

Secure, Global Collaboration Puts Storage Startup on the Fast Track to Success

Customer:

ONStor

Industry:

Information Technology

Challenge:

Deploy secure networking infrastructure to allow employees and partners to access information resources from anywhere around the world.

Solution:

Juniper Networks NetScreen-5GT, NetScreen-50, Secure Access 2000 with the Secure Meeting Option

Benefits:

- Enable easy remote access and collaboration among employees, contractors, and partners as a competitive edge for this fast-growing storage startup
- Provide world-class, 24/7 support to customers
- Significantly reduce costs associated with outside Web conferencing service
- Ensure easy, centralized administration of network by a small IT team

A startup company needs advantages. It must be able to leverage its technology and size to get to market first with innovative products and it must have the agility to scale and grow as needed. The ability to work collaboratively with the best employees and partners to stay one step ahead of entrenched market players is one critical success factor for ONStor, a Silicon Valley maker of network-attached storage gateways.

At ONStor, collaboration is fueled by a robust set of Juniper secure networking solutions that extends the company's reach worldwide. "We need to provide 24/7 access to our infrastructure over a very wide geographic landscape," says Kevin Matthews, manager of information systems at ONStor.

The Solution

ONStor executives are located around the world, as are its development and manufacturing partners. To enable seamless collaboration, ONStor has connected its two California offices with satellite locations in the United Kingdom, Germany and Japan using site-to-site IPSec VPNs. ONStor also set up site-to-site VPNs from executives and key employees' home offices so they can work remotely with the confidence that their connections are secure.

Whether on the road for the week or working from home for the afternoon, ONStor's mobile employees can easily and securely access the network using Juniper's Secure Access SSL VPN. Remote customers and development partners also access the extranet extensively through Secure Access.

ONStor has deployed Juniper Networks NetScreen-50 appliances at its headquarters in Campbell, CA and its outsourcing partner in India. It has deployed 10 Juniper NetScreen-5GTs for perimeter security at branch offices and employee home offices. ONStor uses the Juniper Networks Secure Access 2000 (SA 2000) SSL VPN, which provides cost-effective remote and extranet access as well as intranet security.

The NetScreen-50 is an integrated IPSec VPN/firewall appliance for small and medium-sized companies. It provides perimeter security with multiple DMZs, IPSec VPNs, or protection of internal networks. The NetScreen-5GT includes IPS, Antivirus, Anti-Spam and Web filtering which allows the NetScreen-5GT to defend the network against worms, Spyware, Trojans, malware and other emerging attacks. The NetScreen-5GT integrates Stateful and Deep Inspection firewall, IPSec VPN, and DoS mitigation.

The Benefits

ONStor’s secure infrastructure is a critical element to its early market success. Its network must be fast, reliable, flexible, and operationally efficient.

A flexible infrastructure is essential for a fast-growing company, and to manage the inherent change in any fast-growing network, ONStor uses dynamic route-based VPNs among its office locations. Dynamic route-based VPNs enable dynamic routing over the IPSec VPN tunnels to completely separate the transport, forwarding decision from the VPN connection, providing a Layer 2-like network operation, with more security and flexibility.

“I can easily add remote sites on a route-based VPN and switch back to a policy-based VPN as needed,” says Matthews. “I don’t have to worry about the different policies I put in place, I can just lock down access by site and then add only the routes that are necessary.”

The NetScreen-50 firewalls are high performance—and handle everything that ONStor throws at them, including performing data mirroring over IP across multiple locations. The NetScreen-50 appliance offers 170 Mbps of firewall and 45 Mbps of 3DES or AES VPN performance and can support 500 VPN tunnels.

Juniper’s SSL VPN makes it easy for ONStor to ensure that the different groups of users, such as employees, contractors, and customers, have access to only the resources they need, ensuring productivity while delivering tight security. The Juniper SSL VPN also enables ONStor to support remote access on a broad set of desktop and laptops, including Mac, Intel-based Mac, Linux and Windows. On average, 50 to 100 users are on the SSL VPN at any time.

“The SSL VPN is incredibly fast and rock solid,” Matthews says. “Everyone raves about how good it is.”

The use of an SSL VPN eliminates the need for client-software deployment, changes to internal servers, and costly ongoing maintenance – a chore Matthews found particularly onerous with the company’s previous IPSec VPN product for remote access.

With customers including Time Inc., Shopzilla and Nielsen Media Research, the ability to deliver outstanding customer support is a competitive differentiator for ONStor. “We deliver customer support with someone live at the end of the line 24 hours a day, 7 days a week,” says Matthews. ONStor’s support team has found the Secure Meeting option on the Secure Access appliances to be indispensable in the effort. Secure Meeting enables communications between virtual teams, including real-time application sharing and doesn’t require any pre-installed software to be deployed.

“Our support team loves Secure Meeting,” says Matthews. After trying out Secure Meeting, the support team quickly switched from its outside Web conferencing service. Not only did ONStor reap a huge cost savings by eliminating a costly recurring service fee for Web conferencing, but they also concluded that Secure Meeting was faster and more reliable.

As a long-time user of Juniper Networks products, Matthews has found them a natural fit at ONStor. “Juniper products are fantastic. They’re reliable and they work as promised,” Matthews says.

Matthews notes that the uptime on the firewall and SSL VPN is “outstanding.” Reliability is critical, as Matthews and another manager support the company’s IT infrastructure, telecom and facilities. He also appreciates the advanced management capabilities of Juniper’s SA 2000 Central Manager, which provides for unified administration and detailed auditing and reporting. Matthews also compliments Juniper’s support and the ability to download software updates easily.



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