



## Success Story

### Zyxel Delivers Speed and Security to Russian Logistics Experts



Logistics



VED Agent



Russia



Zyxel wired  
& wireless  
solution

## Overview

### Challenges

- Overhaul wired, wireless, and VPN infrastructure
- Site's structured cabling required complete rewiring
- Air conditioning installation restrictions complicated deployment of cooling equipment

### Benefits

- Smoother workflow with faster, more stable connections
- VPN solution lets remote employees access corporate resources
- Scalable for future network expansion
- Easy and efficient management of wireless network

### Solution

- Zyxel wired and wireless solution

"Modernizing the network infrastructure allowed us to reduce downtime and helped our employees perform their duties more quickly and comfortably. Through the project, we were able to get the right solution that will meet all our needs as the company continues to grow."

Alexander Degtyarev,  
Managing director, VED Agent

## Background

VED Agent is a growing force in Russia's freight and logistics field, particularly with its increasing focus on China. At its core, the firm is all about helping clients move cargo internationally, be it by sea or over land. It currently employs more than 50 staff members in three offices in Russia, China, and England.

Its head office in Novosibirsk, Russia's third largest city,

## Challenges

Unfortunately, however, the equipment being used for these networks was clearly not up to scratch: transmission speeds were low, the VPN's performance was poor, and problems were difficult to identify and took a long time to resolve.

Making all these headaches more painful was the ever-growing burden on the old network infrastructure. "VED Agent has adopted an ambitious strategy of development, including opening new representative branches and increasing the number of employees in offices as well as in the field," said Alexey Yurov, technical director of Torlion, the firm called in by VED Agent to design and deploy the solution. "The top priority for this project was to build a network with the ability to be quickly and inexpensively scaled up as the business develops."

Torlion was called in and the client ultimately chose Zyxel

## Solutions and Benefits

The client's own scheduling and other requirements meant the installation had to be stretched out over time, with the main work conducted over a two-week period. Of course, Torlion was happy to oblige. Even with the time constraints and the size of the task—rewiring the site's structured cabling system in addition to installing and adjusting the new equipment—it was smooth sailing for the three-person team of specialists dispatched by Torlion.

Three **GS2210 switches** were deployed to control the network traffic, which was broadcast to users via **NWA5123-AC** dual-radio unified access points. For security, Torlion hooked up a **ZyWALL 110 firewall**, a gateway solution that's specially designed for SMBs and

had been maintaining a local network to cater to 30 workstations as well as printers, IP telephones and cameras, and WiFi-connected devices. The network was operated using routers and unmanaged switches. Furthermore, a VPN was in place to try to ensure that all communication between the headquarters and its overseas offices and remote employees was private and secure.

from among three high-profile network brands. "We advocated for Zyxel due to the functionality of its products as well as its excellent reputation, really helpful technical support, and reasonable pricing," Alexey said.

"It was a tough case," he recalled. "The client's structured cabling system had been built without proper compliance to standards and without the allowances necessary for scaling. There was no dedicated server, and the existing telecommunications cabinet was too small for us to fit in all the necessary network and server equipment. On top of that, restrictions on the installation of air conditioning in the business center made deploying cooling equipment even trickier."

Torlion's specialists found that at the root of the network's problems was a complete mismatch between what equipment was needed and what equipment had originally been selected and deployed.

that boasts the safest VPN connections in its class.

The difference of the new VPN, load balancing, Gigabit connectivity, and more was immediately noticeable, according to VED Agent manager director Alexander Degtyarev. Speeds were faster and connections were stable, making for a far more comfortable and efficient working experience, he said.

It's also been a boon for remote employees, who can now access corporate resources via an SSL VPN.

From staff size to branches abroad, VED Agent looks certain to continue growing. It now has a network that can grow with it.

## Products Used

### GS2210-24HP/48 • 24/48-Port Gigabit L2 PoE Switch



- High power budget of 375 W
- L2 multicast, IGMP snooping, MVR, and voice VLAN for convergence
- Enhanced network protection with IP source guard, DHCP snooping, ARP inspection, and CPU protection
- L2, L3, and L4 filtering, MAC freeze, port isolation, and guest VLAN for improved isolation and access control

### 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

### NWA5123-AC • 802.11ac Dual-Radio Unified Access Point



- Ceiling- and wall-mountable design with optimized RF performance
- 2-in-1 standalone/managed AP design
- CAPWAP management supported
- Enterprise-class 2x2 802.11ac AP supports combined data rates of up to 1,200 Mbps
- 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.

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