



Success Story

ZyXEL Security Solution Eases New Delhi Medical University's Growing Pains

"It was a typical campus security project with bid requirement, and we had biggies like Sonicwall, Fortinet, Cisco and others as competition on one hand, as well as cheaper brands like D-Link, Cyberoam and others on the other hand. However, what helped us win the contract was true price-to-performance ratio. Typically, in any Indian bidding process, contract holders negotiate only with the lowest bidder (L1), but as we were pretty confident in our solution, we requested a physical demonstration for the customer as a part of the technical evaluation, as the commercial opening was to happen only after TEC. We were rated T1 (technically best) in our proof of concept, and the only competition remaining was with Sonicwall, Fortinet & Cisco. That's how we won the project on best price-performance ratio".

Anurag Pandey

Key Account Manager, Binary Global Limited

Overview

Customer Name

All India Institute of Medical Sciences

- Provide scalable solutions
- User-friendly and cost-effective

Customer Industry

Education

Challenges

- Provide future-proof solution to accommodate the increased demands faced by school
- New solution must integrate with existing solutions and replace legacy
- Ensure robust security to protect all network resources
- Provide a cost-effective network

Solution

- Unified Security Gateway

Benefits

- Provide reliable services that satisfy critical performance criteria

Background

The All India Institutes of Medical Sciences (AIIMS) is a medical college and research public university located in New Delhi, India. The institute was established in 1956 by an act of the Indian parliament with the objective of developing a strong curricular foundation for undergraduate and postgraduate health care education in India.

AIIMS continually seeks to achieve a high standard of health care education, research and service. It is recognized in India and globally as a medical institution that best combines excellent medical education with cutting-edge research and quality health care. AIIMS is staffed by over 10,000 individuals, including 750 faculty members, and supported by resident doctors, nurses, paramedics, scientists, non-medical officers and staff.

Challenges

AIIMS's outdated and outmoded network infrastructure was hampered by poor bandwidth capacity and numerous data bottlenecks. As such, the existing system was unable to adequately fulfill the needs of the institution.

Compounding these problems were users who were downloading video and other content from Internet, which was consuming large quantities of bandwidth. Also, users frequently visited websites that were the source of malicious software, viruses and other threats. Therefore, a UTM device was required in the network to eliminate these threats. The devices would have to integrate easily with existing solutions and replace legacy devices.

Solutions and Benefits

ZyXEL products were selected for the strong support, ability to resolve client problems, and their outstanding price to performance ratio.

Our job was to secure the network of a mammoth-size institution with nearly 5,000 regular users across the campus. The network required all user profiles to be connected, including normal users, guest users (Internet only), mobile users, power users who needed the core LAN connectivity, ERP users, students, and teachers—everyone. It also required an infrastructure stretched across an area that included 17 hospital buildings, outdoor areas, libraries, hostels, etc.

To secure such a large project for wired and wireless access, a few key points became of prime importance, which the IT department of AIIMS had placed major emphasis on. These included the need for strong security measures, stringent policy implementation, user-friendly management, and scalability.

Active Directory integration was required in place to handle user authentication. Moreover, there was a need to configuring two devices in active/passive mode for high availability, as devices were at different locations in same network.



To fulfill these needs we created a three-tier security architecture. For the last-mile phase of the network at departments, libraries and other smaller user-base areas, we placed ZyXEL's USG 100 unified security gateways. At the aggregation layer, like wards, hostels and other larger user-base areas, we placed ZyXEL USG 200 gateways. Finally, in the central facility at the network core, we installed a ZyXEL USG 300. This three-tier distributed security architecture helped keep the solution cost effective, yet also scalable. We utilized a single sign-on feature that is user-friendly and comfortable for regular users to use, offering mobility and seamless roaming across the campus. The resulting solution delivers both better overall network service and is future-proof for eventual upgrade and expansion.

Product Used



USG300 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)



USG200 Unified Security Gateway

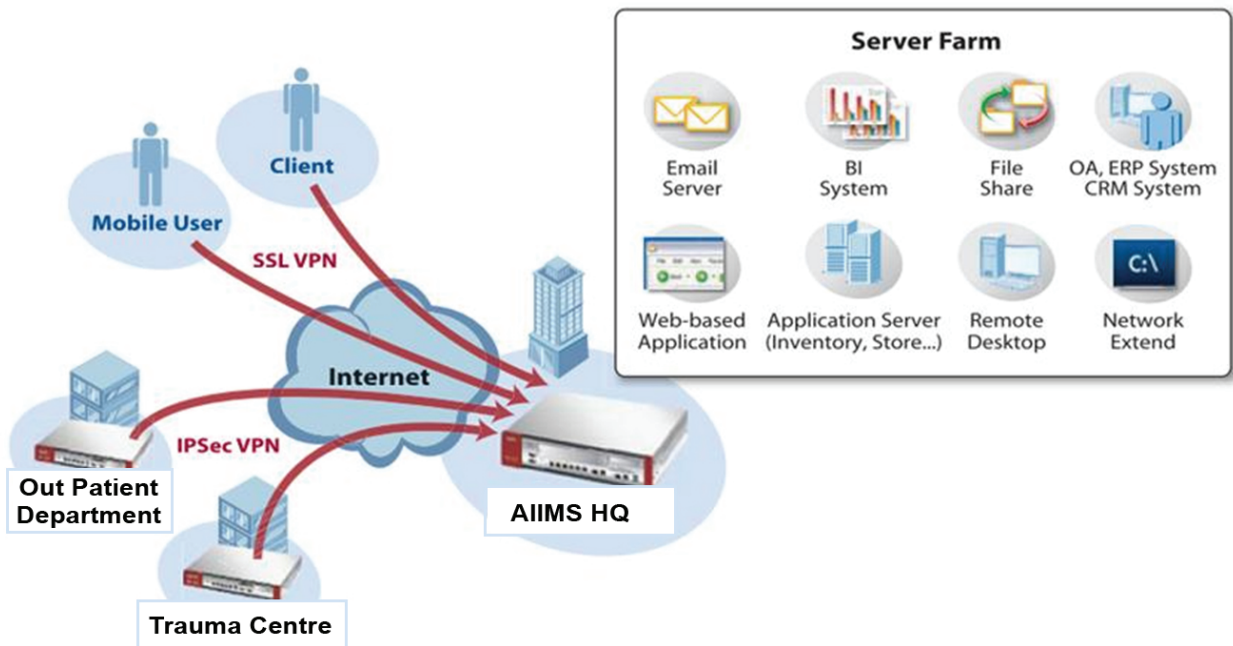
- Robust hybrid VPN (IPSec/SSL/2TP)
- Zero-configuration remote access with EASY VPN
- Supports L2TP VPN on mobile devices (iPhone and Android phones)
- ICSA Firewall, IPSec certification
- Content filter stops malware and Web threats
- Powerful e-mail security
- Non-stop Internet access with multiple WAN and 3G backups



USG100 Unified Security Gateway

- Robust security without sacrificing performance
- Comprehensive support to IPv6
- Robust hybrid VPN (IPSec/SSL/2TP)
- Zero-configuration remote access with EASY VPN
- Supports L2TP VPN on mobile devices (iPhone and Android phones)
- ICSA Firewall, IPSec certification
- Content filter stops malware and Web threats
- Powerful Email security
- Non-stop Internet access with multiple WAN and 3G backups

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 modern 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>.

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