



## Success Story

Indian Financial Institution Banks Deploy ZyWALL VPN Solution to Connect Branches



Banking



Kumbakonam  
Mutual Benefit  
Fund Ltd.



South India



Zykel  
Security  
Solution

## Overview

### Challenges

- The company needed to provide a network solution that could meet the needs of its staff and management, both on-site and at its HQ
- The server located at the HQ side must be accessible from branch side on wired and mobile devices
- The connectivity must be secure so that communication cannot be intercepted in-between
- Some branches have Internet connectivity with dynamic IP address so solution had to be DynDNS compatible
- Solution needs to be future-proof

### Benefits

- Provides high-speed and secure connectivity
- Easy setup and management
- A flexible and future-proof solution
- Affordable with excellent ROI
- Anti-malware protection, anti-virus, anti-spam, content filtering, IDP, next-generation application intelligence and SSL inspection
- Built-in WLAN controller for centralized AP management

### Solutions

- ZyWALL USG Series

"We were looking for a cost-effective and secure solution to connect our client's offices, which are in different cities. Many vendors came with different solutions, but we had decided to go with Zyxel's VPN because of its performance and cost-effectiveness."

Mr. Ashok Sharma  
Managing Director, Gallant Infosys

## Background

Established in 1903, the Kumbakonam Mutual Benefit Fund Ltd. operates a successful chain of financial institutions with its head office located in Tamil Nadu, south India.

In the current era of high-speed banking and marketing, as well as the evolving phenomena of banking pluralism,

KMBF has been progressing at an enviable pace. The main business of KMBF's fund is to advance loans to shareholders on easy terms at favorable interest backed by the security of gold and jewels. KMBF is the only institution of its kind in India, operating 107 branches with over 700 employees, including a branch in Karaikal.

## Challenges

KMBF needed a network solution that would link the company's headquarters to its numerous branch institutions. The new network would have to allow staff and management to carry out critical financial transactions, and thus security and stability would be

primary concerns. Branches and employees in the field also needed to be able to connect to the main server both via a fixed network and through their mobile devices. Any solution would have to be scalable and expandable to keep pace with the banks own growth trajectory.

## Solutions and Benefits

To carry out the network upgrade, KMBF chose Zyxel for a VPN solution. The ZyWALL VPN Solution provide businesses like KMBF a secure and convenient way to share company resources with partners, customers, or employees on business trips. Traditional VPN solutions can be hard for non-technical users to configure, which greatly reduces their usability and convenience. Zyxel VPN Firewalls feature Easy VPN to provide auto-provisioned client-to-site IPsec VPN setup.

The products deployed included the USG300 unified threat management (UTM), which delivers reliable, non-stop VPN services with multiple-WAN failover and fallback support. With two WAN connections — one primary and one for redundancy — the Zyxel VPN Firewall automatically switches to the backup connection if the primary link should fail, and automatically switches back to the primary connection once it is back online. A Zyxel

USG20 Unified Security Gateway was deployed at branch side to provide access to the HQ applications via VPN connectivity, and USG20W firewalls were deployed at the branch level where wireless connectivity was required. Branch users can now connect directly to the VPN via their mobile devices.

"Providing uninterrupted, fast, and secure access for our internal staff was the major challenge, initially, we had had trouble in configuration, so we asked Zyxel to conduct the training at our premises to understand the technology better. After the training, we found the devices very easy to use and easy to troubleshoot. Overall, our staff is happy with connectivity between the offices because whenever they need data from a branch office, they can easily access it with one click, giving an experience like local access." said Mr. Ashok Sharma, Managing Director of Gallant Infosys, Zyxel local partners.

## Products Used

### USG300 • Unified Security Gateway



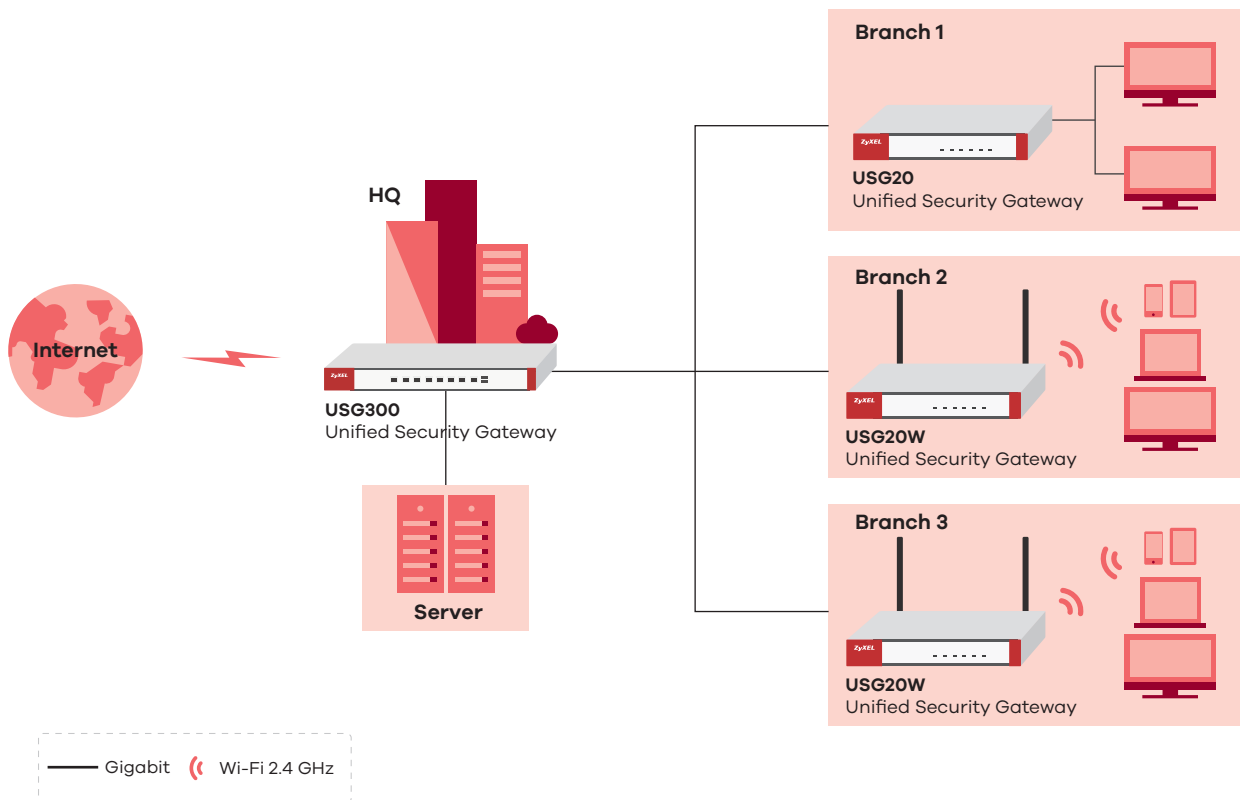
- Unified Security Gateway
- Ultra-high performance and protection
- Comprehensive support to IPv6
- Supported various VPN solutions (IPSec/SSL/2TP)
- ICSA Firewall, IPSec certification
- Real-time, dynamic malware protection
- High Availability (HA)

## USG20W • Unified Security Gateway



- Unified Security Gateway for SB (1-5 PC Users)
- 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

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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