



Customer:

Interland, a Web hosting and online service company for small and medium-sized businesses

Industry:

Telecommunications/Online services

Challenge:

Installing and operating a security infrastructure that meets the cost and performance needs of small- to medium-sized companies

Solution:

Juniper Networks NetScreen firewall and IPSec VPN solution

Benefits:

- Breadth of product line allows increased service offerings
- Increased revenue growth
- Secure remote access to corporate data

Interland is a leading Web hosting and online services company. As a provider of online solutions since 1995, Atlanta-based Interland recognizes the need to make valuable, efficient, robust, big-business hosting solutions available to small- and medium-sized businesses. Interland has been named the 2003 Frost & Sullivan Market Leader in Shared Hosting and has been recognized as the #1 Dedicated Servers Host Provider by Web Host Directory.

Interland's previous firewall solution for its dedicated and shared managed service offering became too expensive and consequently, cost prohibitive for small- to medium-sized customers.

The Solution

After careful review, Interland selected the Juniper Networks NetScreen integrated firewall and IPSec virtual private network (VPN) solution for multiple customer facing applications as well as an internally facing deployment.

The Juniper Networks NetScreen-500 system which provides integrated firewall and VPN functionality with up to 700 Mbps firewall performance and up to 250 Mbps of 3DES IPSec VPN performance. The devices are serving as core firewalls for Interland's shared hosting service and are seen as an imperative step in helping to effectively protect against cyber attacks. Interland also deployed in High Availability (HA) mode two Juniper Networks NetScreen-50 appliances, providing up to 170 Mbps firewall and up to 50 Mbps 3DES IPSec VPN performance.

“Our dedicated security services offerings are the highest growing add-on service for us because Juniper Networks allows us to offer customers an affordable and high performing firewall solution.”

Cindy Appel

Interland
Vice President of Product Management

Juniper Networks NetScreen-25 appliances are also being used internally for firewall protection of the corporate network. Interland employees are using the devices for site-to-site IPsec VPN access from remote offices.

More than 200 Juniper Networks NetScreen-5XT appliances, providing up to 20 Mbps firewall and 13 Mbps of 3DES IPsec VPN performance, and NetScreen-25 appliances, providing up to 100 Mbps firewall and up to 20 Mbps 3DES IPsec VPN performance, serve as firewalls for Interland's dedicated hosting service and are located in front of customers' dedicated Web servers. In addition, more than 250 customers are using the Interland firewall and VPN service and for site-to-client and remote access.

The Benefits

The Juniper Networks NetScreen product line increases Interland's ability to meet the needs of their individual customers. "The breadth of the network security products are great for a managed service provider because it allows us to easily expand our offering to meet the needs of our customers," said Cindy Appel, vice president of product management at Interland.

Since the summer of 2003, Interland has seen an increase of more than 50 percent in its security services revenue growth and attributes most of that success to Juniper Networks. "Our dedicated security services offerings are the highest growing add-on service for us because Juniper Networks allows us to offer customers an affordable and high performing firewall solution. Juniper Networks has helped improve our top line performance in this area of our business," added Appel

Juniper Networks IPsec VPN is also allowing remote offices to easily connect to corporate headquarters. No matter where the Interland employee is located all employees now have secure access to corporate data.

"Juniper Networks was a solid solution and the price performance value proposition is great," said Appel. "We are so impressed with the Juniper Networks NetScreen product line that they are now the only firewall option available for purchase with our managed service offering."



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