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Peter Smith
Financial Services Manager



INDUSTRY Distribution

BACKGROUND As one of the world's leading distributors of equine products, Weatherbeeta's world-wide distribution network was in need of some world-class IT security infrastructure.

The problem was that they were saddled (so to speak) with a dated and poorly-performing frame-relay network joining the Weatherbeeta headquarters in Australia with operations in New Zealand, the UK and the USA.

Peter Smith, Weatherbeeta's Financial Services Manager, summed up the situation well: "The old system worked, but it was slow and expensive, with security concerns."

REQUIREMENT Smith had recognised that Weatherbeeta's requirement was twofold: world-class perimeter security, and the ability to securely, reliably, and economically connect their premises around the world with managed VPNs.

Furthermore, Smith and his team wanted a single point of contact, globally. "I wasn't interested in putting the parts together ourselves with different organisations around the world," explains Smith. "I wanted an organisation with the global reach and technical ability to make it all work."

SOLUTION Weatherbeeta selected Network Box Rack Mount systems for head office, the UK, and the US operations, and a SOHO system for the New Zealand office.

"We then gave Network Box the task of implementing and enforcing our security policy globally, as well as building and managing a fully-meshed IPsec VPN," says Smith, "and at the same time, we told them we wanted them to handle the cutover from our frame relay system seamlessly".

"It would be unfair to say that deployment was straightforward", says Smith. "There were all sorts of issues, as would be expected, particularly with Telcos and ISPs in four different countries. But the bottom line is that once the infrastructure was installed, Network Box's part of the puzzle fell seamlessly into place".

COMPETITION Finding competing offerings was a non-issue: according to Peter Smith: there just weren't any.

"We wanted an integrated solution, not some sort of best-efforts combination of service from a supplier using someone else's system. In terms of the total solution we were after, Network Box's offering was unique", reports Smith.

The new system works brilliantly.

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This case study was authorised by Weatherbeeta on 11 October 2004

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“We had fully expected improved security, and obviously we got it. But the significant improvement in performance was a surprise,” reports Smith. “Our staff round the world has been giving the Network Box glowing reports – the improvement in performance that we’ve

seen by moving from a private network to Internet VPNs has been significant.”

“We’re getting better security than before, better performance than before, and saving money on top of it”, says Smith. “It sounds too good to be true, but it actually all works!”

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