

Pierre Lang

Retail

Situation

Pierre Lang Europe HandelsgmbH specialises in the distribution of designer jewelery. The company is head-quartered in Vienna, Austria, and has 65 sales offices located across Europe, including Germany, Switzerland, France, UK, Italy, Belgium and Luxemburg. Today Pierre Lang has approximately 1,000 employees.

Prior to October 2004, Pierre Lang's sales office IT systems were only connected via email to the corporate headquarters and users in each sales office were responsible for the security of their PCs. With individuals updating their desktop antivirus solutions, Pierre Lang's IT department could not effectively enforce security, and thus could not guarantee protection against Internet security threats. The sales offices' computers often suffered problems with viruses, which on occasions disabled the computing infrastructure within these offices. The situation was further complicated by the disparity of the security systems being used across offices, which made it very difficult for Pierre Lang's IT team to offer support for the remote users.

For business and security reasons, Pierre Lang decided to extend its network to its sales offices. Under a project named 'International VPN', Pierre Lang planned to equip the 65 international sales offices with extensive, centrally managed security functions, and provide a secure connection through a virtual private network (VPN) to the company headquarters in Vienna. In order to meet the project requirements, Pierre Lang needed to deploy an antivirus and anti-spyware solution and an integrated intrusion prevention system (IPS) at each of the sales office's Internet gateways. All data traveling through the VPN tunnels needed to be scanned for threats in real-time. Due to the wide distribution of the network, centralised management was also a critical criterion, as were automatic antivirus signature and IPS updates.

Solution

After evaluating the various security options available, Pierre Lang decided that a Unified Threat Management (UTM) solution, which integrated all of the key security features they were seeking in a single hardware appliance, was the ideal approach. Antonia Ebner, head of the IT department and Pierre Lang Europe HandelsgmbH, and leader of the 'International VPN' project explained: "We decided that a UTM system was the best solution for our requirements. This approach offered us the high-performance and multi-security functionality we required, in a single security hardware appliance. We chose Fortinet's FortiGate systems, the UTM market leader, because in addition to providing the best functional range, they also offered the best price-performance, all of the security applications that we required in a single appliance and the ability to centrally manage our many sites with as little human intervention as possible."



"We needed a cost-effective, reliable solution that would enable us to manage our many sites with as little human intervention as possible....We chose Fortinet's FortiGate systems, as they not only provided the best functional range, they also offered the best price-performance."

Antonia Ebner
Head of IT

Fortinet Products/Services:

FortiGate-800 systems
FortiGate-50A systems

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In addition to the multi- security functionality of the FortiGate systems, another critical factor in Pierre Lang's purchase decision was the automatic intrusion prevention and virus signature updates that Fortinet provides via its FortiGuard™ subscription services. These real-time updates ensure that every one of Pierre Lang's 65 connected offices and headquarters are kept up to date automatically - eliminating the need for IT staff to manually issue updates and fixes."

Base-camp Kadl & Partner BeratungsgmbH, a Vienna-based Fortinet partner specialising in information security, oversaw the planning and implementation of Pierre Lang's new network, which was designed as a star topology with Fortinet's FortiGate-800 systems placed at the corporate headquarters, and FortiGate-50A systems placed at the network gateway of each of the 65 sales offices. Deployment of the FortiGate systems began in October 2004. To date, two FortiGate-800 systems have been deployed in high availability mode at the corporate headquarters, replacing the Cisco PIX firewall that had been in place up until then, and installation of the FortiGate-50A systems at the sales offices' network gateways has begun. It is estimated that this project will be completed in 2006.

Success

"Fortinet's FortiGate systems have proven to be extremely effective, and our corporate IT security has been significantly enhanced. At our headquarters, the FortiGate-800 systems provide high performance security for our corporate network. The flexible, ASIC-accelerated network security platforms provide a high speed scanning solution for all protocols, and within the VPN connection itself. The FortiGate-50A systems have also proven to be reliable, fast and stable security solutions for Pierre Lang's branch offices. The integrated antivirus, IPS, VPN and spyware blocking protection included inside the FortiGate systems provides us with a comprehensive security solution that we can manage from a single interface," said Antonia Ebner.

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Antonia Ebner, IT - Pierre Lang

The implementation of a VPN has also enabled Pierre Lang's IT department to offer a far higher level of support to its remote sales offices, and as a result the stability of these local networks has increased. Pierre Lang expects this to enable a higher level of satisfaction within the sales offices, leading to positive effects on its sales figures.

Based on the success of the FortiGate systems so far, Pierre Lang intends to extend its use of Fortinet technology to include the FortiGuard™ Web Filtering Service and the installation of FortiClient™ Host Security, which provides antivirus scanning, spyware filtering, personal firewall, registry monitoring, Network Address Translation (NAT) Traversal, and an IPSec VPN client to secure local and remote users against the latest virus and computer threats.

The design of Pierre Lang's network and the deployment of Fortinet's FortiGate systems were carried out by Base-camp Kadl & Partner BeratungsgmbH, who also provides managed security services for Pierre Lang, including network monitoring and firewall maintenance.

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