

# JUNIPER NETWORKS SOLUTIONS BOOST PERIMETER SECURITY AND DELIVER REMOTE ACCESS FOR C&P'S FAST-GROWING ASIAN BUSINESS

## Summary

**Industry:** Warehousing and Commodity logistics

**Challenges:**

- To provide C&P Asia with a secure and reliable email solution between regional offices
- To support remote and mobile access to the corporate network

**Selection Criteria:** Ease of deployment, low administration overhead, ease of usage and robust security

**Network Solution:** Juniper Networks SA Series SSL VPN Appliances, SSG20 Secure Services Gateway and Juniper firewalls

**Results:**

- Improved, secure email for regional offices
- Remote and mobile access for employees on the road or at home
- Improved productivity by enabling remote, fully secure access to corporate network
- Ease of maintenance and administration through a secure hardware appliance

C&P Asia, one of Asia’s leading materials handling and storage companies, has expanded more than six-fold in the past two years, thanks to acquisitions as well as Asia’s economic boom. This rapid expansion has put increasing pressure on C&P’s corporate networks, with offices around the region and branches and representative offices in the Middle East, Europe and the US. C&P’s growth has meant a rise in the number of mobile users and this has caused heightened requirements for email, according to Brenton Dias, C&P Asia’s Systems Manager.

## Challenge

“We needed to tighten perimeter security,” Mr. Dias said. “We also wanted to enable mobile users to have access to the full range of applications and services available to employees who were working at the Singapore office” . . .

C&P wished to enable employees to work from home, while at the same time upgrading their security systems and providing a tighter email structure with a VPN email solution. Mr. Dias said that Amnet, Juniper’s partner in Singapore, made an analysis of the firm’s requirements and then solved them with a Juniper Networks® firewall and VPN solution. He said C&P had previously deployed Juniper Networks’ NetScreen equipment, adding that he was “comfortable with what Juniper had to offer.”

Meanwhile, the C&P Asia systems team carried out due diligence on a wide range of solutions from others vendors.

## Selection Criteria

“We did an analysis looking at cost-effectiveness. We were looking for a solution that was easy to deploy and maintain, and that would provide our employees with reliable connectivity without compromising security,” Mr. Dias said. We found that a lot of solutions from other vendors who offered features that were not required. “There was no point spending on things we were not going to use.”

## Solution

C&P Asia deployed the new Juniper solution in phases. First came a firewall and email system upgrade. In the second phase, the mail system was moved to a VPN for all offices. One of the big problems had been the reliability of email between Shanghai and other offices—the result of a bandwidth bottleneck as well as Simple Mail Transfer Protocol (SMTP) port congestion in traffic between China and Singapore. This was not specific to C&P and, unfortunately, affected all such connections between the two countries.

The use of a VPN tunnel certainly made an improvement in C&P’s case, though it was not enough to eliminate the impact of both the bottleneck and the SMTP port congestion issues, said Mr. Dias.



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Brenton Dias  
Systems Manager, C&P Asia

## Results

“In all other locations aside from China, it has been very helpful for mobile users,” says Mr. Dias. “It has helped in Singapore when employees who have been able to work from home or when they are on leave, but still need to access the office network. It’s been able to help us increase mobility without compromising the security. Definitely it’s led to better productivity with the concept of being able to work from home.”

The Juniper Networks appliance is also easy to manage. “It’s a hardware box. I don’t need to worry much about maintenance, and the graphical user interface makes it easy to administer,” Mr. Dias reports.

## Next Steps and Lessons Learned

Based on its experience, C&P Asia is very confident about future expansion with additional Juniper products. “We have plans to link up the rest of our branch offices over site-to-site IPsec VPN tunnels using Juniper Networks SSG Series Secure Services Gateway solutions,” concluded Mr. Dias. “The SSG Series are affordable, easy to deploy and feature best-in-class security. We are also looking at implementing Juniper Networks intrusion detection and prevention solutions in the future.”

## About Juniper Networks

Juniper Networks, Inc. is the leader in high-performance networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network. This fuels high-performance businesses. Additional information can be found at [www.juniper.net](http://www.juniper.net).

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