

The organisation:

Front-safe
Søndervangs Allé 20
8260 Viby J
Denmark
+45 (0)8743 4090
www.front-safe.dk

The challenges:

- Growing number of client servers requires a dynamic and powerful solution
- Prevention of unauthorised access to backup systems

The SonicWALL solution:

- SonicWALL NSA E7500

The results:

- Stable and reliable security products
- Cost savings of up to 40 percent
- Excellent knowledge and support

About Front-safe

Front-safe is a Danish-owned company, part of the JS Holding group, employing a total of more than 100 people. Front-safe is a dedicated, focused supplier of backup and archiving solutions. The company secures organisations of all types and sizes against data loss in the event of problems. With its offices in Aarhus and Copenhagen, Front-safe covers all of Denmark. For more information, please visit www.front-safe.dk

The challenge: to come up with an affordable, high-performance security solution

Front-safe, one of the fastest growing remote backup companies in Denmark, planned to invest in new firewalls. This investment was due to an enormous increase in the number of customers, along with a corresponding rise in data volume.

“We specialise in supplying remote backup based on Tivoli Storage Manager software to small and medium-sized enterprises via our network of agents,” says Peter M. Nielsen, CEO of Front-safe. “We have opted to work solely with backups via our network of agents, which currently includes more than 70 active agents. Our focused business strategy has allowed us to achieve a solid position amongst the three biggest suppliers of this service in Denmark.”

In just two years, Front-safe has become one of Denmark’s biggest remote backup companies, with backup activities mainly in Denmark, but also in France, the UK, Sweden, Dubai and the Faroe Islands. Front-safe is not particularly well known in the public arena; this is due to a completely deliberate sales strategy whereby Front-safe acts as a technical subcontractor for a long list of IT agents and a dedicated hosting centre in Denmark.

“We have developed a business opportunity for everyone who wants to create a profitable backup business based on state-of-the-art components. Agents can get up and running via an online portal which we have developed ourselves, and its interface makes it easy for agents to integrate our services with the rest of their core business but without having to consider future investments in systems, compiling technical reports, constructing invoicing modules or putting together support units. The agents join a partnership with Front-safe, who then supplies a TSM-based remote backup service including all of these modules. Once this has been done, the agent is ready to service their own clients under their own ‘brand’, also referred to as a ‘White Label,’” says Peter M. Nielsen, CEO at Front-safe.

The solution: SonicWALL® Network Security Appliance (NSA) E7500

Front-safe currently has more than 2000 servers, and more are being added every day. Growth on this scale requires a dynamic and powerful production structure. Therefore, the company decided to extend its security infrastructure in order to prevent unauthorised access to the backup systems last autumn. Peter M. Nielsen discussed the investment with Enrico Augustinus, one of his partners and director of Outforce, an authorised reseller for SonicWALL products.

Front-safe Case Study

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– Peter M. Nielsen
CEO
Front-safe

SonicWALL benefits:

- Fully integrated deep packet inspection firewall, including gateway anti-virus, anti-spyware, intrusion prevention, and application firewall for perimeter and internal protection
- Reassembly-free Deep Packet Inspection™ engine combined with multi-core specialised security microprocessors delivers high-speed gateway anti-virus, anti-spyware and intrusion prevention to prevent loss of network performance
- Automated and dynamic security updates
- Stateful hardware failover, ISP failover, WAN redundancy and load balancing
- SSL VPN and IPSec VPN clients for secure remote access
- Integrated network security policy and management
- Next-generation streamlined GUI
- Powerful wizards for set-up, firewall policies, VPN, NAT

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"We have now implemented two high-end UTM appliances from the SonicWALL E-Class product range and are able to state that they meet our expectations in every regard. The order was implemented via Outforce, which gave us a sense of security because they offer the right expertise and service in this field," says Peter M. Nielsen.

The result: optimal investment, 40 percent savings

"For Outforce, implementing the two SonicWALL® E-Class UTM appliances at the Front-safe hosting centre was an inspiring task to perform," explains Enrico Augustinus. Outforce is an IT consultancy and hosting partner that advises, designs, services, implements and operates IT solutions.

"Outforce is already running a range of backup solutions via Front-safe, but the supply of these firewalls to Front-safe added yet another dimension to our partnership. The SonicWALL NSA E7500 offers outstanding protection and performance and we are proud that we were chosen to supply them," says Enrico Augustinus.

The investment in SonicWALL products resulted in savings of 40 percent compared with similar products on the market. When a simple firewall at this level could cost up to half a million Danish kroner, these kinds of savings are very important.

SonicWALL, Inc.

1143 Borregas Avenue
Sunnyvale CA 94089-1306

T +1 408.745.9600
F +1 408.745.9300

www.sonicwall.com

