



## 'Network Box stood out on both the technical and financial fronts'

Mark Kowitz,  
National Information Technology Manager



### INDUSTRY Office Products

**BACKGROUND** Boise is a major international distributor of office solutions, building materials and an integrated manufacturer and distributor of paper and paper products.

Headquartered in Boise, Idaho, USA and with total sales of US\$7 billion, the company is ranked 252 in the Fortune 500 (America's 500 largest corporations).

Boise's Office Solutions arm is a premier international distributor of office solutions with the head office in Chicago, Illinois. It has offices throughout the United States, Canada, Australia and New Zealand. Boise's Australian head office is in Melbourne.

**REQUIREMENT** Boise's Australian division conducted a comprehensive IT security audit of their systems, infrastructure & environmental controls in September 2002. Boise decided at this point to re-engineer the IT perimeter security to meet the high security requirement of their business.

"Competence, capability, flexibility and value for money were our drivers," says Mark Kowitz, National Information Technology Manager.

"Ideally, we wanted a comprehensive solution with a single point of contact. Network Box provided everything we wanted from the one competent supplier".

**SOLUTION** Boise's requirements were particularly complicated: almost a dozen different network segments, multiple corporate entities to support, and a disaster recovery requirement to satisfy as well.

This meant multiple systems: two Rack Mounts at headquarters in Melbourne, one working on each of two different Internet connections for two different networks. A SOHO is also located offsite for disaster recovery purposes.

**COMPETITION** "We went to market in 2002 and received many submissions from across the IT security industry", says Mr Kowitz. "Without exception, all the responses we received fell into one of two categories."

"The first were technically adequate, but priced at a level that just did not make business sense. The second group were acceptable in terms of pricing, but did not meet our comprehensive integrated security requirements."

"We wanted the functionality and performance that comes from comprehensive integration."

"Network Box provided an integrated solution that stood out on both the technical and financial fronts", he concludes.

Boise's tag line is "**BOISE. IT COULDN'T BE EASIER**". And with Network Box, it couldn't.

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