

**STONESOFT**



**Case Study- ProPlus**

---

## **The Most Flexible Security Architecture for Small Businesses**

Enterprise Class Firewall/VPN Security Offered as a Subscription Service

---

# The Most Flexible Security Architecture for Small Businesses

Enterprise Class Firewall/VPN Security Offered as a Subscription Service

**Caught between the need for advanced network protection and the costs of purchasing and maintaining these systems, small and mid-sized businesses (SMBs) often find their level of protection compromised. High-end firewalls provide the desired security, but require internal IT resources for administration. Conversely, low cost “plug and play” security devices are available off retail shelves, but quickly become ineffective without regular software updates. As a result, SMBs are increasingly turning to outsource managed services for optimum security at affordable monthly rates.**

One such provider of outsourced security is ProPlus, based in Moncton, New Brunswick, Canada. Using Stonesoft's StoneGate to deliver 24x7 managed firewall security, ProPlus makes enterprise-class protection and virtual private networking affordable to smaller organizations. ProPlus also uses the StoneGate secure VPN component to provide customer access to hosted email and business applications.

Utilized in this manner, StoneGate is a robust platform for ProPlus' Managed Security Service Provider (MSSP) and Application Service Provider (ASP) offerings.

## Centralized Management

ProPlus deployed StoneGate in 2002 to secure its own network infrastructure, and to upgrade VPN capabilities supporting its existing ASP offerings. StoneGate also enabled the company to add in-demand managed firewall services, expanding its role to MSSP.

Jimmy Ruokolainen, ProPlus VP of Technical Services, recognized that StoneGate offered several advantages for service providers. “In addition to providing advanced security, StoneGate simplifies policy and configuration management for managed service providers and large, distributed enterprises,” he said. “The centralized management and remote upgrade ability are essential.”

With StoneGate, ProPlus can monitor and manage customer firewalls from a central location. Subscribers receive a hardware appliance that comes pre-installed with the StoneGate software and is ready for network plug-in at their premises. Final software configuration is then performed remotely by the ProPlus security team. ProPlus can also remotely distribute frequent software updates to firewall appliances, to protect against the latest security threats.

StoneGate includes auditing and log data management for all connected firewalls. Powerful tools also automate many administrative functions. The system features an intelligent rule base design with sub-rule bases, and a template capability that supports the

creation and reuse of management policies for faster customer set up. “Other firewalls require third-party add-ons to achieve the management functionality that comes built-in to StoneGate,” said Ruokolainen. All components, including firewalls, network elements, security policies and VPNs, are managed via a single user interface.

## Business Continuity

For today's organizations, Ruokolainen stressed the importance of secure and continuously available Internet connections. This is especially true for managed service providers that depend on the Internet for the delivery of services to customers in order to meet service level agreements (SLAs).

For ProPlus, “always on” Internet connections are required to remotely monitor and manage firewalls at customer premises on a 24x7 basis. Similarly, its ASP business needs highly available VPN connections to ensure that customers have access to ProPlus-hosted applications and data whenever they need them.

StoneGate is the only firewall and VPN with patented MultiLink™ technology, which performs load balancing between multiple Internet Service Providers (ISPs) for continuous Internet access and reliable, fault-tolerant VPNs. The unique feature watches multiple ISP connections and enables failover in the event of a network outage. It also selects the fastest route for inbound and outbound traffic, for fast throughput and performance.

StoneGate also integrates clustering and load-balancing capabilities for firewall and Web servers based on award-winning StoneBeat® technology, providing high availability for these components, as well.

“StoneGate delivers the business continuity that is vital for our MSSP/ ASP business,” said Ruokolainen. “Its high availability assurance means that we can more effectively meet SLAs”. He added that creating a similar solution with the same level of high availability would require multi-vendor components and cost several times more.

**”StoneGate combined with managed services has helped us resolve problems faster, decrease downtime and increase productivity.”**

**ProPlus Customer Robert Bowles, Executive Director of Community Business Development Corp. Southwest**



### **An Ideal Managed Service Solution**

For managed service providers, StoneGate is available with flexible monthly pricing, allowing these organizations to scale costs to actual usage volume. This creates a low entry fee and manageable business model.

The IT landscape is becoming increasingly complex, with new security threats appearing daily. As more SMBs embrace outsource solutions, StoneGate offers a way for xSPs to reliably meet the demand.

According to Ruokolainen, “Managing security for others is a significant responsibility. We view StoneGate as the best platform choice. StoneGate delivers operational efficiency and ensures the highest security.”

ProPlus customers are benefiting from the managed service solution. “We have been using StoneGate as our firewall and VPN,” said Robert Bowles, executive director of Community Business Development Corp. Southwest in Harvey Station, New Brunswick, Canada. “StoneGate combined with managed services has helped us resolve problems faster, decrease downtime and increase productivity.”

“ProPlus enables us to get enterprise-level technology at an affordable rate,” said Luc Theriault, Network Manager of Atlantic Compressed Air in Moncton, New Brunswick, Canada. “We’re very happy with ProPlus’ managed firewall and VPN offering for our distributed environment.”

### **About ProPlus**

Founded in 1991, ProPlus has become a leading provider of IT solutions and services to niche markets across Canada. Its creative solutions are based on cutting-edge technologies and feature-rich applications, professionally delivered and supported. ProPlus provides clients with a wide array of services including application hosting, IT Help Desk, managed firewall/VPN and network services, hardware/software provisioning, custom programming and Internet related integration. ProPlus is located in Moncton, New Brunswick, Canada. Tel: + 1 506 383 1941,

[www.proplus.ca](http://www.proplus.ca)

**“StoneGate simplifies policy and configuration management for managed service providers and large, distributed enterprises. The centralized management and remote upgrade ability are essential.”**

**Jimmy Ruokolainen, Vice President of Technical Services, ProPlus**



## Stonesoft Experience

Stonesoft Corporation (HEX: SFT1V) 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™ 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; Americas headquarters in Atlanta, Georgia; and Asia Pacific headquarters in Singapore.

## The StoneGate Platform

The StoneGate Platform lowers the risks of doing business in a digitalized world. StoneGate appliances and software provide secured, optimized, and resilient connectivity for converged services, while preventing damage from attacks. With the help of unified management you can cost-efficiently manage and monitor the security and connectivity in your network.

### Secured, Optimized, and Resilient Connectivity

With StoneGate Firewall/VPN, you can connect your offices with each other reliably and fault-tolerantly using Site-to-Site VPN, ISP Multi-homing with Multi-Link VPN Technology, Firewall/VPN and IPS Sensor Clustering and Load Balancing, Server Load Balancing, and Quality of Service and Bandwidth Management

### Preventing the Damage From Attacks

StoneGate guards your network with StoneGate Firewall and with StoneGate IPS. StoneGate Firewall enforces your security policy, prevents denial-of-service attacks, and drops malicious http traffic. StoneGate IPS stops attacks and non-authorized traffic as well as protects unpatched servers before they are updated.

### Unified Management

The StoneGate Management Center delivers an innovative and holistic approach for role-based administration through a single, centralized management system. Forming the heart of the StoneGate Platform, the Management center provides unified tools for Security Enforcement, for Security Surveillance, and for Systems and Data management.

# STONESOFT

[www.stonesoft.com](http://www.stonesoft.com)

#### Stonesoft Corp.

Itälahdenkatu 22 A  
00210 Helsinki  
Finland  
tel. +358 9 4767 11  
fax. +358 9 4767 1234

#### Stonesoft Inc.

1050 Crown Pointe Parkway  
Suite 900  
Atlanta, GA 30338, USA  
tel. +1 770 6681 125  
fax. +1 770 6681 131

#### Stonesoft Corp.

90 Cecil Street  
#13-01 Carlton Building  
Singapore 069531  
tel. +65 6325 1390  
fax. +65 6325 1399

Copyright 2006 Stonesoft Corporation. All rights reserved. All specifications are subject to change. The products described herein are protected by one or more of the following US and European patents: US Patent Nos. 6,912,200, 6,950,621 and 6,856,621. European Patent Nos. 1065844, 1289183, 1289202, 1326393 and 1259028; and may be protected by other US patents, foreign patents, or pending applications. Stonesoft, the Stonesoft logo and StoneGate are all trademarks or registered trademarks of Stonesoft Corporation. All other trademarks or registered trademarks are property of their respective owners.