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Success Story

Russian Drug Company Discovers Network Cure with Zyxel Wireless Solution

INDUSTRY — Pharmaceuticals

CUSTOMER — Afe

COUNTRY — Russia

SOLUTIONS — Zyxel wireless solution

Overview

Challenges

- WiFi must adequately cover three-floor office building
- Network should accommodate data usage of growing staff
- Configuration needs to be quick and easy

Solution

- Zyxel wireless solution

Results

- New infrastructure delivers fast, secure, and scalable WiFi
- Straightforward management interface allows for easy configuration
- Native-language tech support enables swift troubleshooting

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Background

When a growing staff led to unstable WiFi, pharmaceutical supplier Afe decided to move to a brand new building with a more powerful network infrastructure. This network would need to have the ability to handle the day-to-day usage of the company's 10 employees, as well as sufficient range to cover the building's three levels: a basement, ground floor, and second story, which would serve as a meeting room.

Challenges

While trying to achieve the main goal of providing stable, high-speed internet connectivity, Afe wanted to ensure that its upgraded network was also scalable. Any technical solution would also need to take into account the fact that the building's interior design scheme would not attempt to hide network cabling or infrastructure.

"The client's design [for the new building] excluded the use of suspended ceilings," explained Alexey Yurov, technical director of Torlion, referring to the secondary

ceilings commonly hung in offices to conceal cabling and other network infrastructure. "Therefore, we had to develop a plan that took this into account but still enabled the network to be scaled up."

Afe also hoped the resulting network would have an intuitive management interface with Russian-language tech support, which would make any necessary trouble-shooting quick and stress free.

Solutions and Benefits

After competing with five other world-famous tech companies for the right to work with the pharmaceutical company, Zyxel was chosen for its comprehensive, practical network solution.

Torlion planned to build the network around the **ZyWALL110 firewall** designed for small- to medium-sized businesses. The gateway solution's Easy VPN provides auto-provisioned, client-to-site IPSec VPN setup for secure, convenient connectivity and sharing of company resources.

The **NWA5121-NI access points** are a great way to future-proof any academic, hospitality, or business venture. The

APs are able to be easily converted from standalone to centrally managed, and their compatibility with 802.11ac lets it deliver blazingly fast WiFi. Since they also have PoE functionality, the **GS2210 series switch** can do the heavy lifting when it comes to powering the network infrastructure. In the future, the company hopes to use the switch for the installation of an IP telephone system.

It was a solution that satisfied all of Afe's current and future needs. "Everything works well," summed up Alexey Yurov. "The company has fast and reliable WiFi thanks to the ingenuity of Zyxel."

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Products Used

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

GS2210-48HP • 48-port Gigabit L2 PoE Switch

- Fully managed Layer 2 switching solution
- GbE RJ-45 and GbE SFP connectivity
- Complies with IEEE 802.3af PoE and 802.3at PoE Plus with a high 375-W power budget
- 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
- Future-proofed with IPv6 support
- Supports ZON Utility and Smart Connect for easier, more efficient setup and management

NWA5121-NI • 802.11n Unified Access Point

- Ceiling- and wall-mountable design with optimized RF performance
- 2-in-1 standalone/managed AP design
- CAPWAP management supported
- 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.