

Dan Schwartz Realty, Inc. Works with The I.T. Workshop to Deploy Juniper Networks Solution for Secure VoIP Implementation

**Customer:**

Dan Schwartz Realty, Inc.

Industry:

Real Estate

Challenge:

Secure corporate data and deploy a secure Voice over IP solution for all office locations

Solution:

Juniper Networks J-series routers and integrated firewalls/IPSec VPNs

Benefits:

- Reliable and secure VoIP infrastructure
- Increased network security and protection
- Simplified, robust network management

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Darren Patoni
CTO
I.T. Workshop

Dan Schwartz Realty, Inc. employs more than 1,800 realtors and is the 4th largest real estate brokerage in Phoenix, Arizona. Having several branch offices, this fast-growing real estate company wanted to focus on its core goal, meeting the unique needs of agents with an affordable commission plan that would enable agents to realize their individual goals and dreams. With a growing team and expanding branch offices, the company needed a routing and network security solution that provides the performance, security and scalability Dan Schwartz Realty, Inc. requires. In addition, with opportunities to leverage new technologies such as VoIP (Voice over IP), the company needed an infrastructure that could provide quality of service (QoS) and unsurpassed reliability.

By partnering with The I.T. Workshop (The Information Technology Workshop), a systems integrator specializing in the design and management of secure, flexible and scalable technology solutions, Dan Schwartz Realty, Inc. could continue to grow the business while containing technology costs and ensuring that it had access to the expertise necessary to take advantage of best of breed solutions.

“Dan Schwartz Realty needed a network infrastructure capable of scaling to meet its growing needs while allowing the adoption of new technology as it becomes available,” explains Darren Patoni, CTO for The I.T. Workshop. “In addition to increasing the number of agents who rely on the network to support their own clients, the company needed to ensure that the network could support branch offices without sacrificing reliability or performance.”

The Solution

When Dan Schwartz Realty, Inc. expressed interest in a new Avaya VoIP solution that would enable the company to continue growing while also providing new telephone features, such as four digit dialing to agents in all branch offices, The I.T. Workshop turned to Juniper Networks.

After careful consideration, Dan Schwartz Realty, Inc. decided to purchase the Juniper Networks solution and have The I.T. Workshop maintain the solution to securely and cost-effectively protect Dan Schwartz Realty, Inc.'s infrastructure and new VoIP network.

“Juniper Networks provided something different from other vendors - a solution that can grow along with the needs of Dan Schwartz Realty, Inc. without requiring significant additional investment or reworking the network,” says Patoni. “Juniper routers deliver the performance they need with the ability to cost-effectively scale the network.”

Today, The I.T. Workshop has deployed Juniper Networks J2300 services routers at two Dan Schwartz Realty, Inc. office locations. The I.T. Workshop has been especially impressed with the J-series' dynamic routing capabilities and ease of use when managing multiple connections. Currently, the branches connect via IPSec VPN, however, the J-series routers provide Dan Schwartz Realty, Inc. with a forward-looking platform to build converged IP and IP/MPLS infrastructure while maintaining high levels of QoS control and throughput when needed for the most demanding periods of network congestion. Its modular software architecture ensures that the most important applications, such as VoIP, have first priority with networking resources. With the J-series, no additional memory or software was required to meet Dan Schwartz Realty, Inc.'s immediate needs thus resulting in a cost-effective solution that provided the greatest value.

Rather than lease routers from the telecommunications carrier, purchasing and managing its own Juniper Networks solution not only provides greater control over the network, it also ensures maximum performance and the ability to proactively manage the network. In addition to ease of management, the ability to troubleshoot issues and provide rapid resolution is vital for this mission critical network. The J-series one-touch roll-back feature along with the diminished need for technical personnel at remote locations make troubleshooting more efficient and effective.

“The telecommunications carrier we have been working with on this project had never experienced such a smooth transition and deployment,” explains Patoni. “We had the J-series routers up and running in less than ten minutes. You know you're working with an intuitive and powerful platform when even the carrier comments on how easy it is to manage.”

The J-series service routers deliver the advanced JUNOS modular operating system in a hardware platform ideal for smaller sites, including remote, branch and regional offices. The modular and coherent design of the JUNOS operating system is fundamentally different from legacy routing systems, providing enterprises with a forward-looking platform to build converged IP and IP/MPLS infrastructures. By running multiple functions in parallel on assigned processing resources, JUNOS software delivers high stability with the flexibility to enable advanced routing, QoS, security and management policies with predictable performance.

Ensuring network security with the new VoIP system is vital for Dan Schwartz Realty, Inc.. In addition to the security available with the J-series routers, Dan Schwartz Realty, Inc. also relies on Juniper Network security appliances for integrated firewall and IPSec VPN functionality at remote offices and to secure and protect the new Avaya VoIP solution.

With Juniper Networks NetScreen-50 and NetScreen-25 appliances sitting behind the routers at branch sites to protect the phone system, Dan Schwartz Realty, Inc. is securing the new Avaya VoIP system while ensuring that applications experience high performance and low latency. The new solution secures mission critical VoIP traffic without degrading application performance. The Juniper Networks security appliances are running in active/passive and active/active modes respectively.

The Juniper Networks NetScreen-50 appliance is a high-performance integrated security system, offering up to 170 Mbps of firewall and up to 45 Mbps of 3DES or AES VPN performance. The Juniper Networks NetScreen-25 appliance offers 100 Mbps of firewall and 20 Mbps of 3DES or AES VPN performance. With Integrated Deep Inspection firewall for application-level attack protection for Internet-facing protocols, applied on a per-policy basis, the NetScreen-50 and NetScreen-25 deliver Denial of Service protection to protect against more than 30 different attacks, both internal and external and high availability (HA) capabilities to minimize the potential for a single point of failure.

Dan Schwartz Realty, Inc. is also using the Juniper Networks NetScreen-5GT series appliances to securely connect remote users to corporate headquarters. By using the NetScreen-5GT to connect smaller remote offices and home offices to the SSG-520, NetScreen-50 and NetScreen-25 appliances located in city branch offices, Dan Schwartz Realty, Inc. ensures secure connectivity via site-to-site IPSec VPN tunnels. In addition to protecting applications, the NetScreen-5GT is also protecting the voice traffic between the branch locations and the main office. The NetScreen-5GT series offer up to 75 Mbps of firewall performance and up to 20 Mbps of 3DES IPSec VPN performance. With embedded antivirus and Deep Inspection firewall protection against the entry of viruses, worms and other network- and application-level attacks, the NetScreen-5 series effectively secures and assures Dan Schwartz's remote network.

"From the initial transition to on-going management, Juniper Networks has delivered ease of use and management that surpass our expectations," notes Patoni. "We have a secure solution that ensures all Dan Schwartz Realty, Inc. applications are protected – from proprietary applications to VoIP."

The Benefits

Dan Schwartz continues to add agents and grow its presence in the Phoenix-metro area. With the Juniper Networks routers and firewalls providing a powerful, secure network foundation, the company has a secure and assured network.

"The ability to pick up the phone and talk to clients is critical for an agent. With Juniper's solid foundation to build upon, we were able to seamlessly transition Dan Schwartz to a VoIP system," says Patoni. "Not only does Dan Schwartz now have a phone system that can scale to meet the needs of agents and the business as a whole, they also have a reliable and secure network to support it.

"The Initial implementation of Juniper Network Infrastructure and Avaya telecommunications has proven to be so successful that we have been awarded the opportunity to use Juniper's new

SSG 500 series solution along with an Avaya IP Office telecommunications solution at Dan Schwartz Realty, Inc.'s newest main office expansion and relocation currently underway," says Patoni.

"I am thrilled to give this customer the very best service and most cost-effective, reliable, network and telecommunications solutions available today," says Patoni. "From our company's perspective, trust is earned and we don't take that lightly. We will only offer the very best solutions for our customers and Juniper is at the very top of the list. Ultimately, our customers desire solutions that drive costs down and drive productivity up. As a service provider and value added reseller, I believe we've hit the target dead center with this solution. We've implemented Juniper, the best supplier of secure and resilient network infrastructure, which allows us to ultimately deliver the best voice and data application experience to users," states Patoni.

The Juniper Networks Secure Services Gateway (SSG) 500 series offer up to 1Gbps of firewall performance and up to 500 Mbps of 3DES IPSec VPN performance. The device marries the performance of a unified threat management (UTM) security solution with the features and interfaces of a WAN router in a package highly suitable for the enterprise branch. In this case, it will serve as a unified branch office security and routing platform.

With the installation of a new Avaya IP phone system, Dan Schwartz Realty, Inc. is taking advantage of the benefits associated with VoIP without many of the added costs. In fact, agents can use a combination of digital and VoIP phones to make calls to the branch offices.

Juniper Networks' robust and simplified management ensures that Dan Schwartz has the performance it requires and the management simplicity it demands. In fact, The I.T. Workshop has found that managing the network is even simpler than expected, empowering network managers to take a proactive approach to network attacks.

"Our experience transitioning Dan Schwartz Realty, Inc. to the Juniper Networks and Avaya voice solution has been one of the smoothest we've ever experienced," explains Patoni. "In addition to simplified installation and deployment, we can now securely and remotely manage any aspect of the network to ensure optimal performance. From the start, it's been a win-win relationship with Juniper and Avaya."



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