

APPLETON *Coated*

Customer Profile:
Appleton Coated,
Combined-Locks, Wisconsin

Appleton Coated manufactures high-quality coated paper products under brands names such as Altima Paper, Curious Paper, and Utopia Paper. The company is a subsidiary of Arjo Wiggins, which manufactures and markets technical and creative papers, primarily in Europe.

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- Marsha Cortright
Appleton Coated Help Desk
Manager

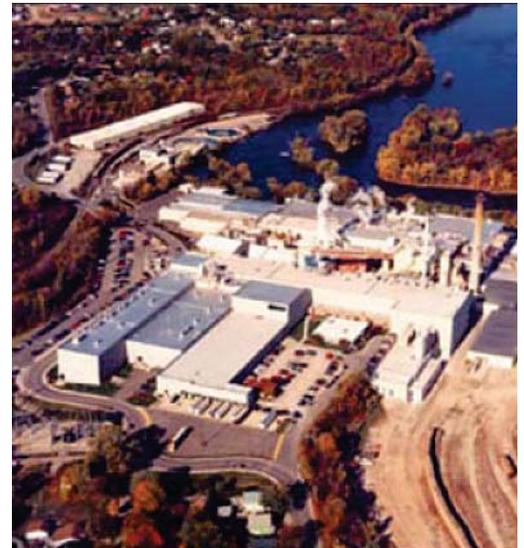
Appleton Coated Provides Remote Sales Force High Speed Internet Connectivity along with Secure Transfer of Confidential Company Data Using D-Link Broadband VPN Routers

Challenge: Appleton Coated, a leading manufacturer of highend specialty paper, recently found itself faced with a dilemma. Some representatives were using DSL to connect remotely to share important sales information with the company. Others were using cable and still others in remote locations were using dial-up connections. The company soon found the need to secure their data by implementing a Virtual Private Network (VPN), a method of creating a secure “private” network using the public Internet rather than using dedicated network lines. As Appleton’s sales representatives began upgrading to Broadband Internet Access services, their computers and company information became less secure and increasingly more prone to security breaches from Internet hackers due to the “always on” nature of DSL and Cable modems. Appleton Coated desired a single solution that would seamlessly integrate into the existing VPN configuration, but would also solve all company Internet connectivity issues, whether employees connected by DSL, Cable, or dial-up.

Appleton Coated salespeople had different requirements for access to the Internet. They would use the Internet access, but at the same time the company needed a second, dedicated link to send confidential data and communications. This was complex as well as costly to the company. In an effort to be proactive and come up with a solution that would be cost-effective yet meet Appleton’s strict security standards, employees began investigating solutions involving combination VPN Routers.

Marsha Cortright, Appleton’s Help Desk Manager, began investigating solutions that would meet the necessary criteria of seamless network integration, compatibility with all Broadband connection types, and IPSEC protocol support for added VPN security. At the same time she considered the benefits of purchasing VPN routers that had very limited pass-thru implementations and that supported only a single client connecting to a single remote VPN gateway. After conducting several cost benefit analyses and speaking with leading IT industry experts, Cortright reasoned that routers that supported multiple clients would be the best option for the company.

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When Cortwright approached company executives about implementing a VPN solution, some had concerns about network security. They worried that since VPNs can vary from vendor to vendor, conceivable flaws could create portals for third party spies and hackers. They also questioned whether internal and external workstations would be protected, and whether a VPN, rather than implementing an entirely new private network, would truly protect important, even critical, company information from security breaches. After much deliberation and a series of lengthy consulting sessions with experts in the IT field, the D-Link DI-804HV Broadband VPN Router was chosen for the network upgrade because it met all of the necessary criteria, as well as provided easy installation through intuitive Graphic User Interfaces (GUI). D-Link provided Appleton Coated a re-secured network and complete VPN solution. This enabled employees to access the corporate network from anywhere that they had access to an Internet connection, regardless of the speed of the connection.

Business Class Firewall

DI-804HV 4-Port Broadband VPN Router



PRODUCT FEATURES:

- Virtual Private Network Router that allows secure connectivity of multiple computers over the Internet.
- Built-in firewall protection.
- Features 10/100Mbps Auto MDIX Ethernet ports allowing CAT 5 cable (straight-through or crossover) to work with the DI-804HV.
- Multiple VPN Tunnels.
- Operating System Independent.

Solution: Cortright promptly implemented a plan for replacing each of the outside sales representative's VPN connections with D-Link DI-804HV Broadband VPN Routers. D-Link DI-804HVs were shipped via overnight express to each outside sales representative. Once the routers arrived, a simple phone call was made from the IT team, and each sales representative's VPN Router was easily connected to the VPN located at headquarters that which took an average of five to ten minutes.

Conclusion: Appleton Coated had originally been hesitant to implement a VPN solution due to configuration difficulties and security concerns. Top-level executives had suggested building a separate secure network, but time, location and other constraints made that option all but impossible. When Marsha Cortright, Appleton Help Desk Manager suggested implementing a VPN solution upgrade as opposed to an entirely new private network, that idea was also debated. After careful deliberation, the company chose D-Link networking solutions. By having D-Link set up a virtual private network (VPN), employees were able to access the Appleton Coated corporate network from anywhere that they had access to an Internet connection, regardless of speed of the connection. With all of the D-Link DI-804HV VPN Routers fully deployed, installed and operational, Appleton Coated now had a secured network and complete VPN solution. With the additional security now in place, outside sales representatives could enjoy the faster performance of a Broadband connection for quicker downloads and uploads, without concern of confidential company information being stolen.

"By integrating the D-Link combination Broadband VPN Routers, we essentially 'killed two birds with one stone'," said Marsha Cortright, Appleton Coated Help Desk Manager. "Now each sales rep not only has a high-speed Broadband Virtual Private Connection to headquarters, but important company information is also protected from Internet attacks at their remote locations." Sales representatives needed to transfer sensitive company data back to headquarters. D-Link secured the network so that company employees can now communicate securely. D-Link allowed Internet access, as well as secure communication, back to headquarters in one device. D-Link's DI-804HV routers replaced dedicated dial-up and Wireless Area Network (WAN) links, saving Appleton Coated thousands of dollars by eliminating the need to purchase their own private network. For more information on how D-Link can save your company money by installing the latest, cutting-edge networking technology, contact D-Link Systems Integration at 1-888-DLINKSI.



The D-Link DI-804HV is ideal for creating a home or small business network or for advanced users looking for additional management settings.