ZYXEL

Success Story

Belarusian KFC Connects Customers with Zyxel Wireless Solution

INDUSTRY — Fast food chain

CUSTOMER — KFC

COUNTRY — Belarus

SOLUTIONS — Zyxel wireless solution

Overview

Challenges

- Create new network from scratch for fast food chain
- Deploy within weeks across eight locations
- Enable SMS-based authentication

Solution

- Zyxel wireless solution

Benefits

- Network can be easily deployed as business expands
- Excellent performance-to-quality ratio
- Speedy, helpful technical support

"I want to thank Zyxel for the great solutions they've provided. It allows our restaurants to function smoothly and focus on what they need to: feeding our guests delicious KFC chicken."

Dmitry Perlin
IT manager, Bel Food Service

ZYXEL

Background

Finger lickin' good. Eleven herbs and spices. Colonel Sanders.

For billions of people worldwide, these words are synonymous with KFC. The chain has been serving up fried chicken-original recipe and hot 'n' spicy—plus a menu of other goodness since its first restaurant opened in 1952. Since then, KFC has grown from a single American chicken shack to a global institution with over 20,000 outlets in some 130 countries and territories.

But it wasn't until last year that the Colonel finally made his way to Belarus.

Behind the effort to bring the franchise to the Eastern European country of 10 million was Bel Food Service. Setting its sights on the rapid opening of eight locations, the company got to work building restaurants, hiring staff, and of course arranging a steady supply of the Colonel's secret 11 herbs and spices.

Challenges

As the establishments were under construction, one of the most integral tasks fell on the shoulders of Bel's IT department: designing a unified network that would provide connections for communications for all the outlets' business operations as well as WiFi for their diners.

It would have to be built from scratch, naturally, and it would need to ensure speed, security, and privacy. And that wasn't all. Given the certainty of more locations going up soon in the future, the infrastructure also needed to be easily scalable.

Bel, seeking a mid-range price point, put out a tender and

received bids from five international brands, including Zyxel, being represented by its local partner Datastream.

"Above all, we were interested in a good price-to-quality ratio, security, support from the vendor, and rapid delivery," said Dmitry Perlin, Bel's IT manager.

Considering these demands, he said, Zyxel was a natural pick: "Zyxel had superior price–quality performance, and we received excellent delivery conditions from the distributor. In addition, its solution was especially suited for us as the UAG4100 unified access gateway could allow SMS-based authorization of guests."

Solutions and Benefits

The equipment's streamlined hardware and software design allowed for a streamlined deployment process, according to Perlin: "The first restaurant's equipment was installed and launched in a week's time, and the rest required only a couple of days each."

In total, the project comprised thirty GS1920 gigabit smart managed PoE switches. Thirty-five NWA5121-NI access points were used. With its 2-in-1 standalone/managed AP design and 802.11 a/b/g/n technology, the APs are easy to manage and fully futureproof. In addition, seven UAG4100 unified access gateways were deployed along with eight firewalls and one ZyWALL VPN firewall with Easy VPN

providing auto-provisioned client-to-site IPSec VPN setup for secure and convenient sharing of company resources and connectivity.

During the deployment process, problems were encountered with some of the devices' firmware. However, Zyxel's technical support quickly resolved the issue by providing updated firmware.

"With Zyxel's solutions, we've put in place reliable network infrastructure that allows us not only to effectively perform our everyday business tasks but also to develop and scale up the business down the road." said Dmitry

ZYXEL

Products Used

ZyWALL 110 • VPN Firewall

- Robust hybrid VPN (IPSec/SSL/L2TP over IPSec)
- Facebook WiFi for intelligent social media authentication
- Auto-provisioned client-to-site IPsec setup with Easy VPN
- Securer VPN connections with SHA-2 cryptographic hash function
- Device HA Pro ensures smart handover
- Hotspot management supported

ZyWALL USG60 • Unified Security Gateway

- All-in-one Next-Generation Firewall for small businesses
- Complete network protection with Anti-Virus, Anti-Spam, Content Filtering 2.0, IDP, and Application Patrol
- Robust SSL, IPSec, and L2TP over IPSec VPN connectivity
- Unified security policy
- Cloud Helper makes firmware upgrades a breeze and ensures their authenticity and reliability

ZyWALL USG40 • Unified Security Gateway

- All-in-one Next Generation Firewall (NGFW) for small businesses
- Anti-malware protection with firewall, anti-virus, anti-spam, content filtering, IDP, and next-generation application intelligence
- Robust SSL, IPSec and L2TP over IPSec VPN connectivity
- Built-in WLAN controller for centralized management of up to 10 APs

ZYXEL

UAG4100 • Unified Access Gateway

- IEEE 802.11 a/b/g/n dual-radio (2.4 GHz and 5 GHz) design
- Supports 200 concurrent users by default and up to 300 via license upgrade
- Integrated account generator, Web-based authentication portal and billing system
- Supports external RADIUS servers
- Per account bandwidth management
- Built-in WLAN controller for centralized AP management and effortless WLAN scalability
- SP350E Service Gateway Printer enables one-click account and billing generation
- SMS ticketing with ViaNett protocol support

GS1920-24HP/48HP • 24/48-Port Gigabit Smart Managed PoE Switch

- Easy-to-manage rich L2 features with user-friendly browser-based management GUI
- Supports PoE+ standard to offer 30 W per port and a high PoE power budget of 375 W
- Smart fan design ensures silent operation in both desktop and rack-mounted environments
- Supports ZON Utility and Smart Connect to simplify network management and maintenance

NWA5121-NI • 802.11n Unified Access Point

- Ceiling- and wall-mountable design with optimized RF performance
- 2-in-1 standalone/managed AP design
- CAPWAP management supported
- Simple, speedy deployment with APFlex™ and Zyxel One Network utilities

About Zyxel Communications

Focused on innovation and customer-centricity, Zyxel Communications 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.