

The Organization

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This case study highlights the deployment of SonicWALL Clean VPN™ and SonicWALL VoIP (Voice/video over IP) solutions at Medical Graphics Corporation (Medical Graphics), featuring two SonicWALL® E-Class Network Security Appliance (NSA) E5500 devices and a SonicWALL SSL-VPN 2000.

Founded in 1977, St. Paul, Minnesota-based Medical Graphics designs, manufactures and distributes cardio-respiratory diagnostic systems. Over 3,000 MedGraphics systems are used worldwide for the prevention, early detection and cost-effective management of heart and lung disease.

SonicWALL spoke with Phil Doi, Network Engineer at Medical Graphics, about how the company has integrated SonicWALL appliances into an easy, cost-effective and comprehensive solution for securing its network, remote access, and VoIP communications.

Q.: *What originally led you to consider a SonicWALL solution?*

A.: Our internet bandwidth demands required us to upgrade to a 10 Mbps fiber optic connection. We were previously using two Fortinet® 100 firewalls, but they couldn't handle the processing load, so we needed a replacement.

Q.: *Why did you need a new VPN solution?*

A.: We have about 130 VPN users. Often, we'd have sales and service staff run into conflicts or disconnects when they tried to reach the home office from a hotel using the Fortinet IPSec VPN. They'd have to leave the hotel and find some other internet connection that might work. It caused a lot of lost work and aggravation for us and our customers.

Q.: *In what ways did your prior solution impact VoIP initiatives?*

A.: We attempted to connect our IP phone system through the Fortinet firewall, but the latency was unacceptable for voice traffic. We were forced into having to route our IP phone lines outside of the firewall.

Q.: *What advantages did you find SonicWALL had over other solutions you considered?*

A.: MyTech Partners® in Minneapolis helped us compare SonicWALL, Cisco® and Secure Computing®. Cisco was too expensive, roughly 40 percent more than the similar SonicWALL solution, and with lower performance specs. Cisco also seemed much more complicated to implement, configure and manage. Secure Computing lacked sales follow-up and service. SonicWALL gave us all we wanted at a great price point, and with great service and support.

Q.: *How would you describe your migration process?*

A.: MyTech has been great to work with. We deployed the entire solution, including a second NSA E5500 for high-availability failover, without any major issues. Connectivity has not been an issue. VPN users have not reported issues with being able to connect or losing connections during a session. The SSL-VPN 2000 just works—which is just what we wanted.

Medical Graphics Case Study

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–Phil Doi
Network Engineer
Medical Graphics Corporation



Q.: How has the solution enhanced security?

A.: It was easy for us to set up multiple DMZs. And because SonicWALL performance ensured our throughput, we are able to apply the SonicWALL Unified Threat Management and Gateway Security Suite, which gives us Web filtering, malware protection, intrusion detection, and reporting capabilities. That's important for a public health-industry company needing to comply with regulations like HIPAA and SOX.

Q.: Has the SSL-VPN 2000 improved IT productivity?

A.: Once an employee has an Active Directory account, they can usually set up their own VPN by following e-mailed instructions. Before, a technician would have to set up each VPN account.

Q.: How are you using the solution for VoIP?

A.: Our VoIP phone and videoconferencing traffic now passes through the NSA E5500.

Case Study Solution Spotlight

The SonicWALL Clean VPN Solution

SonicWALL Clean VPN delivers the innovative dual protection of both SSL VPN and high-performance Unified Threat Management (UTM), providing a multi-layered approach that can decrypt and decontaminate all authorized SSL VPN traffic before it enters the network environment. SonicWALL Clean VPN secures the integrity of VPN access by establishing trust for remote users and their endpoint devices using enforced authentication, data encryption, and granular access policy, while also securing the integrity of VPN traffic by establishing trust for this traffic by cleaning and authorizing all inbound traffic for malware and checking all outbound VPN traffic in real time.

The SonicWALL® E-Class Network Security Appliance (NSA) Series

The SonicWALL E-Class Network Security Appliance (NSA) Series is the industry's first multi-core Unified Threat Management (UTM) solution, delivering enterprise-class deep packet inspection without significantly impacting network throughput. Combining a powerful deep packet inspection firewall with multiple layers of protection technology and a suite of high availability features, the E-Class NSA E7500, E6500 and E5500 appliances offer a broad range of scalable solutions for enterprise deployments in distributed environments, campus networks and data centers.

The SonicWALL SSL-VPN 2000

The SonicWALL SSL-VPN 2000 solution provides small and mid-sized enterprises with a powerful, easy-to-use and cost-effective secure remote access and remote support solution that requires no pre-installed client software. Utilizing a standard Web browser, authorized users including mobile workers, partners and customers can securely access e-mail, files, intranets, business applications, desktops and servers from any location.

The SonicWALL VoIP Solution

The SonicWALL VoIP solution seamlessly integrates third-party VoIP telephony solutions with SonicWALL network security appliances and secure remote access solutions, enhancing VoIP security without diminishing QoS. All VoIP traffic between third-party VoIP telephony devices can be easily configured to traverse SonicWALL SSL VPN tunnels on SonicWALL Secure Remote Access (SRA) appliances, and be completely secured using a SonicWALL Network Security Appliance with Unified Threat Management features.

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