

“Check Point VPN solutions have resulted in a 25- to 30-percent cost savings on network operations.”

*Michael Damkvist
IT Manager
Miele*



CUSTOMER NAME

Miele

INDUSTRY

Manufacturing

CHECK POINT PRODUCTS

- VPN-1® Power™
- VPN-1 SecureClient™
- FloodGate-1®
- SmartCenter™

CUSTOMER NEEDS MET

- Secured data transmission between offices
- Enabled uninterrupted communication
- Saved 25 to 30 percent on costs
- Provided easy-to-use management

Miele Streamlines Security, Saves Money with Check Point

ABOUT MIELE

With 10 million dishwashers installed, Miele has been keeping kitchens clean around the world. Miele customers also appreciate the performance of Miele vacuum cleaners, dishwashers, cook tops, ovens, laundry systems, and more... even laboratories have installed Miele glassware washers to ensure the best results. For 104 years, the company has been delivering the goods.

Founded in 1899 by the Miele family, which still owns the business, Miele is known in Denmark and around the world for its high-quality home appliances and service. The company lives by its motto, “forever better,” contributing to customer satisfaction and the company’s success over the years.

THE MIELE CHALLENGE

Miele needed a security solution that was comprehensive and reliable, one that lived up to the company’s reputation. With Miele’s focus on quality, it wanted to extend that to the secure access and transmission of company information.

“It is important that we can always access critical business data so we can offer our customers the best possible service. It is extremely important that we avoid disruptions,” says Michael Damkvist, Miele’s IT manager, explaining the company’s stringent information requirements.

THE CHECK POINT SOLUTION

To ensure secure communications between offices via the Internet, Miele has implemented Check Point VPN and firewall solutions. Check Point products were chosen because the technology has proven its value at other leading companies. The Check Point solutions also offer Miele additional flexibility when integrating third-party technologies.

Until the start of 2004, a dedicated Frame Relay network connected Miele's Nordic sales offices, providing for the secure transmission of important data. In spring 2004, the Frame Relay network was replaced by Check Point VPN-1® Power, a virtual private network that operates via the Internet, centrally managed by SmartCenter™ with network traffic prioritized and optimized by FloodGate-1®.

THE BENEFITS OF CHECK POINT SECURITY

Damkvist says that since installation, the Check Point solutions have met expectations in every way.

Practical resources

Check Point SmartCenter central management tools provide a clear picture when managing advanced security policies throughout Scandinavia from Miele's Scandinavian IT operations center near Copenhagen. The Check Point FloodGate-1 solution is able to prioritize network traffic according to application type. For example, the ERP system is given first priority, then come email and internal communication, and Internet traffic is given a third-place priority. In addition to his other responsibilities, Damkvist sits on an international IT committee that decides Miele's global IT strategies. He says, "It is an advantage having technology that supports a common security policy in the Scandinavian countries and that can be centrally managed. It requires fewer resources."

Cost savings

The Check Point VPN solutions, according to Damkvist, have resulted in a 25- to 30-percent cost savings on network operations. At the same time, security levels have been brought up to date. A VPN tunnel has been established to the ERP supplier now providing secure Internet-based support. Miele has gained a central overview of network traffic throughout Scandinavia, making it easier to locate and fix problems.

Total security

A network is no more secure than its weakest link. In that spirit, Miele has taken the necessary steps to strengthen its entire system.

There is now a VPN connection from Denmark to Miele's headquarters in Germany. VPN SecureClient™ software is installed on all home workstations. The Scandinavian sales offices are each protected by Nokia's IPSO-based firewalls, which run Check Point security solutions.

Miele suppliers: forever better

A commitment to quality and innovation permeates Miele, and the company expects the same of its suppliers. "It is extremely important that Miele's technology suppliers are market leaders so we can rely on their products now and in the long term," Damkvist says.

Check Point is a documented market leader in the firewall and VPN market. However, the company does not sell its solutions directly to customers but rather through partners. Damkvist studied the Danish market for Check Point partners and decided to proceed with Ezenta, an IT security firm supplying security solutions and consultancy. At Miele's invitation, Ezenta submitted a simple yet extensive solution proposal and drew up various scenarios to show long-term options. Furthermore, Ezenta's references indicated that the company possesses the expertise to tackle the assignment.

Ezenta has prepared complete documentation for Miele's security solution. The documentation is updated every time the slightest change is made. Ezenta also provides support in connection with daily operations and functions as Miele's collaboration partner, helping to assess security threats and coming up with solution proposals to match Miele's situation and requirements. All in all, this ensures that Miele's IT systems are always well protected and at the ready.

CONTACT CHECK POINT

Worldwide Headquarters

5 Ha'Solelim Street, Tel Aviv 67897, Israel | Tel: 972-3-753-4555 | Fax: 972-3-624-1100 | Email: info@checkpoint.com

U.S. Headquarters

800 Bridge Parkway, Redwood City, CA 94065 | Tel: 800-429-4391; 650-628-2000 | Fax: 650-654-4233 | www.checkpoint.com