

The Organization

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Bennett Office Technologies is west central Minnesota's leading technology and office products supplier, and provides network management services for the majority of businesses in the Western Minnesota region who do not have in-house IT staff.

Bennett recently upgraded its primary gateway firewall to a SonicWALL® NSA 240. SonicWALL spoke with Tim Starkenburg, Network Engineer.

Q.: Why did you upgrade to the NSA 240?

A.: Since our clients include banks, casinos, and healthcare facilities, security is a top concern for us. Previously, when we'd run all security services, we'd take a serious hit on bandwidth.

Q.: How has the NSA 240 enhanced network security performance?

A.: Upgrading to the NSA 240, we're realizing higher profits by getting the full 45 MB throughput we pay for, without sacrificing any security for our customers. Right now, running full UTM security services, CPU utilization is only at 1.8%.

Q.: Has the NSA 240 made providing network management services easier?

A.: Previously, we'd use ARP routing to connect our networks, but it was never a great option. For instance, we couldn't run traffic from our corporate network, where we'd have to install package files, over to our bench network, where we'd be working on workstations, and we'd end up carrying over memory sticks. With the NSA 240, we can designate ports for each network, and allow traffic across while still protecting each segment with full UTM intrusion protection.

Q.: What advantage has SonicWALL network security appliances had over other vendor's solutions?

A.: We used to use Cisco, but found that the prices were too high and the devices just couldn't do what we needed them to do. We're very pleasantly surprised with how well SonicWALL works: the performance, the deep packet inspection—things we just weren't getting from other vendors.

Q.: Are you recommending the NSA 240 for your customers?

A.: The NSA 240 is the perfect solution for the majority of our clients. You just can't find anything to compete with the NSA 240 in terms of affordability, ease of deployment and reliability.

Q.: How difficult is it to upgrade from other SonicWALL solutions to the NSA 240?

A.: Normally, a customer would upgrade from a SonicWALL PRO 2040. The great thing is that they just need to export the settings from the PRO box and import it into the NSA box, and it's working within minutes. That's also great because, if you want to test or change settings, you can always easily go back to the previous version.

Bennett Office Technologies Case Study

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–Tim Starkenburg
Network Engineer
Bennett Office Technologies

Q.: How are you implementing SonicWALL Secure Remote Access solutions?

A.: We couldn't operate our business like we do without SonicWALL SSL-VPN technology. Because businesses in this region are so widely dispersed, a support call can mean a two-hour drive. Using our SonicWALL SSL-VPN solution, we can provide support without driving to a remote business location. This means we can cover a larger geographic area and provide faster, more qualified service than local competitors, while still meeting regulatory compliance for customers like physicians or bank examiners that require encrypted VPN sessions.

Q.: Do you recommend SonicWALL SSL-VPN solutions to your clients?

A.: Yes, we primarily install SonicWALL SSL-VPN 200 and SSL-VPN 2000 appliances for our customers.

Q.: In what ways have you integrated the NSA 240 with the SSL-VPN?

A.: We frequently set up temporary deployment networks to simulate a client scenario. Combining the NSA 240 with the SSL-VPN gives us a clean VPN environment where we can connect to their actual site to accurately replicate directory settings and other information.

Q.: How are you leveraging SonicWALL's wireless functionality?

A.: We provide wireless in-house using the NSA 240 and SonicWALL SonicPoint wireless access point devices. We're also in the process of deploying SonicPoints to provide wireless guest services to help us better diagnose wireless problems when we bring in customer laptops.

Q.: What do you recommend for clients needing an anti-spam solution?

A.: While we've had experience with Barracuda in the past, we now recommend SonicWALL Email Security for all our customers seeking an in-house solution. When you compare price, service, and fewer false positives, SonicWALL just makes more sense than Barracuda.

Q.: What has been your experience working with SonicWALL?

A.: SonicWALL makes us feel that we're a valued customer that they want to work with, not just a number. SonicWALL support will actually call us back to check that everything is working well. That just doesn't happen with anyone else.

Q.: What does SonicWALL mean for your business?

A.: With SonicWALL, our clients get security services they never dreamed they'd get without spending thousands more. That in turn means more recurring revenue and increased profits for us as well.

Case Study Solutions

SonicWALL NSA 240

The entry-level appliance for the SonicWALL Network Security Appliance (NSA) Series, the SonicWALL NSA 240 is a next-generation Unified Threat Management platform, utilizing a breakthrough multi-core hardware design with 2 cores and Gigabit Ethernet interfaces to deliver real-time network protection without compromising performance.

SonicWALL SSL-VPN Secure Remote Access

SonicWALL SSL-VPN appliances provide an easy-to-use, secure and affordable remote access solution that requires no pre-installed client software.

SonicWALL Email Security

SonicWALL Email Security is an award-winning anti-spam, anti-virus, anti-phishing, policy, and compliance management e-mail protection solution.

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