

**STONESOFT**



**Case Study - Plaza Construction**

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## **StoneGate Multi-Link™ Ensures Indestructible Connectivity**

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# Delivering IT management as a key competitive advantage

As the largest construction management organization in the New York metropolitan area, Plaza Construction's business and reputation rely on its ability to maintain constant data communications from its remote construction sites to its headquarters in midtown New York City. In this rugged on-site construction environment, communication lines are frequently cut or moved causing potential lapses in connectivity with client-server based business applications. Most companies are concerned about downtime from lost data communications, but at a construction site it is not a matter of if it will happen, but when it will happen. In the construction management business, on-site change management and delivery changes directly affect cost and budget management. Time is literally money and downtime costs can be huge.

Charles Smith, Chief Information Officer at Plaza Construction, understands that IT management is a key competitive advantage that Plaza offers over its competitors. In its client-server environment, the remote sites are linked to headquarters and have real-time access to budget, project management and design information. Access to this data must be secure and always available.

Smith worked with his team to develop IMPACT, a customized software package that allows clients to evaluate in real-time how their particular construction project is going. It allows them access to costs, RFIs from participants in the project, drawings, advanced financials, payroll and office expenses. Plus, it flags, and therefore, minimizes crew downtime, maximizing customer dollars on the project. It is a value-added benefit that Plaza Construction provides its clients above traditional construction management services. IMPACT gives Plaza Construction a distinct competitive advantage and generate additional revenues.

## Ensuring resilient connectivity

Plaza Construction selected the StoneGate Multi-Link technology with its ability to load balance multiple ISPs while maintaining VPN connections. The company implemented StoneGate with separate DSL and cable modem connections, which provided the company with fault tolerant VPN connectivity to the headquarters location. This new solution was selected over the previous use of point-to-point connections to provide a redundant connection with separate physical connections. By adding two separate lines coming in from two directions, Smith was able to eliminate the risk of data communication downtime.

Through StoneGate's VPN, the remote users connect to headquarters for remote access to their Citrix servers, e-mail and network file storage. StoneGate dynamically load balances all of the available bandwidth. If a line is cut, Plaza Construction can maintain the VPN connection with session fail-over, which is transparent to the user. Large file transfers are also completed faster with more aggregate bandwidth available at the job site.

## Quick installations to keep up with rapid growth

One of the biggest challenges is that once a new field office is set up, it needs to be quickly connected to the main office.

With StoneGate, Smith and his team can quickly install a new VPN at a new site. It only takes two to three days compared to two to three weeks using a point-to-point connection. StoneGate also helps to eliminate the uncertainty of field offices controlling information locally. Now, each field office is able to connect to the main office using multiple connection lines with the flexibility to combine and share information quickly.

## Gaining a significant ROI

Plaza Construction initially invested \$50,000 in the hardware and software and about \$5,000 in man-hours. On an ongoing basis, the company invests only about \$2,500 to set up each field office. This low cost was one of the reasons it selected Stonesoft. Upon implementation of StoneGate, Smith saw that having dual broadband connections saves Plaza Construction about \$300 per month per location.

For Plaza Construction's clients, there is immediate, tangible return on investment. This ROI is derived from lower implementation costs, lower ongoing communication costs, and the elimination of communication downtime. IT expenses in the construction management business are strictly considered overhead, but these cost savings scale even greater with the size of a project. The use of StoneGate helps position Plaza Construction to be even more cost competitive in larger and more profitable projects. "We can now look at IT as a profit center and not just overhead for our clients," says Smith.

Since implementing StoneGate, Plaza Construction has continued to grow and the StoneGate solution has been able to accommodate this growth. Smith has been so pleased with the results that he is currently working with Stonesoft to upgrade his infrastructure.

**”By implementing the StoneGate solution, Plaza Construction can provide our clients with an immediate, tangible ROI derived from lower implementation costs, reduced communication costs and the elimination of networking downtime.”**

**Charles Smith – CIO – Plaza Construction**



### **Plaza Construction Challenges**

- Risk of data communications downtime, time and financial loss, with point-to-point connections
- Ensuring access to data is secure and always available for clients
- Lack of bandwidth
- Limited flexibility as the business continues to grow

### **Results with StoneGate**

- Eliminated risk of downtime
- Delivering secure, always-on connectivity
- Large file transfers completed faster with aggregate bandwidth
- Quick installations to keep pace with rapid business growth

### **About Plaza Construction**

Plaza Construction Corporation is a full-service Construction Management organization with professional experience in all areas of building and interior construction. Incorporated in 1986, Plaza has developed into one of New York City's most outstanding Construction Management and General Contracting firms.

Over the last 15 years, Plaza Construction has grown substantially from servicing the construction needs of its parent company to fulfilling the construction requirements of prominent local, national and international corporations. Plaza Construction dedicates itself to providing the highest quality of Construction Management services by expertly fulfilling its clients' needs through the use of diligent coordination and proven reporting and communications systems. Its combined technical experience allows it to assist the project team with the development and implementation of all phases of a construction program.

**“Using StoneGate with dual broadband connections saves us \$300.00 per month per location.”**

**Charles Smith – CIO – Plaza Construction**



## About Stonesoft

Stonesoft Corporation is an innovative provider of integrated network security and business continuity. Stonesoft is a global company focused on enterprise level customers requiring advanced network security and always-on business connectivity with low TCO, best price-to-performance ratio, and highest ROI. StoneGate™ Security Platform unifies

firewall, VPN and IPS, blending network security, end-to-end availability and award-winning load balancing into a unified and centrally managed system for distributed enterprises. Founded in 1990, Stonesoft Corporation has corporate headquarters in Helsinki, Finland and Americas headquarters in Atlanta, Georgia.

## The StoneGate Platform

StoneGate security and business continuity platform integrates Stonesoft's firewall, VPN and IPS technologies with key components to ensure the highest network and Internet availability. This solution has been designed to protect business resources through different security levels, and detect and react to threats by ensuring at the same time a continuous availability thanks to StoneGate's native clustering features.

Moreover, Stonesoft's patented Multi-Link technology allows for load balancing and high availability also in connections from and to Internet, and between VPNs. By offering a global distributed management through a single centralized management server, StoneGate allows organizations to reduce costs and simplify their security and network infrastructure management.

# STONESOFT

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