

Large Healthcare Insurance Provider

Industry: Healthcare
Application: Off-The-Shelf & Custom Applications
Product: Array SPX

Challenges

- Install a secure remote access infrastructure that allows 5,000 geographically dispersed employees, partners and contractors to access corporate applications

Solution

- Array Networks SPX 5000

Benefits

- Cutting-edge security, highest performance and scalability, lowest Total Cost of Ownership (TCO)
- Cost reduction of \$1 million dollars per year
- Superior performance anywhere, anytime access to corporate applications

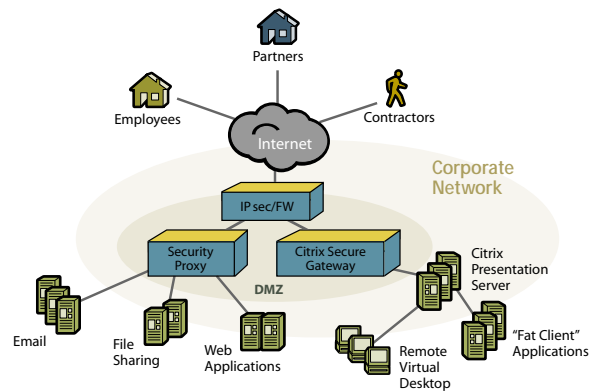
Array SSL VPN provides high performance and secure access to company resources for more than 5,000 remote users

The Company is one of the nation's largest publicly traded health benefits companies, with approximately 7 million medical members located in 15 states and Puerto Rico.

The Challenge

The company needed to add 5,000 users including employees, partners and contractors to the network due to business expansion. Specifically, these new users needed to gain access to email, files, web-based applications, and even Citrix-enabled applications.

As illustrated in the diagram to the right, the company identified the following key challenges and requirements in bringing these users online securely, quickly and cost-effectively:



Key Challenges and Requirements	Description
Flexibility and granular policy control	<ul style="list-style-type: none"> • The Company supports hundreds of off-the-shelf and custom applications. Not all 5,000 users need to have access to all applications, so the key is to provide the right users with the right access privileges depending on their identities and locations
Enhance and protect existing infrastructure	<ul style="list-style-type: none"> • Citrix MetaFrame Presentation Server is used to centrally deploy and manage many applications that require "fat" client software. The company requires the SSL VPN solution to secure and enhance Citrix Presentation Server, and to support those users and applications where Citrix is too expensive
Scalability	<ul style="list-style-type: none"> • Least amount of hardware, supporting maximum number of concurrent users
Performance Improved network and application security	<ul style="list-style-type: none"> • Low latency, high throughput, superior end user experience Because SSL VPN usually travels firewall port 443, the Company is concerned with potential exposure to network and application attacks within port 443 traffic. This security hole must be addressed. In addition, security risks associated with publishing internal resources over the internet must be eliminated
Economics	<ul style="list-style-type: none"> • Lowest TCO and low cost per user
High availability architecture	<ul style="list-style-type: none"> • Required to ensure business continuity
Tight schedule	<ul style="list-style-type: none"> • The Company originally planned on a 5 to 6 month timeframe, but had to cut the timeframe in half with a tight deadline for deployment

Alternate Solutions Considered

The Company had looked at a few general-purpose SSL VPN solutions from Juniper, F5, Avenail and Citrix. These solutions can perform as security proxy and replace Citrix's Secure Gateway. However they introduce new problems:

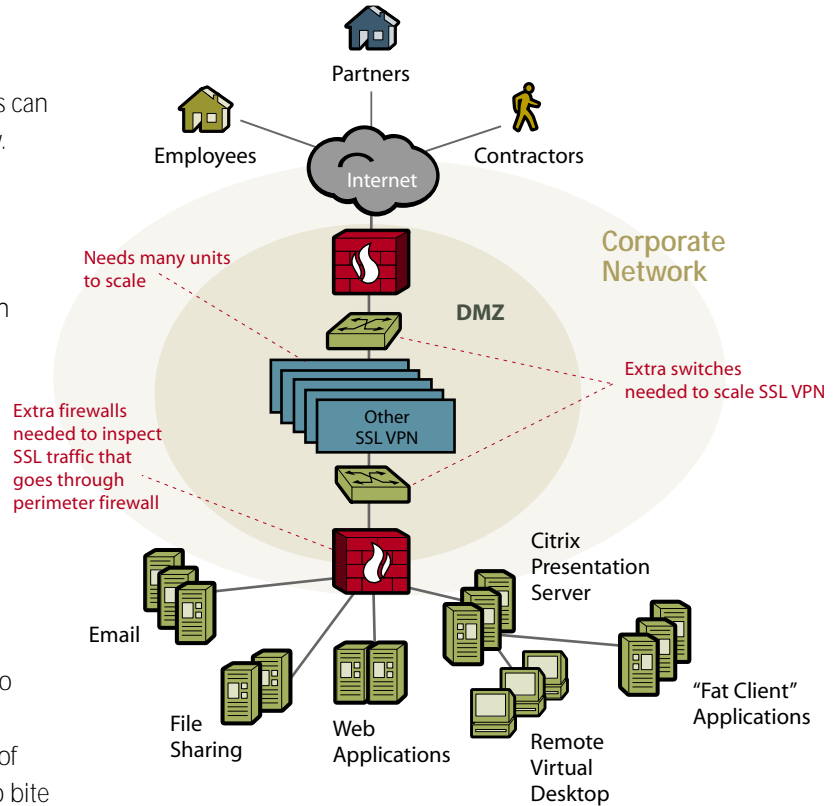
Weak Firewall Capabilities

These solutions do not inspect SSL traffic after it goes through port 443. This caused significant concerns and would require a pair of firewalls in front of the applications.

Requires Additional Hardware to Scale

Initial installation requires many types of equipment including extra switches. To scale in the future requires a forklift upgrade.

Another seemingly natural alternative for the Company was to deploy all these applications centrally over Citrix Presentation Server. However, this is a very expensive alternative because of Citrix annual user licenses. Just as the Company was about to bite the bullet, they found a better solution.



The Solution

Array Networks proposed a cluster of 3 SPX5000 SSL VPN units, eliminating the complexity for initial deployment, enabling scalability in the future, and best of all, costing a fraction compared to other alternatives to support all users and applications. This represents over \$1,000,000 in savings in the first year alone.

