

Fast, Scalable, Secure Internet & Video Communications



From simple, fast Internet connectivity to leading edge video communications and video on-demand applications

With over 249,000 customers in Italy, over 1300 employees in 6 locations and revenues of more than EUR 183.1 million, FastWeb offers its business and residential customers an integrated system for the concurrent and optimized use of telephone, Internet and TV, thanks to an advanced optical-fibre IP network operating in the cities of Milan, Turin, Genoa, Bologna, Rome and Naples.

FastWeb offers its business customers a range of broadband services addressed to different kinds of users, from small-medium businesses to large enterprises. The company provides a set

of integrated services for telephony, fast Internet access, data transmission and a range of advanced turnkey Internet consulting services, for example: advanced telephony and LAN management services, videosurveillance, VPNs, Web hosting and Web housing, broadband audio and streaming video, and advanced e-commerce.

Large Scale Security Deployment

FastWeb wanted to provide its customers with secure solutions offering enterprise class firewall and VPN solutions at their clients' sites. The solution had to be scalable to incorporate thousands of client installations across its full range of customers, from very

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large to very small. The company had a number of other requirements which needed to be fulfilled; the solution should incorporate a firewall and VPN, which could offer high reliability and security, allow access to the whole range of FastWeb’s services, minimise the administration impact on FastWeb’s organisation, while offering the highest standard in performance and flexibility.

FastWeb was looking for a solution without hidden costs. Costs related to maintenance and upgrade issues, for example, can increase dramatically with an extensive and growing customer base such as FastWeb’s.

Easy installation was essential. Incurring the huge costs involved in training existing partners and their technicians to configure sophisticated security software was not an option and sending security administrators to each customer site for installations or upgrades was neither practical nor cost-effective. “Configuring even one instance of complex hardware and/or software is time-consuming and expensive enough,” explains Andrea Bigolin, Product Manager Security Top Companies FastWeb. “Configuring many such servers can overwhelm a support organisation.” The solution had to allow FastWeb’s field technicians to plug in the routers and their security specialists to deploy, manage and upgrade the software remotely.

Finding the simple solution to a complex problem

FastWeb carried out benchmark testing on a number of different solutions available on the market, verifying the products’ capability of meeting all the company’s requirements—not only across their current range of services but taking into account future developments.

“Once the testing was over, we chose Stonesoft’s firewall appliance as it perfectly integrates with our services providing a solution which can be configured and scaled in an extremely flexible way according to the application to be protected. This makes the product adaptable to every one of our customers needs,” stated Bigolin.

“StoneGate was the only solution which offered ease of installation, without the need to change existing processes or additional training for FastWeb’s IT staff. Plus the centralized management of all firewalls allows seamless remote access for a fast configuration of security policies. In short, Stonesoft gave us a simple solution to a complex problem.”

FastWeb chose a single firewall appliance solution incorporating StoneGate software and hardware, from Italian hardware manufacturer Flextel, which could be deployed to all customers regardless of size or requirement. The appliances provided by Stonesoft - StoneVision 7000 - feature

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a customised chassis (with FastWeb colours and logo) and consists of the hardware developed by Flextel and pre-installed StoneGate firewall software from Stonesoft.

Because StoneGate is already preinstalled on the appliance it is ready to be 'plugged in' by the field engineer without the need for complex training. StoneGate's powerful remote management allows initial configuration, upgrades and administration to be carried out quickly and efficiently without the need for an administrator to visit the customer site.

"The StoneGate solution has already helped us to save time and costs with regards to deployment and upgrades. For example remote upgrades can be managed through a procedure, which takes minutes rather than hours or days," says Bigolin. "Even though e-security is not a telecommunication operator's core business, it is becoming a more and more strategic issue; that's why we needed a reliable partner with a reliable solution. Thanks to its scalability, reliability, ease of management and maintenance, this "all-in-one" security solution has enabled us to increase our service offering to our customers while reducing the total cost of ownership."

FastWeb in Brief

FastWeb is 100% owned by e.Biscom, a holding company listed on the Milan Stock Exchange, and is Italy's leading provider of broadband telecommunications services. FastWeb has developed a completely new generation of transmission networks providing an alternative to traditional telephone networks. The infrastructure covers the main Italian metropolitan areas.

FastWeb has a unique competitive advantage over other telecommunications companies, thanks to a technological solution that has set a worldwide precedent. Indeed, FastWeb was the first company to combine the extensive use of IP (Internet Protocol) for the integrated management of voice, data and video through packet-switching with fibre optics. Therefore, the company was able to reach two objectives: firstly to offer its clients practically unlimited bandwidth and secondly to maximize the efficiency of its investments in infrastructure. With this network platform, which offers the flexibility for advanced applications such as TV-based Video Communication, FastWeb has been able to integrate previously separate functions and develop innovative, value-added services that can be used simultaneously over a single connection.

The combination of fixed telephony, data transmission and video broadcasting has reated a unique business model, enabling the company to meet the growing communication needs of every user, from the sophisticated requirements of large corporations to the more traditional needs of small family units.

STONESOFT EXPERIENCE

Stonesoft Corporation (HEX: SFT1V) is an innovative provider of integrated network security and business continuity. Its StoneGate™ Security Platform unifies firewall, VPN and IPS, blending network security and end-to-end availability into a unified and centrally managed system for distributed enterprises where security, uptime, and ease of use are essential. StoneGate incorporates the award-winning load-balancing technology of StoneBeat®.

Enterprises that require advanced network security and always-on business connectivity can choose StoneGate for low TCO, best price-to-performance ratio, and highest ROI of any high-end firewall, VPN and IPS solution.

Founded in 1990, Stonesoft Corporation has corporate headquarters in Helsinki, Finland; Americas regional headquarters in Atlanta, Georgia; and Asia Pacific regional headquarters in Singapore. For more information, go to www.stonesoft.com.



THE STONEGATE PLATFORM

As the first highly available, load balancing network security solution of its kind, StoneGate sets a new standard for FW, VPN and Intrusion solutions. StoneGate provides a unified security platform with active-active clustering, load balancing and bandwidth aggregation for multiple Internet links and ability to transparently fail-over VPNs, all with the security and connectivity of an integrated FW/VPN.

- **Multi-Link Technology™** – Seamless fail-over between multiple ISPs and FW clusters for always-on connections
- **Increased Performance** – Analyzes and utilizes fastest possible connection through integrated intelligent load balancing between ISPs and FWs.
- **Multi-Layer Inspection™** – Combines the best aspects of application proxy firewalls with traditional packet filtering and stateful inspection technologies
- **Reduce Costs** – Eliminate network complexities and costs associated with multiple vendor solutions and travel time
- **Unified, Central Management** – Robust remote management, along with simple remote update, alert center management, reporting, diagram editor and hierarchy policy updates. Also integrates FW and VPN with StoneGate's IDS Plus solution into a unified platform.

StoneGate is available either as a software-based solution that capitalizes on existing hardware investments, or as Stonesoft's own integrated appliance eliminating complexity and costs associated with multiple-vendor solutions. All of Stonesoft's appliances include the standard enterprise level features with the only difference being the number of physical interfaces and performance level.

STONESOFT
www.stonesoft.com

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