

Safe as houses: Ray White Ascot selects NETGEAR's latest Unified Threat Management gateway appliance for its network security.

Background

Ray White Ascot is one of Queensland's most successful real estate agencies. With 30 employees servicing a burgeoning property market, the company is poised for continued growth. With this growth came a requirement for an upgraded Unified Threat Management (UTM) solution. Gabrielle O'Carroll from Ray White Ascot enlisted the services of NETGEAR reseller Sean Dendle from Cymax to design and install the UTM upgrade.

Ray White Ascot employs several real estate agents as independent contractors. As a result, the company required a sophisticated UTM solution to combat the threats presented by personal laptops, tablets and smartphones accessing the network. In addition to this, the agency was looking for a way to limit access to "distracting" websites at work to improve employee productivity.

Most importantly, the company was looking for a solution that was easy to deploy, straightforward to use and maintain, and would cause minimal interruptions as the network was updated. Moving from a legacy UTM solution, Ray White Ascot looked to NETGEAR to provide a simple, reliable and affordable upgrade for its network security needs.

Profile

INDUSTRY: Real Estate

Organisation
Ray White Ascot

Challenge
To implement a reliable, affordable and simple security solution to block access to inappropriate websites in the workplace, restrict peer-to-peer file sharing and protect the company's valuable and sensitive data.

Solution
NETGEAR® ProSecure UTM9S

Ray White Ascot is a premiere real estate agency located in Brisbane's northern suburbs. Only 7km from the CBD, Ascot is one of Brisbane's most exclusive suburbs and has experienced strong growth in median housing prices during the past five years.

With 30 employees, the agency is one of Ray White's best performing estates with sales exceeding more than \$500 million in the past four years. The company is also one of Queensland's most successful agencies, currently ranking fourth in the state.



THE CHALLENGE

Ray White Ascot's business model incorporates agents working as independent contractors for the agency. These contractors bring their personal laptops, tablets and smartphones to work, which presented a number of network security threats. With employees using their devices for both work and personal use, Ray White Ascot faced the risk of malware and other security threats infiltrating the network each time these devices were connected. As an established real estate agent, Ray White Ascot hosts a significant amount of historical client data and financial information on its network, which is essential to protect.

After reviewing the company's security needs, Sean Dendle from Cymax concluded Ray White Ascot needed to upgrade its current UTM solution. Familiar with UTM products, Ray White Ascot identified several requirements for its UTM upgrade, including the ability to block access to inappropriate websites in the workplace, restrict peer-to-peer file sharing, protect the company's valuable and sensitive data, and improve worker productivity.

Many business owners find it difficult to determine whether employees are solely accessing the Internet for work-related purposes during office hours. In the case of Ray White Ascot, the company wanted to limit Internet access across several categories, restricting workers from accessing unproductive sites such as personal email, or gambling websites; and specific URLs to control access to social media and file sharing. In doing so, Ray White Ascot aimed to improve worker productivity and unplug valuable bandwidth on the network.

The company was also looking for a solution that allowed the UTM administrator to tailor Internet restrictions for individual employees. This means a property specialist may have different Internet access rights compared to marketing consultants or office administrators within the same building.

Most importantly, the company was looking for a solution that was easy to deploy, straightforward to use and maintain, and would cause minimal interruptions as they updated the network. "Essentially, we were looking for a product that lived up to its promises in terms of security, network speed and worker productivity. With our growing business, we were also looking for a solution that was scalable and reliable in the long-term", said Gabrielle O'Carroll, Ray White Ascot.

THE OUTCOME

After considering the varied needs of Ray White Ascot, Sean Dendle recommended the NETGEAR ProSecure® Unified Threat Management Firewall with Wireless-N and VDSL/ADSL2+ Options (UTM9S). Impressed by ongoing improvements to the NETGEAR product line up, Sean was confident in his recommendation to Ray White Ascot. Sean explains, "Cymax has seen NETGEAR grow from a home product-based provider to a mature company competing in the SMB space. The UTM9S is simple to deploy and straightforward to manage through a logically laid out interface. This product is a great example of NETGEAR understanding the end customer and reseller needs. In the UTM9S, NETGEAR has developed a product that is easy to sell, install and maintain."

THE SOLUTION

The UTM9S is the industry's first UTM firewall to provide high-speed Internet access via an internal VDSL/ADSL2+ modem. It simultaneously offers both a wireless-N access point module and a best-of-breed UTM firewall. This integrated design means Ray White Ascot can now access high-speed Internet, while benefiting from a secure wireless network and protection against constantly evolving and malicious Internet threats. Most importantly, though, the transition from Ray White Ascot's previous UTM solution to the UTM9S was seamless with minimal interruptions to the network. "The NETGEAR UTM9S has slotted into our network perfectly," said Gabrielle O'Carroll. "It's reassuring to know our network is protected, but we care most about being able to access our network without hassle. The UTM9S was installed with minimal disruption to the network and now offers our employees reliable high-speed internet."

The most tangible benefit offered by the UTM9S is the productivity gains for the company. Gabrielle O'Carroll explains, "Based on our conservative estimate of improved productivity of 30 minutes per day per employee, we calculate that the agency is now saving over \$100,000 a year using the NETGEAR UTM9S." With an RRP of \$799 with one year of subscriptions, the NETGEAR UTM9S provides an exceptional return on investment for SMBs looking to restrict access to unproductive websites in the workplace.

Based on its experience with the UTM9S, Ray White Ascot is looking to NETGEAR for upgrades to its storage and switching requirements in the future. Sean Dendle concludes, "The NETGEAR UTM9S has integrated perfectly with Ray White Ascot's existing network products. NETGEAR's combination of industry-leading technology and competitive pricing means we will continue to source NETGEAR products for Ray White Ascot's networking needs going forward."

ABOUT NETGEAR

NETGEAR (NASDAQGM: NTGR) is a global networking company that delivers innovative products to consumers, businesses and service providers. For consumers, the company makes high performance, dependable and easy home networking, storage and digital media products to connect people with the Internet and their content and devices. For businesses, NETGEAR provides networking, storage and security solutions without the cost and complexity of Big IT. The company also supplies top service providers with retail proven, whole home solutions for their customers.

NETGEAR products are built on a variety of proven technologies such as wireless, Ethernet and powerline, with a focus on reliability and ease-of-use. NETGEAR products are sold in over 28,000 retail locations around the globe, and through more than 37,000 value-added resellers. The company's headquarters are in San Jose, Calif., with additional offices in 25 countries. NETGEAR is an ENERGY STAR® partner.

More information is available at <http://www.NETGEAR.com.au>