ZYXEL
NETWORKS

From Outdated to Outstanding: Guljag Industries' Security Evolution with Astra Endpoint Service

Overview

Guljag Industries Limited, a leader in the industrial chemical trading sector, faced the challenge of securing its expanding operations while controlling costs. With a sales team constantly on the move and critical business systems hosted on AWS, the company needed a robust yet cost-effective security solution. Enter Zyxel Networks, whose innovative UTM security firewall and Astra cloud-based endpoint service revolutionized Guljag Industries' security infrastructure. The result?

Enhanced data protection, seamless remote access, and simplified management, while reducing operational costs. This transformation not only safeguarded Guljag Industries' sensitive information but also empowered the company to drive growth with confidence and efficiency.

Challenges

Guljag Industries needed to enhance its security infrastructure to maintain control over employee activities, especially those related to business operations. The sales team, which frequently travels to meet clients, relies on office laptops for business meetings and closing sales. With the company's Microsoft Navision ERP solution hosted on AWS and accessible only through the HQ network, ensuring secure access and protecting sensitive data became a priority.

The existing security solution from another brand, required significant investment to maintain and upgrade, leading Guljag Industries to seek an alternative that offered greater usability, a more user-friendly design, and exceptional value.

Customer
Guljag Industries Ltd.

Industry
Manufacturing

Location
Jodhpur, India

Partner
Fidelity

Customer Background
Guljag Industries Limited, a leader in the industrial chemicals trade, is a prominent name in Rajasthan, India. Partnering with top manufacturers like Gujarat Alkalies & Chemicals and Tata Chemicals, Guljag Industries also excels in import-export and transportation. The company operates across divisions, including trading, sulphur chemicals, industrial gases, soap & detergents, and transport, all with a focus on efficiency and mutual benefit.

![Zyxel Networks logo]

> **Zyxel Networks' solutions have transformed our security infrastructure, delivering robust protection and seamless remote access at a fraction of our previous costs. We now operate with greater confidence and efficiency, fully equipped to handle our growing business needs."**

Mr. D. Dhoot
Managing Director, Guljag Industries Ltd.

Solutions

Zyxel Networks stepped in with a tailored solution that integrated the UTM security firewall and the Astra cloud-based endpoint security service. This combination provided Guljag Industries with advanced threat protection, secure remote access, and real-time monitoring of employee activities. The UTM security firewall delivered robust security features that protected the network from external threats and ensured secure access for the sales team, even when working remotely. Meanwhile, Astra offered cloud-based management and monitoring capabilities, allowing the company to maintain control over employee activities and ensure compliance with business policies.

This integrated approach allowed Guljag Industries to enhance its security posture without incurring the high costs associated with its previous solution. The sales team could securely access the ERP system from anywhere, ensuring productivity on the go, while the IT team benefited from simplified management and monitoring tools that keep the entire network secure and efficient.

Results

The implementation of Zyxel Networks' security solutions resulted in a significant improvement in Guljag industries' security posture. The company successfully reduced its operational costs while gaining a more secure and efficient infrastructure. The sales team, equipped with secure remote access, continued to perform optimally, and the IT team enjoyed the ease of managing security protocols through the cloud. Overall, Zyxel Networks' security solutions not only met but exceeded the company's expectations, ensuring a safe and productive environment for its expanding business operations.

- Powerful cloud-based network protection without breaking the budget
- Secure and efficient remote access boosts network performance and team productivity
- Simplified security management gives the IT team greater usability and a user-friendly design

Product List

- USG210 Firewall

- Astra Cloud-based Endpoint Service