



Success Story

Russian Cosmetics Company Receives Network Makeover



Manufacturing

INDUSTRY



CUSTOMER

ESTEL
Professional



REGION

Russia



SOLUTIONS

Zyxel
Security
Solution

Overview

Challenges

- Provide a complete network infrastructure with a wide range of products covering all needs, including industrial-wireless networking
- Solution must combine the performance and functionality of a gateway and high-bandwidth VPN with the ability to connect multiple external lines
- Solution should provide flexible setup and deployment options
- Vendor must provide local customer and technical support

Benefits

- Improved security
- Increased flexibility to meet future network demands
- Excellent support and customer service
- Excellent price-to-performance ratio
- Ability to seamlessly connect and support a variety of users and tasks, including manufacturing floors, branch offices, and salons

Solutions

- ZyWALL USG Solution
- ZyWALL VPN Solution

"We chose Zyxel solutions because it provides an excellent price/quality ratio, a wide range of product selections for the business segment, and was easy and simple to install and configure."

Leonid Nemtsov
IT director, ESTEL

Background

ESTEL Professional is one of the leading personal care and cosmetics brands in Russia and the Commonwealth of Independent States with two modern plants located in different areas of St. Petersburg, Russia, distributing throughout the country as well as internationally.

The company operates its own research laboratory, 18 training centers in different cities, and has developed nearly 1,000 different kinds of cosmetics. The company's product line focuses on hair colors, styling tools, skincare, haircare, and make-up products, making ESTEL a leader in both the regional and international beauty markets.



Challenges

Controlling a large manufacturing environment with a focus on safety is not an easy task. This is especially true for a manufacturer like ESTEL with plants and offices in different locations. The company needed a communications and network infrastructure it could count on to ensure its operations were secure, efficient, and productive. The company also required a secure network that would allow regional offices to access data center servers in the headquarters. To provide a stable and secure network, ESTEL decided to upgrade its infrastructure to increase current communication capacity while preparing for future growth.

ESTEL's existing security service lacked the performance to keep pace with increasing numbers of ESTEL staff accessing the corporate data center from outside the corporate office. There were several remote offices that connected via VPN site-to-site, nearly 30 users connecting via remote desktop protocol (RDP), and 10 users connecting through VPN client-to-server. In addition, ESTEL needed a new network for its beauty salon lines, which link to the corporate data center servers to perform data tracking and analysis. For this reason the company decided to move from a software-based service to hardware solution.

Solutions and Benefits

Implementation of the new network was carried out by the ESTEL IT team, which replaced the legacy web security service with ZyWALL series business firewalls.

ESTEL IT director Leonid Nemtsov described the upgrade process: "The further commissioning of the equipment did not cause any trouble, since all equipment was configured in a similar way. In addition, our IT specialists have passed Zyxel Certified Network Engineer (ZCNE) Security 1 and 2, the professional training course offered by Zyxel, which also helped the installation process go smoothly."

The whole upgrade process took two months and included researching solutions, configuration, testing, and implementation of the ZyWALL 1100 VPN firewall in the central office.

During the initial research stage, the solutions that competitors offered to ESTEL were either priced outside their budget or did not meet the company's technical and functional requirements.

"Zyxel was not considered in the first approach, but acquaintances advised us to pay attention to this brand," Nemtsov said. "I had an opportunity to get acquainted with the Zyxel business representative and take the ZyWALL 310 firewall for testing. There were no doubts about the results of the tests."

The ZyWALL solution met all ESTEL's data access, security, and stability requirements, connecting the headquarters to satellite offices, manufacturing resources, partner facilities, and remote offices.

ZYXEL

Nemtsov summed up his feelings about the ZyWALL solution from Zyxel.

"I strongly recommend Zyxel to others! A wide range of Zyxel business products and solutions has allowed to meet all needs in the design and installation of the

network, from access points and switches to firewalls. The network infrastructure increased productivity by reducing the launch time spent for remote branches. Also, the ease of configuration and reliability of the Zyxel products makes it possible to forget about the huge distances separating our offices."

Products Used

ZyWALL 110/310/1100 and USG20(W)-VPN • VPN Firewall



- Robust hybrid VPN (IPSec/ SSL/L2TP over IPSec)
- Facebook WiFi, Intelligence 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 (ZyWALL 110/310/1100 Series)

USG40/60 • 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 provides the friendly firmware upgrade to ensure its authenticity and reliability

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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