

“With Juniper Networks security appliances, Inforonics’ customers gain a high-performance, reliable and effective VPN and firewall—all for a reasonable cost.”

**Brandon Baker**

Inforonics  
Security and Network Services Manager

## Inforonics Protects Customer Networks with Juniper Networks Network Security Appliances

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**Customer:**

Inforonics, a leading managed services provider

**Industry:**

Managed services

**Challenge:**

Efficiently and cost-effectively provide security services for many clients

**Solution:**

Juniper Networks NetScreen firewall, IPSec VPN and NetScreen-Global PRO solutions

**Benefits:**

- Secured data and transactions
- Increased business efficiency and revenue potential
- Simplified deployment and management
- Improved customer service

Founded in 1962, Inforonics specializes in custom application management and managed hosting services. In the past, Inforonics and the customers it served didn't have the security concerns that exist today. Now, Inforonics operates as a managed services provider, and its more than 100 customers spanning financial, telecom, automotive and publishing industries recognize the importance of effectively and efficiently protecting their networks from Internet worms, hoaxes, hackers and viruses.

Inforonics began providing enhanced security service offerings to its customers in 1996. As its client base grew and each customer's needs varied, the company increased the number and variety of security solutions managed on behalf of each client. As a result, Inforonics incurred management headaches and the potential for a reduction in operational efficiency. The company recognized that it needed to standardize its security offerings to manage its devices efficiently,

preserve resources and maximize revenue without compromising the ability to customize solutions for its customers' specific needs.

**Considerations**

Before testing and evaluating firewalls from multiple vendors—including Check Point, Cisco and Juniper Networks, Inc.—Inforonics defined clear requirements, including ease of deployment and management, for their desired solution.

Brandon Baker, Inforonics security and network services manager, added, “Security is a paramount concern for our customers. We needed a centrally managed system that we could continually update and improve as new security risks emerged. We also needed high performance to eliminate bottlenecks and flexibility to provide customers with either hosted or on-site security.”



**The Solution**

During the evaluation, Inforonics discovered that Juniper Networks was the only network security equipment provider to exceed its security, performance and management requirements, and offer a lower total cost of ownership. Consequently, Inforonics selected Juniper Networks purpose-built, hardware-based integrated firewall and virtual private network (VPN) security appliances to secure its customers' networks as well as its own internal network.

"Only Juniper Networks equipment has the performance and features we need to simplify our administration and let us focus on improving security offerings for our customers in the future," said Baker.

Internally, Inforonics installed four Juniper Networks NetScreen-204 appliances to secure its four main data centers. The NetScreen-204 appliance is a versatile device that performs firewall functions at near wire-speed (up to 400 Mbps through the firewall and up to 200 Mbps over the 3DES IPSec VPN). Equipped with four 10/100 Base-T Ethernet ports, the NetScreen-204 appliance also supports advanced levels of network segmentation and configuration.

Inforonics also deployed more than 30 Juniper Networks NetScreen-5XP appliances, NetScreen-25 appliances, NetScreen-50 appliances, and NetScreen-100 appliances. These devices were used in various Inforonics customer installations—to provide firewall, VPN and traffic management functionality. Inforonics installs a Juniper network security appliance whether customers prefer a dedicated firewall and/or a hosted, shared device. Because of the purpose-built hardware design and the standard operating system across the entire product line, Juniper Networks products can be easily pre-configured, updated and directly integrated into a customer's network or a hosted environment.

Inforonics also leverages the Juniper Networks NetScreen-Global PRO Express to centrally manage all the Juniper Networks security devices within its hosted network and rapidly deploy policies from a single console. Additionally, the NetScreen-Global PRO platform provides informative real-time and historical reports that allow Inforonics to gain critical insight into customer usage trends, performance baselines, service level agreement (SLA) parameters and security events so that the company can meet its customer's security requirements and maximize business opportunities.

**The Benefits**

The central management and easy deployment of Juniper Networks products improve the efficiency of Inforonics operations. Integrated firewall and VPN security and segmentation features allow Inforonics to minimize the number of devices it deploys and manages. As a result, Inforonics gains a distinct competitive advantage by improving its customer service and operating a more profitable business.

"From the technical perspective, Juniper Networks solved a number of our security and operational concerns, but the number one priority for our customers is highly reliable, always-available security with enough performance to be completely transparent to their network activities," Baker said. "With Juniper Networks security appliances, Inforonics' customers gain a high-performance, reliable and effective VPN and firewall—all for a reasonable cost."



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