

# MOZZART BET DEPLOYS DATA CENTER SOLUTION TO SUPPORT ONLINE EXPANSION ACHIEVING 99.9999% UPTIME

## Summary

**Company:** Mozart Bet

**Industry:** Retail and Online Gaming and Betting

### Challenges:

- Growth placed greater demands on the network infrastructure, while exponential increase in online traffic was a major security concern.
- Data center solution needed to grow organically and accommodate the expansion of both retail footprint and Web operations, without the need for constantly replacing existing infrastructure.
- Requirement for creating a stable and secure network was uptime of 99.9999%.

**Selection Criteria:** Mozart Bet selected Juniper to replace its existing vendor for ease of management and ability to expand with the organization's changing needs and enhanced security requirements.

### Network Solution:

- WebApp Secure
- Spotlight Secure
- SRX Series Services Gateways
- MX Series 3D Universal Edge Routers
- EX Series Ethernet Switches
- Juniper wireless LAN solutions
- MAG Series Junos Pulse Gateways

### Results:

- Since deployment of the Juniper end-to-end solution, there has not been any downtime in network services.
- During a 30-day period, Mozart Bet detected 2,296 attackers on its Web applications using WebApp Secure, and was able to stop them.

Mozart Bet is a European leader in the sport betting and gaming industry. Recently, it grew its ground operations to over 900 retail betting shops and has seen exponential growth in its online operations. The combination of these two areas of growth created a “new playing field” for Mozart Bet, one where the focus turned to network stability, availability, and above all a high level of security.

## Challenge

With retail growth increasing the demands on the network infrastructure, and online traffic increasing exponentially, security was becoming a major concern, and this posed a major challenge to Mozart Bet's network team as well as its business partners and vendors.

Mozart Bet needed a data center solution that could grow organically to accommodate expansion of both its retail footprint and Web operations, without the need for constant replacing of existing infrastructure. It also needed a network solution that would provide 99.9999% uptime, be easy to manage day-to-day, and ensure a high level of security.

## Selection Criteria

Mozart Bet required a high-performance solution that was reliable and would ensure a network that was always available for both its retail stores and online properties. In addition, security, particularly of the online properties, was vital, and Mozart Bet sought out solutions to add security to its websites and Web applications. The third requirement was for products that were easy to manage and use, to make the every day operations as simple as possible.

Once the decision to re-architect its data centers was made, Mozart Bet undertook a thorough review of its existing vendors and evaluated many other products. These new products were examined using exhaustive proof-of-concept testing and evaluation criteria and took months to complete.

There were five key selection criteria used during the evaluation:

- Stability
- Scalability
- Flexibility
- Security
- Operational effectiveness

In addition to these five selection criteria, Mozart Bet was looking for the vendor willing to work hand-in-hand with its inside team on design to create a “best fit” solution. It was also looking for the solution with the best ROI performance.

## Solution

After 4-5 months of extensive lab testing, Mozart Bet chose to install Juniper Networks® MX80 3D Universal Edge Router because nothing compared to its performance. The company also liked the fact that MX Series routers could grow in capability based on software without changing the chassis. Juniper's EX Series switches were selected based on performance, operational simplicity and rich feature sets. To further streamline

network operations, Mozart Bet deployed multiple EX4200s in a Virtual Chassis configuration, enabling the switches to be managed as a single logical device.

Then the Juniper Networks SRX Series Services Gateways were added to enhance security based on their performance against comparable competitor firewalls. The performance of the new network suffered no downtime, which compared favorably against the previous vendor.

Improving the security of Mozart Bet's Web applications was also a key requirement, and the information security team was intrigued by the innovative technique of intrusion deception used by Juniper Networks WebApp Secure. During another three month comparison, an evaluation of three Web Application Firewall (WAF) vendors was completed, and at the end of this test, Mozart Bet selected WebApp Secure because nothing else compared with the innovative approach of using deception to detect attackers. During the test, the information security team attacked all the solutions themselves and, interestingly, all the WAFs either crashed or were penetrated, while WebApp Secure just kept working. Another major reason why WebApp Secure was chosen was the prevalence of a large amount of false positives encountered while testing the WAFs, compared with WebApp Secure, where false positives were extremely low.

The unique difference of not blocking just IP addresses within WebApp Secure was another factor in Mozart Bet's choice. There was concern that blocking IP addresses would end up blocking many real customers behind a shared IP address.

Because of this "beyond the IP" address device identification, the ability to customize a response to a detected attacker was also seen as a key differentiator of WebApp Secure. Allied with an easy to use GUI and dashboard, Mozart Bet selected WebApp Secure and Spotlight Secure to protect its website.

**"Juniper was willing to partner with us on creating an end-to-end data center solution that would expand to support our growing business, and the security innovation from products like WebApp Secure and Spotlight Secure was in a league of its own. No other vendor offers a similar solution to protecting Web infrastructure."**

- Cedomir Novakovic  
Senior System/Network Engineer, Mozart Bet

## Results

Prior to deploying the Juniper solutions, Mozart Bet had been experiencing network downtime and this was causing a loss of real revenue. In the first months after deployment of Juniper's end-to-end solution, Mozart Bet has not encountered any downtime on its network, and this has helped maximize revenues. In addition, 2,643 attackers have been detected by WebApp Secure during six weeks of live deployment. This means 0.3% of Mozart Bet's Web traffic was identified as malicious and stopped before any damage could be done.

As summed up by Cedomir Novakovic, senior system/network engineer, "Juniper was willing to partner with us on creating an end-to-end data center solution that would expand to support our growing business, and the security innovation from products like WebApp Secure and Spotlight Secure was in a league of its own. No other vendor offers a similar solution to protecting Web infrastructure."

## Next Steps and Lessons Learned

Mozart Bet is continuing to expand its network, and Juniper is a valued partner in helping it maintain the critical infrastructure and enhanced security needed to power its popular online gaming and betting services.

## For More Information

To find out more about Juniper Networks products and solutions, please visit [www.juniper.net](http://www.juniper.net).

## About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at [www.juniper.net](http://www.juniper.net).

### Corporate and Sales Headquarters

Juniper Networks, Inc.  
1194 North Mathilda Avenue  
Sunnyvale, CA 94089 USA  
Phone: 888.JUNIPER (888.586.4737)  
or +1.408.745.2000  
Fax: +1.408.745.2100  
[www.juniper.net](http://www.juniper.net)

### APAC and EMEA Headquarters

Juniper Networks International B.V.  
Boeing Avenue 240  
1119 PZ Schiphol-Rijk  
Amsterdam, The Netherlands  
Phone: +31.0.207.125.700  
Fax: +31.0.207.125.701

To purchase Juniper Networks solutions, please contact your Juniper Networks representative at +1-866-298-6428 or authorized reseller.

Copyright 2013 Juniper Networks, Inc. All rights reserved. Juniper Networks, the Juniper Networks logo, Junos and QFabric are registered trademarks of Juniper Networks, Inc. in the United States and other countries. All other trademarks, service marks, registered marks, or registered service marks are the property of their respective owners. Juniper Networks assumes no responsibility for any inaccuracies in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.