Success Story

A Zyxel Gear Change is Driving Renault's High-Speed Expansion in Belarus

INDUSTRY	CUSTOMER	COUNTRY	SOLUTION
Automotive	Renault Belarus	Belarus	Zyxel Wireless Solution

Overview

Challenges

- Plan and provide completely new infrastructure able to cope with heavy network connectivity demands of constant expansion
- Connect all Renault Belarus locations through a stable, centralized data processing and storage system
- Deliver a seamless WiFi experience for both employees and visitors at dealerships
- Guarantee the availability and rapid delivery of new equipment

Solution

- Zyxel Wireless Solution

Results

- Centralized network system makes for easy configuration and efficient management
- Scalable infrastructure allows for affordable, hassle-free expansion
- Sufficient equipment in stock facilitates rapid business expansion with quick delivery and installation
- State-of-the-art security gateways ensure peace of mind
- All users across multiple sites nationwide enjoy high-quality connectivity

"The network has operated very stably and met all our technical requirements. Our company has been expanding almost non-stop, and Zyxel's solution and fast service have meant that our new networks are always set up on time. We plan to open another 25 to 30 locations throughout the country in the next few years, and we'll definitely continue using Zyxel's equipment for them. Thank you for being with us for these past five years!"

Andrei Chikun
IT Director, Renault Belarus

Background

Renault is France's top-selling car brand, and for good reason. With a proud history that dates back to the dawn of the automotive age in 1898, its handsome, durable vehicles are now available in over 12,000 dealerships across more than 130 countries. The brand's generation-spanning success has hinged on two simple tenets: innovation and customer satisfaction.

In Eastern Europe, the carmaker's reputation for excellence has seen it actively expanding in Belarus. Having started from a single sales office and technical service center, Renault Belarus has grown rapidly with 14 branches and more than 1,000 employees today.

Challenges

Before this expansion, however, and with a slew of new dealerships and maintenance centers on the drawing board, the company had numerous logistical problems to resolve – and its network was at the top of the list.

The existing network was outdated and couldn't deliver the stable connectivity Renault Belarus needed at every one of its sites nationwide, interrupting communication

and hindering business, not to mention frustrating potential customers who hoped to jump on the WiFi. Renault Belarus was also eager for a solution that would allow the centralized processing and storage of information about sales, customers, and the movement of materials and spare parts, which it knew would make life infinitely easier once data was flowing among numerous sites.

Solutions and Benefits

Renault Belarus had two non-negotiable criteria when seeking an equipment vendor for its new network: prompt delivery and strong customer service.

"When getting the project off the ground, we made a list of equipment requirements," Andrei Chikun, Renault Belarus' IT director, said. "We then received tenders from a number of big-name manufacturers. However, when we started considering the practical implementation side of the project, we grew more and more concerned about the availability of equipment in and its quick delivery to us." That last factor was especially weighty given how rapidly the company was about to expand.

Seeking a pair of well-trained eyes to guide its search, the company's IT division turned to a local systems integrator, Datastream DEP LLC. Together, they landed on Zyxel, convinced by its track record in functionality, price, and stock availability.

That was five years ago, and Zyxel, Datastream, and Renault Belarus have been working hand-in-glove since. Every new location – be it a dealership, office, or maintenance center – has had a Zyxel wireless solution installed in short order after getting the call.

The solution provides stable, high-speed connectivity and remote management that's accessible via any device. For Renault Belarus, this rapid data transfer is made possible by its 75 (and counting) network switches and seventeen

802.11ac Wave 2 wireless access points. These NWA5123-AC HD APs have an optimized radio frequency design, powering them to deliver WiFi to large numbers of office employees and visitors with rapid transfer rates, wide coverage, and seamless connectivity. Another plus for Renault Belarus is that the APs minimize interference from 3G/4G cellular networks as well as other WiFi devices, putting connection stability into yet a higher gear.

Standing guard over the company's employees and customers is the ZyWALL 110 VPN Firewall and USG60/60W Unified Security Gateways, all of which were deployed for core routing. Working in tandem, these heavyweight defenses provide complete network protection that includes robust UTM capabilities, content filtering, and VPN functionality.

Chikun said he was very satisfied with the new network's smooth operation and technical performance – and Zyxel's customer service, too. "We have run in to some technical issues that we haven't been able to solve ourselves, but in every case, we've been able to get on to Zyxel's staff right away and work out everything together."

And, as Chikun and Renault Belarus look toward what's next, they see no reason to change a winning formula. "We plan to open another 25 to 30 locations throughout the country in the next few years, and we'll definitely continue using Zyxel's equipment for them. Thank you for being with us for these past five years!"

ZYXEL
N E T W O R K S

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
- More secure VPN connections with SHA-2 cryptographic
- Device HA Pro dedicated heartbeat port ensures smart handover
- Hotspot management for authentication, access control, and billing
- Integrated AP controller as central management to provide flexible deployment options

ZyWALL USG60/60W • Unified Security Gateway

- All-in-one UTM 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

NWA5123-AC HD • 802.11ac Wave 2 Dual-Radio Unified Access Point

- Excellent coverage and performance with 11ac Wave 2 3x3 technology
- Next generation beamforming delivers maximum coverage
- MU-MIMO technology increases downstream throughput
- ACC minimizes interference from 3G/4G cellular networks
- Support NebulaFlex™ Pro to provide triple mode functionality (standalone, hardware controller and Nebula)

ZYXEL NETWORKS

Products Used

GS1920v2 Series • 24/48-port GbE Smart Managed Switch

- Up and running in minutes — supports NebulaFlex™ Technology to shift between standalone and License Free Nebula cloud flexibly
- Standalone: Easy management and setup with web-based GUI
- Nebula Cloud: Nebula allows simple deployment with agile network management
- Smart fan design offers silent operations in your office

XGS1930 Series • 24/48-port GbE Smart Managed Switch with 4 SFP+Uplink

- Four high-speed 10G fiber slots
- Up and running in minutes — supports NebulaFlex™ Technology to shift between standalone and License Free Nebula cloud flexibly
- Standalone: Easy management and setup with web-based GUI
- Nebula Cloud: Nebula allows simple deployment with agile network management
- User-friendly wizard support
- Smart fan design offers silent operations in your office

GS1900 Series • 8/10/24/48-port GbE Smart Managed PoE Switch

- Easy browser-based switch management
- Quick and easy set up wizard
- Green Ethernet IEEE 802.3az support and intelligent Zyxel green features
- High-power PoE support IEEE 802.3at
- Zyxel One Network is supported

ZYXEL
NETWORKS

Products Used

<div style="background:green">

GS-105S v2 • 5-Port Desktop Gigabit Ethernet Switch

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- Compact and sturdy desktop switch with wall-mount installation
- Connect up to five network devices at Gigabit speed
- QoS ports for high and medium prioritized applications
- Green power saving by automatically detecting link status and cable length

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GS1200-8HPv2 • 8-Port Web Managed PoE Gigabit Switch

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- Four Gigabit high-power PoE+ ports
- 60 watt total PoE budget
- Intuitive Web management
- Quality of Service for better traffic control
- IGMP snooping v1/v2 and v3 compatible for optimized multicast performance

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.