ZyXEL

Success Story

Indian Mutual Fund Securely Connects Branches with ZyXEL Solution

Gallant of Infosys with help from ZyXEL India visited us to understand our requirements and offered us a very good solution.

While we had other options like Cyberoam, Netscreen from Juniper, SonicWALL from Dell and Fortinet etc., ZyXEL's offer was unmatched in terms of manageability, technological advances and value for money. We would give a high rating to the services from M/s. Gallant and support from ZyXEL, be it for the PoC, training of our team, or post sales service. This was indeed the right decision to go with ZyXEL."

Mr.Rathinam
IT manager
Kumbakonam Benefit Fund Ltd

Overview

Customer Name
The Kumbakonam Mutual Benefit Fund Ltd.

Customer Industry
Financial

Challenges
• Provide redundancy in connectivity
• Establish higher uptime commitment
• Create secured network
• Allow data encryption
• Provide centralized monitoring
• Establish centralized data backup
• Create end to end solution
• Solution must have low TCO & high RoI

Solutions
Unified Security Gateway

Benefits
• Quick RoI
• Enhanced security as all traffic from branches to central location is encrypted
• Redundancy of ISP at branch level
• BWM feature given at central and branch locations
• Easy configuration using simple GUI
• Low maintenance efforts and cost

Background

The Kumbakonam Mutual Benefit Fund Limited, otherwise known as KMBF, celebrated 112 years in business on November 25, 2015. The fund was founded by the late Rao Bahadur Sir N.Krishnaswamy Iyengar in 1903, and has since been guided throughout its history by many doyens of the city of Kumbakonam.

The fund is the only one of its kind in India that has reached the century mark. It currently operates several branch offices spread over Tamil Nadu, as well as one branch in Karaikal. The total number of shareholders of the fund is rapidly approaching the 10,000,000 mark, and the fund currently employs approximately 1,000 individuals.

Challenges

The Kumbakonam Benefit fund is a public enterprise in to NBFC category, wherein the key financial products are chit funds, deposits, and investments.

The company, which operates 110 branch locations across the southern state of Tamil Nadu, India, wanted to centralize for the sake of monitoring, computerization, management, fraud/risk mitigation, and transparency. The enterprise faced critical challenges to centralized branch connectivity, data backup, storage, and security for Internet traffic.

Their primary concerns were for CAPEX, OPEX, and data security, as they had financial data and uptime commitments. Also, with ERP in place, the funds dependency on its network was going to increase, and any technical glitch in would have serious consequences for business operations.

Solutions and Benefits

KMBF worked closely with their IT partner, Gallant Infosys, to identify a single vendor (from single Telecom) to provide a 3G dongle. Gallant Infosys tested candidates in lab and received approval from the end customer to procure the same dongle for each of 110 locations. ZyXEL won the contract over competing bids from Fortinet, SonicWALL, Juniper, and Cyberoam.

Gallant Infosys faced two key issues: 3G backup for WAN link and providing easy and fast deployment of the project. ZyXEL conducted online training sessions with the partner's technical team — located across Tamil Naidu — to ensure that a fast deployment could be achieved.

The ZyXEL USG300 Unified Security Gateway was installed in the KMBF corporate office and the USG 20s were installed in the remaining 110+ locations to provide VPN connectivity. The client now has the advantage of bandwidth control, security maintenance and Internet usage control with the USG 300. The USG 20s offer an excellent set of features and many solutions for data connectivity and 3G backup in case of DSL failure at any of the branch locations. KMBF are able to view all branches through VPN and DDNS subscription at their headquarters.

Thanks to the expertise provided by Gallant Infosys, the entire installation was carried out within the allotted time frame. KMBF received a complete package of versatile solutions from ZyXEL with reliable products and responsive technical support at a very affordable price.

## Product Used

USG300
Unified Security Gateway

- Unified Security Gateway
- Ultra-high performance and protection
- Comprehensive support to IPv6
- Supported various VPN solutions (IPSec/SSL/2TP)
- ICSA Firewall, IPSec certification
- Real-time, dynamic malware protection
- High Availability (HA)

ZyXEL

USG20 Unified Security Gateway

- Unified Security Gateway for SB
- All Gigabit Ethernet interface hardware design
- High-performance multi-layer threat protection
- Hybrid VPN (IPSec, SSL and L2TP) secures connection
- 3G USB dongle as the backup WAN

Diagram
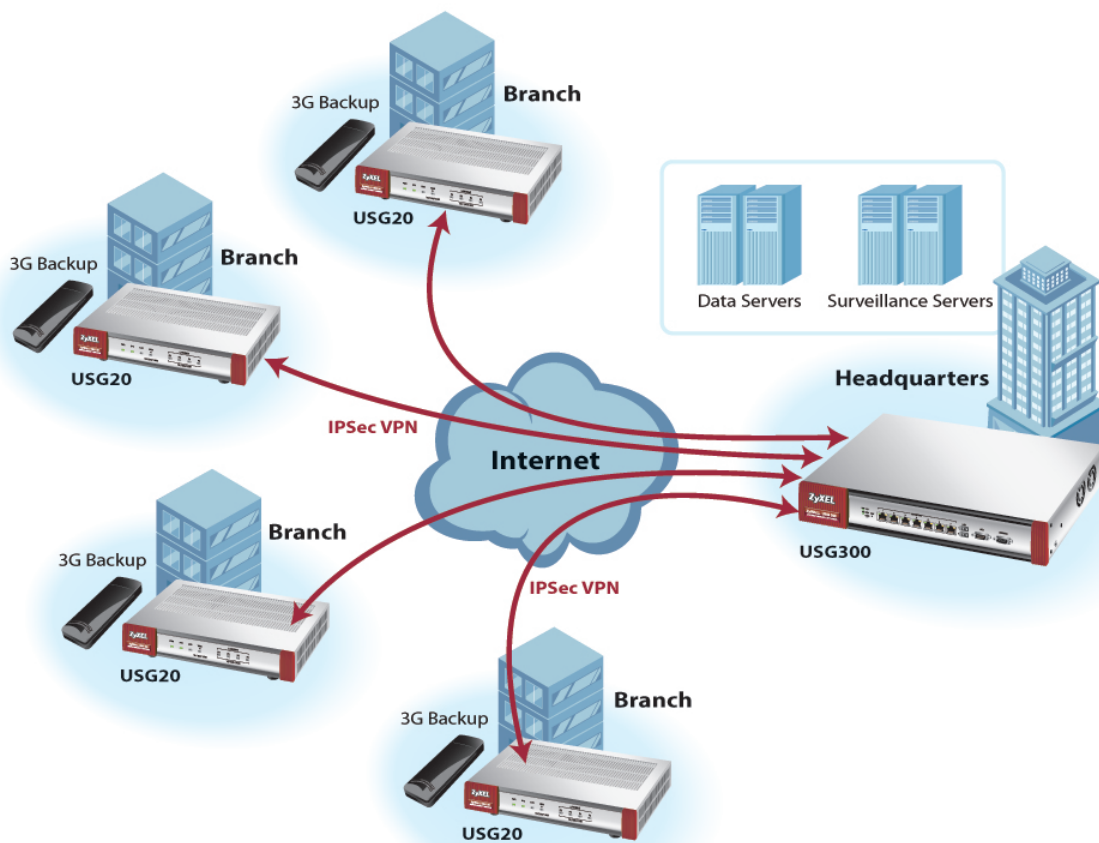
About ZyXEL Communications

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 gone through transformations in the fast-paced networking industry. Delivering cutting-edge communications innovations to more than 400,000 businesses and more than 100 million consumers throughout the world, today ZyXEL is one of the few companies in the world capable of offering complete networking solutions for Telcos, small to medium-sized businesses, and digital home users for a wide range of deployment scenarios. Telco solutions include Central Office Equipment, Customer Premise Equipment, Wired and Wireless Access Network Devices, and Carrier Switches. SMB and Enterprise solutions include Unified Security Gateways, LAN Switches, WLAN, and IP Telephony. Digital Home solutions include Network Connectivity Devices and Multimedia Solutions.

The company has 1000 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 35 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, http://www.zyxel.com.