

**The Organization**

Witt Mares  
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**The Challenge**

Allow remote staffers at leading regional accounting and business consulting firm to work as affectively on the road as they do in the office.

**The SonicWALL Solution**

Witt Mares installed a SonicWALL SSL-VPN 4000 to integrate with firms existing Citrix Presentation Server to allow remote workers secure access to network resources from anywhere.

**The Results**

- Remote workers have password protected access to personalized portal to policy-enforced files and applications.
- Unrestricted concurrent user tunnels allows Witt Mares to scale its connectivity as needed.
- IT staff can use existing tools to securely support their network infrastructure and deploy applications and information across the enterprise.

Witt Mares is a leading regional accounting and business consulting firm serving Virginia and Mid Atlantic area businesses with a variety of professional services, including management consulting, accounting and auditing, and comprehensive taxation and tax planning. The company has more than 160 financial professionals and 19 partners based in six locations.

With its wide footprint, many of Witt Mares professionals are often required to work away from their offices, providing on-site services to clients. Problems arise when client files are needed or specific information only found on the company's network is required to support the efforts of remote staff workers. In the past, files would have to be faxed, e-mailed or hand delivered to client locations, which would create time delays and require Witt Mares to dedicate staff members to supporting remote workers.

"We handle a number of corporate field audits, as well as tax returns for individuals and entities that oftentimes force our accounting professionals out of their office and into client conference rooms where they may work for days at a time," said Brent Reed, senior network engineer for Witt Mares. "We use remote computing to bridge the gap between our offices and where our clients need us to be. Since we are working with confidential financial documents, it is important that we respect the security of the information and comply with any financial regulations to protect our clients, as well as our firm."

To resolve some of the access concerns, Witt Mares purchased a Server designed to provide LAN users with on-demand access to applications hosted by an application server, while providing IT administrators with the ability to remotely service users and their computers. Unfortunately, the costs of deploying the complementary Secure Access Gateway product, which is required to extend access to corporate applications beyond the LAN to remote workers, were prohibitive based on the number of remote workers that Witt Mares needed to access the server. In order to enhance the productivity of its remote workers and office support staff, protect its clients' personal and corporate information, and reduce the costs of working remotely, Witt Mares decided to conduct a broader search for a secure remote access solution.

After evaluating the functionality of a broad range of competitive offerings, Witt Mares selected the SonicWALL® SSL-VPN 4000 appliance.

Unlike a number of solutions on the market that charge a per tunnel licensing fee, the SonicWALL SSL-VPN 4000 provides Witt Mares with unrestricted concurrent user tunnels. SonicWALL SSL-VPN allows the company to scale its connectivity as needed, and allows any and all employees to securely access the files and applications they need while away from the office.

## Witt Mares

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*-Brent Reed,  
Senior Network Engineer  
Witt Mares*

### SonicWALL Benefits

- **Unrestricted concurrent user tunnels.** SonicWALL SSL-VPN 4000 does not limit Witt Mares on the number of users that can access the SSL-VPN at a given time.
- **Personalized Portal.** Witt Mares staffers have secure remote access to a personalized portal that provides access only to the files and resources they have permission to view and use based upon company policy.
- **NetExtender.** SonicWALL's thin client application provides enhanced capabilities for remote users such as secure access to servers, e-mail through native clients and complex or proprietary internal applications.

"The main reason that drove us to take a look at SonicWALL was the cost of other solutions," added Reed. "The SonicWALL SSL-VPN 4000 gives us unrestricted secure access for a fraction of the cost that competitive solutions would have charged us for their Secure Access Gateway product. We don't want to worry about how many of our staff is accessing the network at one time, especially during tax season."

In addition to affordability, Witt Mares required three key features in a secure remote access solution, which it found in the SonicWALL SSL-VPN appliance:

- Ease-of-use
- Integration with their current Presentation Server
- Option for full IP access to network servers

The SonicWALL SSL-VPN 4000's only requirement is that remote users have access to a standard Web browser. From the browser, users can log into a personalized portal that displays only the resources they have permission to access. The ease-of-use also extends into the appliance's secure Web management interface where administrators can configure, monitor and update the appliance and user policies from any location. The solution's granular policy configuration controls give administrators complete control over individual access to network resources.

The appliance also integrates seamlessly with their existing Web Interface, allowing Witt Mares IT to use existing tools to securely support their network infrastructure and deploy applications and information across the enterprise. SonicWALL's NetExtender technology provides enhanced capabilities for remote users such as secure access to servers, e-mail access through native clients and complex or proprietary internal applications. NetExtender is a thin client that is transparently pushed through the browser and installed on users' computers, assigns users an IP address and provides full access to Witt Mares' protected internal network. Detailed security controls are available to administrators, including the ability to assign a specific IP address for each user and a forced uninstall of NetExtender after a connection is closed.

"The SSL-VPN 4000 is a solid, easy-to-deploy, affordable remote access solution that far less complex to manage," said Reed. "Our goal is to extend the SSL-VPN technology to a broader group of Witt Mares' employees, which will enable our staff to work as effectively remotely as they do in the office and continue to provide the high-level of service and attention our company is known for."

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