

“Juniper Networks network products are easy to deploy and scale tremendously well. Juniper Networks has allowed us to decrease staff while almost tripling the amount of computers we can support.”

Shuaib Khan
For Eyes Optical
Chief Information Officer

For Eyes Optical Sees the Value of the Juniper Networks Network Security System

Page 1 | Customer Profile



Customer:

For Eyes Optical, a national retail optical company

Industry:

Retail

Challenge:

Cost-effectively secure the corporate network

Solution:

Juniper Networks NetScreen firewall and IPSec VPN solution

Benefits:

- Increased security
- Increased network performance
- Increased employee productivity
- Reduced operational costs

For Eyes Optical is a national retail optical company with more than 130 stores nationwide. As a privately held business since 1972, For Eyes Optical is the only major optical retailer in the nation owned by opticians and has successfully positioned itself as a valued provider of quality eyewear and services. In 2002, For Eyes Chief Information Officer Shuaib Khan made it a priority to tie all 130 nationwide stores together by means of a virtual private network (VPN) so that inventory, point-of-sale and customer information could be maintained in one centralized database. Originally using Cisco PIX for their firewall and VPN, Khan found the solution increasingly difficult to manage and affected his team's efficiency. "The Cisco solution was so difficult to use, we had to allocate a Cisco-certified full-time staff person just to manage the products. Not only was the Cisco solution time consuming to maintain, it wasted a corporate resource, which means wasted money," Khan stated.

The Solution

Needing a new network security solution that allows for increased performance while easily connecting all retail stores to headquarters, For Eyes Optical replaced its Cisco solution with Juniper Networks NetScreen appliances.

Juniper Networks NetScreen-204 appliances, which offer up to 400 Mbps of firewall performance and up to 200 Mbps of 3DES IPSec VPN performance, are located at the corporate headquarters in Miami to protect inventory information and customer data. The network security devices are deployed in high-availability (HA) mode and are also serving as VPN concentrators for the 130 retail stores to securely access customer data from the Miami, Florida, headquarters' central database.

The Benefits

A true test of a solid firewall is performance and reliability. Since deploying the Juniper Networks NetScreen security solution, For Eyes Optical stores and branch offices have noticed an improvement in the network performance. No longer do they get “retry” messages when they attempt to connect from remote sites. The connection is fast and reliable without sacrificing For Eyes Optical’s security.

For Eyes has also been able to reduce operational costs. Because of the Juniper Networks security appliances’ intuitive user interface, For Eyes needs fewer people and man-hours to support the firewall. The Juniper Networks easy-to-use interface allows a general IT staff person to maintain the firewall even if they are not security experts.

Additionally, the simplicity of Juniper Networks security systems’ purpose-built, hardware-based appliance with a custom operating system offers For Eyes the flexibility to install and maintain the firewall without having to worry about overburdening the small networking staff to manage the solution and handle upgrades.

“Juniper Networks network security products are easy to deploy and scale tremendously well. Juniper Networks has allowed us to utilize our existing staff and its expertise while almost tripling the number of computers we can support. Juniper Networks is the best solution from a long-term cost-savings standpoint,” commented Khan.



**CORPORATE HEADQUARTERS
AND SALES HEADQUARTERS
FOR NORTH AND SOUTH AMERICA**

Juniper Networks, Inc.
1194 North Mathilda Avenue
Sunnyvale, CA 94089 USA
Phone: 888-JUNIPER (888-586-4737)
or 408-745-2000
Fax: 408-745-2100

EAST COAST OFFICE

Juniper Networks, Inc.
10 Technology Park Drive
Westford, MA 01886-3146 USA
Phone: 978-589-5800
Fax: 978-589-0800

**ASIA PACIFIC REGIONAL
SALES HEADQUARTERS**

Juniper Networks (Hong Kong) Ltd.
Suite 2507-11, Asia Pacific Finance Tower
Citibank Plaza, 3 Garden Road
Central, Hong Kong
Phone: 852-2332-3636
Fax: 852-2574-7803

**EUROPE, MIDDLE EAST, AFRICA
REGIONAL SALES HEADQUARTERS**

Juniper Networks (UK) Limited
Juniper House
Guildford Road
Leatherhead
Surrey, KT22 9JH, U. K.
Phone: 44(0)-1372-385500
Fax: 44(0)-1372-385501

www.juniper.net

Copyright © 2004 Juniper Networks, Inc. All rights reserved.

Juniper Networks, the Juniper Networks logo, NetScreen, NetScreen Technologies, GigaScreen, and the NetScreen logo are registered trademarks of Juniper Networks, Inc. NetScreen-5GT, NetScreen-5XP, NetScreen-5XT, NetScreen-25, NetScreen-50, NetScreen-100, NetScreen-204, NetScreen-208, NetScreen-500, NetScreen-5200, NetScreen-5400, NetScreen-Global PRO, NetScreen-Global PRO Express, NetScreen-Remote Security Client, NetScreen-Remote VPN Client, NetScreen-IDP 10, NetScreen-IDP 100, NetScreen-IDP 500, GigaScreen ASIC, GigaScreen-II ASIC, and NetScreen ScreenOS are trademarks of Juniper Networks, Inc. All other trademarks and registered trademarks are the property of their respective companies.

Information in this document is subject to change without notice.

No part of this document may be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without receiving written permission from:

Juniper Networks, Inc.
1194 N. Mathilda Ave. Sunnyvale, CA 95014
ATTN: General Counsel