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Diamond in the Rough

[Written by Dan Breeman]

A few years back, Joe Sykora was on the lookout for an inexpensive virtual private networking (VPN) solution that would satisfy his customers' demands. More recently, French jeweler Van Cleef & Arpels, with U.S. operations based in New York City, was searching for a similar solution to help safeguard its data in its retail stores throughout the states.

Both found a cost-effective solution from SonicWALL.

Scorecard

- ✓ **End-User**
Van Cleef & Arpels
- ✓ **Reseller**
Fortress Network Security
- ✓ **Solution**
Virtual Private Networks (VPNs)
- ✓ **Vendor**
SonicWALL

"They were looking for an IPsec VPN solution that was redundant," says Sykora, president and CEO of Fortress Network Security based in Louisville, KY. "They decided to go with the SonicWALL PRO 3060s at their corporate offices in New York. So we installed the boxes and we're now doing an Internet load balancing fail-over so they have multiple Internet connections at that location."

Fortress Network Security started as a

SonicWALL partner back in 2000 after searching for inexpensive appliances that could handle virtual private networking. One of the company's first major SonicWALL deals was with Cartier, the French watchmaker-jeweler, back in 2000, managing their security. Cartier and Van Cleef & Arpels then became part of the Richemont family of luxury goods groups.

"We tried SonicWALL and the rest is history, because we signed up with them and became a Preferred Partner," says Sykora, who is also president and CEO of InterSpace Computers, Inc. We actually got their products in and our technicians loved them. The big thing was that it worked; it's that simple. We started out installing the smaller boxes and worked our way up."

After receiving proposals from

several tier-one providers, Van Cleef & Arpels decided to go with the SonicWALL solution.

"We had an aging frame relay infrastructure with dismal speeds at roughly three times the cost of a DSL/VPN solution," says Armen Danelian, IT manager, Van Cleef & Arpels, Inc. "Once we determined the risks/costs of using DSL versus private leased line for our business operations, the advantages were pretty clear. We tested VPN for one store using a firewall/router from another vendor for over six months and were happy with the results. At the same time, our group company was in the process of standardizing on VPN equipment and IP subnet scheme and recommended SonicWALL for any VPN project. Their equipment hit the right spot for price, features and performance."

The SonicWALL PRO 3060 is part of the SonicWALL PRO Series Internet Security Platform and provides enterprise-class firewall throughput and VPN concentration.

"The install itself went very smoothly," says Sykora. "The biggest challenge we had was in getting some of the firmware released to support the multiple ISPs. Originally, we were going to use a third-party solution to load balance the Internet connections but with the 3060 we could just use the box and have it all in one unit."

"It gives us the ability to comply with group standards, and paves the way for WAN connections that will push ahead various reporting and consolidation efforts," adds Danelian. **V**

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