# ZyXEL



## Overview

**Customer Name**
- Network Needs/H R Owen

**Customer Industry**
- Hospitality/Car Dealerships

**Challenge**
- Customer demand for Internet access
- Offer a segregated customer network with no impact to corporate network
- Offer customers secure, limited time access
- Easy to administer solution

**Solution**
- USG 300 Unified Security Gateway Appliance
- USG 200 Unified Security Gateway Appliance
- USG 100 Unified Security Gateway Appliance
- N4100  802.11bgn 300Mbps Wireless Hotspot Gateway with Printer
- G-4100 v2 802.11bg 54Mbps Wireless Hotspot Gateway with Printer

**Benefit**
- Customer Wi-Fi access on demand
- Full control of customer and corporate network
- Guaranteed network resilience and performance
- Ability to inform customers about offers and services

## Success Story

# Network Needs Selects ZyXEL UK for Network Security & Customer Wireless in Luxury Car Showrooms

## Result

With growing customer demand for reliable Internet connectivity whilst waiting in the HR Owen group's 14 franchises across the UK, specialist networking reseller 'Network Needs' chose ZyXEL as its preferred hardware manufacturer. ZyXEL's USG (Unified Security Gateway) Firewalls and Wireless Hotspots have enabled HR Owen to offer its customers an unparalleled 'connected' experience while they visit the prestige car franchises. Critically for HR Owen it is now able to control access to its network, segregate corporate and customer access and use the Internet launch page to inform customers about offers and new services.

## Challenge

With more and more customers carrying connected devices, being able to offer controlled and reliable Internet access across its 14 strong UK franchises (which include dealerships for luxury car brands such as Bentley, Bugatti, Ferrari, Lamborghini, Maserati and Rolls-Royce) HR Owen saw the offering as a must have service. In order to efficiently make such a service available there were a number of challenges that any solution would need to address. Firstly, any customer activity should not impact on the corporate network's performance. Secondly, being able to offer time-limited access and communicate promotions via the login screen was important. Finally, the solution needed to be intuitive and easy to administer.

# H.R.OWEN
## TRADITION OF EXCELLENCE

## Solution

At the core of HR Owen's network, and replacing the previous Cisco solution, is ZyXEL's USG 300. ZyXEL USG 200 Firewalls are deployed in HR Owen's larger franchises while the smaller sites have the ZyXEL USG 100 Firewall solution. Wi-Fi connectivity is provided by the award-winning ZyXEL N4100 and G4100 wireless hotspot gateways. Connected to the N4100 and G4100 hotspots are thermal printers that link up with the appliances to automate Internet access via a printed voucher (this can be personalised to the individual customer). The voucher providers an access code which is entered by the customer on the start up page.
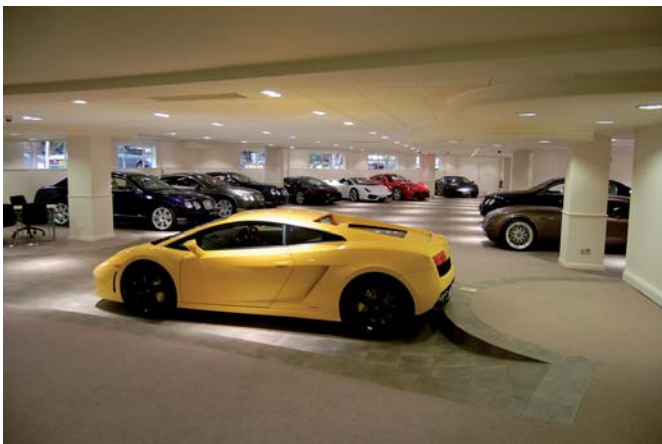


## Business Benefit

HR Owen is now in full control of its corporate network as well as letting its franchisees offer their customers Wi-Fi connectivity on demand. By operating a controlled solution HR Owen is guaranteed network resilience and performance is maximised.

### What the client says:

"Deploying the ZyXEL solution set has been very easy. From the GUI to the sheer power of the USG and WiFi hostpots, from set-up to ongoing maintenance, ZyXEL ticks all the boxes at a fraction of the cost of it's competitors."
Ben Frost, Director, Network Needs

## Result

HR Owen is now able to offer its customers, across its leading brand franchises, an easy to administer, controlled and efficient Wi-Fi solution. Customers can enjoy hassle-free Internet access and HR Owen can be assured that any customer network activity will not have a negative impact on the corporate infrastructure.



## The Future

Because of the scalability of the ZyXEL USG solution, HR Owen can add capacity as and when required. The N4100 (802.11n) hotspot can handle 100 simultaneous connections and can easily be upgraded to handle 200 concurrent users.

# Products Used



## Unified Security Gateway Appliances: USG 300, USG 200 and USG 100

- New generation UTM solution
- Robust hybrid VPN (IPSec and SSL)
- Application firewall
- Non-stop Internet access with multiple WAN and 3G backups
- ICSA firewall, IPSec certification



## N4100 802.11bgn 300Mbps Wireless Hotspot Gateway with Printer

- 802.11bgn 300Mbps Wireless Hotspot Gateway with 4-port Switch
- Fully controllable hotspot solution
- Supports up to 200 concurrent users
- WAN port and built-in authentication & accounting
- Unique ticket printer for easy service and accounting



## G-4100 v2 802.11bg 54Mbps Wireless Hotspot Gateway with Printer

- 802.11bg 54Mbps Wireless Hotspot Gateway with 4-port Switch
- Fully controllable hotspot solution
- Supports up to 100 concurrent users
- WAN port and built-in authentication & accounting
- Unique ticket printer for easy service and accounting

# About Network Needs

Network Needs is a leading IT Solutions Provider, created with the aim of providing businesses with quick and effective IT Business support. Network Needs provides a number of clients with adhoc support, from full hardware and software maintenance contracts to help with installs.



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 undergone many transformations in the fast-paced networking industry. Today, ZyXEL is one of the few companies in the world capable of offering complete networking solutions of Telco, SME/Enterprise, and Digital Home for a wide range of deployment scenarios. Telco solutions include wired and wireless access network equipments, networking customer premises equipments, and Carrier Switches. SME and Enterprise solutions include Unified Security Gateway, LAN Switches, WLAN, and IP telephony. Digital Home solutions include network connectivity devices and multimedia solutions.
The company has 3200 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 33 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, http://www.zyxel.com.