



## Success Story

Russian Chemical Company Upgrades and Unifies Network Infrastructure with Zyxel Security Gateways and Switches



Manufacturing

INDUSTRY



CUSTOMER

Russian  
Chemical  
Company



COUNTRY

Russia



SOLUCIÓN

Security &  
Switching  
Solutions

## Overview

### Challenges

- The existing switches were not integrated, resulting in poor network performance and management difficulties
- The network had to be secure and reliable to support the company's operations and future growth
- The project had to remain within a limited budget

### Results

- A stable network with advanced switches that are easy to manage and offers top performance
- Security using top-notch solutions that protects against several different kinds of known and unknown attacks
- Completed the project without exceeding the budget limits

### Solution

- Zyxel Security Solution
- Zyxel Switching Solution

### Summary

A Russian chemical company needed to upgrade its existing wireless network to improve its business operations. After carefully considering several global vendors, the company decided to opt for Zyxel's solutions because they were robust, easy to install, and cost-efficient. The project provided the company with a reliable network that is easy to manage and protected against malware and cyberattacks. Thanks to Zyxel solutions, the company is able to continue its operations and focus on future growth without having to worry about network issues.

## Background

Russian chemical enterprise, a large company that occupies several buildings, had been struggling with poor performance of its wireless network for a long time. The company has over 3500 employees, and on its premises, it had a production building, an administrative building, and a warehouse. All of these areas needed better wireless coverage. The customer also wanted to install an IP telephony system and upgrade the video surveillance

system throughout the site. A complete overhaul of the network infrastructure that would modernize and unify the switches was the solution to the customer's problems. The company turned to the system integrator FORT DIALOG, which is a partner of Zyxel Networks in Russia. FORT DIALOG is one of the top systems integrators in the country having consistently secured top ratings for various aspects.

## Challenges

The customer had installed switches from different manufacturers before. The existing infrastructure was not unified and couldn't effectively solve local problems. All this led to the enterprise network's poor performance, which hindered the company's operations and growth.

The customer's management described the project objectives as to solve the network infrastructure problems, unify the fleet of switches in the shops for ease of maintenance and configuration, and deploy an IP telephony and video surveillance system. An important factor was that all this had to fit into a limited project budget.

Sergey Bykov, the project manager from FORT DIALOG JSC, said that they formulated the main requirements for new equipment after inspecting the facility. "We decided that what was needed was the installation of more new ports, the ability to switch with optics, and PoE support, without overshooting the customer budget," Bykov said. "After agreeing on the specification with the customer, the equipment was delivered."

Three major global manufacturers, including Zyxel, participated in the tender. Zyxel solutions were the final choice due to its excellent technical characteristics, price, and quality.

## Solutions and Benefits

The customer's IT department carried out all work on the installation, connection, and equipment configuration. The project was completed between 2017 and 2020, a stretched timeframe, but Zyxel's responsive and professional services impressed the customer.

The supplied equipment fully met the stated requirements. Thanks to the project's implementation, the customer has optimized the cost of maintaining a department of 20 people.

Zyxel's products are ideal for those who have a budget limit but still pursue high-performance products. Bykov pointed out that the use of Zyxel solutions made it possible for the Russian chemical enterprise to implement a reliable network infrastructure that ensures proper operation of enterprise IT services, such as IP telephony and video surveillance, without exceeding the budget.

"During the implementation process, the customer's technical specialists had questions about connecting and configuring the equipment," Bykov added.

"Thanks to the prompt response of Zyxel's technical support directly through the engineers from head office, we solved all challenges in the shortest possible time. This pleasantly surprised the customer and encouraged the purchase of more Zyxel equipment, especially the Zyxel ATP800 Security Gateway."

The **ZyWALL ATP800 Firewall** is Zyxel's advanced network security solution that is equipped with smart cloud intelligence. It incorporates the Cloud Query service to protect networks from zero-day attacks that can go undetected by conventional security solutions. It also provides 24/7 protection against known and unknown cyber threats using a multi-source cloud database that is consistently updated by trusted third-party sources and other Zyxel ATP firewalls nationwide.

The Russian chemical enterprise now has an excellent network system that caters to all its requirements. The network is secure and easy to manage, offering peace of mind to the management.

## Products Used

### ZyWALL ATP800 • ATP Firewall



- Machine learning threat intelligence with global sync
- Sandboxing defeats unknown threats
- Hybrid scanning leveling up malware blocking
- High assurance multi-layered protection
- Reporting and analytics on cloud and device
- 1-Year full functional license services

### XGS2210-28HP • 24-port GbE L2 Switch with 10GbE Uplink



- Physical stacking up to 2 units and 96 Gigabit ports
- Gigabit connectivity plus four (4) SFP+ ports
- VLAN communication through access switch by static routing feature
- Supports sFlow that analyzes client behavior
- Complies with PoE+ with high power budget of up to 375 W

### GS1920-8HPv2/24HPv2 • 8/24-port GbE Smart Managed PoE Switch



- NebulaFlex™ gives you the flexibility to switch between standalone and our license-free Nebula cloud management
- Nebula cloud management allows easy deployment, real-time configurations, and effortless access to all your cloud devices anytime
- User-friendly web-based GUI to manage and set up the switch without learning complex CLI
- High PoE power budget 180W (8HPv2) and 375W (24HPv2)
- Smart fan and fanless designs offer silent operations in your office
- Check real-time status intuitively by cloud and PoE LED indicators

## Products Used

### GS1100-10HP • 8-port GbE Unmanaged PoE Switch with GbE Uplink



- Fanless design for silent operation
- Two SFP ports support easy long-distance deployments
- IEEE 802.3x Flow control supported
- Supports PoE+ which provides a maximum of 30W per port

### GS2210-8/24 • 8/24-port GbE L2 Switch



- 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

## About Zyxel Networks

Focused on innovation and customer-centricity, Zyxel has been connecting people to the Internet for over 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for business and home users. We're 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.

Copyright © 2020 Zyxel and/or its affiliates. All Rights Reserved. Zyxel, Zyxel logo are registered trademarks of Zyxel Communications Corp. All other brands, product names, or trademarks mentioned are the property of their respective owners. All specifications are subject to change without notice.