gulliver started its business as a confectionery wholesaler. Now, it is a leading supermarket chain, operating 113 stores in Ulyanovsk, Samara, and Saratov. In addition to full-service locations, the chain has small-format stores with a variety of delicious ready-prepared dishes. The mini shops also have an on-site bakery to offer freshly baked goods to consumers.

The retailer is committed to providing tasty, high-quality products, and at the same time, delivering the best level of service.

Challenges

With more than 1,000 staff and a growing business, JSC Gulliver needed to communicate constantly between the central office and the shops to maintain daily operations. However, its network infrastructure was outdated and unable to meet rapidly increasing technical demands. While dealing with this critical problem, the company also wanted to establish a wireless network to provide internet service in its stores. To resolve both issues, JSC Gulliver planned to build a new network with seamless multi-site connectivity, high-speed internet, and enhanced data security.

Solutions and Benefits

The enterprise worked with the systems integrator Techcom to choose a reliable equipment supplier for the upgrade. Stability, reliability, easy setup and maintenance, as well as great price-to-performance ratio were key factors to consider before purchasing hardware. Three global network equipment manufacturers competed for the project. Zyxel outperformed its competitors by providing outstanding products with amazing features at a very attractive price.

Two Zyxel **ZyWALL 1100 firewalls** were installed in the central office to establish secure, high-speed, and multisite communication among the chain stores. Since the firewall's setup is designed to be simple and intuitive, the cost-effective installation required only a single technician.

The products also support Zyxel One Network, a configuration and management system that allows IT staff to make network changes with ease. For example, it provides one-click remote functions for factory reset or power cycling, enabling speedy network setup and equipment recognition.

Weak output power from mobile devices was a major reason why JSC Gulliver used to experience unstable data transmission. To streamline WiFi connectivity, the enterprise adopted Zyxel **NWA1100-NH 802.11n Long Range PoE Access Points.** This access point conveniently adapts to existing wiring infrastructure, helping businesses minimize equipment costs. With high output power and antenna gain, the APs have given the company wireless coverage and signal quality that's four times better than before. Thanks to secure WiFi access control, the AP verifies WiFi clients to prevent unauthorized users from connecting to the network or accessing network resources.

Now, JSC Gulliver can communicate smoothly and deliver timely information to its stores, achieving a more efficient operation. The supermarket enterprise is extremely satisfied with its fast, stable, and affordable network. With Zyxel's robust and reliable products and tailor-made network solution, the enterprise has already seen higher productivity and is optimistic about future expansion.

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Products Used

ZyWALL 1100 • VPN Firewall

- Multi-core CPUs deliver up to 6 Gbps firewall throughput and 800 Mbps VPN throughput
- More secure VPN connections with SHA-2 cryptographic
- VPN High Availability (HA) with dual-WAN failover and fallback support
- Auto-provisioned client-to-site IPSec setup with Easy VPN

NWA1100-NH • 802.11n Long Range PoE Access Point

- High output power of up to 28 dBm delivers extended coverage
- 2 external antennas with high 5 dBi gain optimized for mobile devices
- Fast 802.11n Wi-Fi with speed up to 300 Mbps improves transmission of large files or videos
- Easy deployment via client mode or repeater AP and IEEE 802.3af PoE support
- ZON Utility and ZAC minimize repetitive configuration processes and efforts
- Certified WPA2 Enterprise, access control management and user traffic control for strict network protection

About Zyxel

Focused on innovation and customer-centricity, Zyxel has been connecting people to the Internet for nearly 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for telcos and service providers, business and home users.
Zyxel is 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.