

“Juniper’s network security management capabilities, security features and price point set it apart from the competition. We are so happy with Juniper that we have centered our VPN offering on their platform.”

Lenny Monsour

Inflow
Application and Infrastructure
Management Line of Business Manager

Inflow Keeps Customers’ Needs First with Juniper’s Network Security Solutions

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Customer:

Inflow, a national IT service provider

Industry:

Service provider

Challenge:

Offering a security infrastructure that meets the performance and cost needs of small to medium enterprise customers

Solution:

Juniper Networks NetScreen firewall and IPSec VPN security solutions

Benefits:

- Ability to offer more cost-effective security service options for customers
- Increased employee productivity
- Simplified upgrade process saves time

Inflow is a leading provider of IT outsourcing solutions and Internet data center services for companies with critical business and network applications throughout North America. Having a diverse customer base that spans the spectrum of small, medium and large enterprise companies, Inflow recognized the need to expand their service offering and give customers a variety of options to meet their firewall and virtual private network (VPN) needs. By offering a full suite of managed security services, Inflow can meet the needs of many customers – large or small.

“Some of our customers were looking for a highly scalable yet cost-effective security solution for their businesses, but not all security platforms are as flexible or meet the budgetary and security needs of our more value conscious customers,” said Lenny Monsour, application & infrastructure management line of business manager at Inflow.

The Solution

In August of 2003, Inflow expanded its network security offerings by adding services to its portfolio that leverage Juniper Networks NetScreen security solutions. These new services provide Inflow customers more options for cost-effective and scalable security. Inflow customers took quickly to the Juniper NetScreen-based offerings.

Inflow deployed in High Availability (HA) mode two Juniper Networks NetScreen-208 appliances, providing up to 550 Mbps firewall and up to 200 Mbps of 3DES IPSec VPN performance. The NetScreen-208 appliances are located at Inflow’s headquarters to protect several customers’ data repositories which are being managed on their behalf. Additionally, Juniper Networks NetScreen-100 appliances are located at Inflow’s headquarters to protect Inflow’s internal corporate network.



Juniper Networks NetScreen-5GT appliances, providing up to 75 Mbps firewall and up to 20 Mbps of 3DES IPsec VPN performance, provide a cost-effective integrated firewall/VPN solution for Inflow's customers at their respective sites. NetScreen-5GT appliances, with the ability to provide antivirus and Deep Inspection firewall functionality, also are disbursed throughout Inflow's Denver-based data center to protect hosted customer data.

Inflow is using Juniper Networks NetScreen's central management solution to allow Inflow's IT staff to easily manage all the NetScreen devices and create and modify security policies for Inflow's individual customers. The platform also offers pre-defined reporting templates and allows network managers to create customized reports that are useful for tracking the individual appliances located at customer sites.

The Benefits

Since the first deployment of Juniper Networks NetScreen products, Inflow and its customers have seen many benefits. "Juniper appliances provide more scalability than our other offerings. This allows our customers to spend more time on their business rather than focusing on how to make their security solutions fit their needs," said Monsour.

Additionally, with a large customer base, it can get tricky trying to manage all the security devices. Juniper's network security management system allows Inflow staff to easily and centrally manage all the devices. And, with only one piece of code to upgrade, keeping the systems up to date is even easier.

"Juniper's network security management capabilities, security features and price point set it apart from the competition. We are so happy with Juniper that we have centered our VPN offering on their platform," added Monsour.

For more information about Inflow, please call 877.2INFLOW or visit www.inflow.com.



**CORPORATE HEADQUARTERS
AND SALES HEADQUARTERS
FOR NORTH AND SOUTH AMERICA**
Juniper Networks, Inc.
1194 North Mathilda Avenue
Sunnyvale, CA 94089 USA
Phone: 888-JUNIPER (888-586-4737)
or 408-745-2000
Fax: 408-745-2100

EAST COAST OFFICE
Juniper Networks, Inc.
10 Technology Park Drive
Westford, MA 01886-3146 USA
Phone: 978-589-5800
Fax: 978-589-0800

**ASIA PACIFIC REGIONAL
SALES HEADQUARTERS**
Juniper Networks (Hong Kong) Ltd.
Suite 2507-11, Asia Pacific Finance Tower
Citibank Plaza, 3 Garden Road
Central, Hong Kong
Phone: 852-2332-3636
Fax: 852-2574-7803

**EUROPE, MIDDLE EAST, AFRICA
REGIONAL SALES HEADQUARTERS**
Juniper Networks (UK) Limited
Juniper House
Guildford Road
Leatherhead
Surrey, KT22 9JH, U. K.
Phone: 44(0)-1372-385500
Fax: 44(0)-1372-385501

www.juniper.net

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