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Neil Parker
IT Manager
BCA



CUSTOMER NAME

British Car Auctions (BCA)

INDUSTRY

Automotive

CHECK POINT PRODUCTS

- VPN -1® Pro™ NGAI

CUSTOMER NEEDS MET

- Affordable network connections for multiple auction sites
- High security, availability, and performance for transactions

BCA's European network is never "GOING, GOING, GONE" with Check Point security

ABOUT BRITISH CAR AUCTIONS

If you want to buy or sell a fleet of cars, trucks, or buses, British Car Auctions (BCA) could be your best deal. Europe's number one vehicle remarketing company, BCA moves more than one million vehicles each year. It generates turnover in excess of £2 billion through 23 auction centers in the United Kingdom, as well as auction sites in Austria, Belgium, Denmark, France, Germany, Holland, Norway, Portugal, and Spain.

About 90 percent of BCA's business comes from corporate customers, which include manufacturers, leasing groups, automotive groups, and creditors, and remainder from sales to the general public. BCA offers just about everything on wheels: cars, vans, trucks, forklifts, farm equipment, buses, and leisure vehicles. Classic cars, too. In addition to auction sales, BCA services include online sales, finance, advertising, and transport.

THE BRITISH CAR AUCTIONS CHALLENGE

BCA has achieved significant growth in the last five years, particularly in Europe, where the company now has 14 centers in 9 different countries. With this expansion, BCA needed a highly secure solution to give the European sites access to the financial systems and database hosted in the London data center. In addition, BCA is developing a centralized auction system to replace the multiple independent applications being used in Europe.

“All of our UK data centers and auction sites are connected by a private WAN,” said Neil Parker, the BCA IT Manager, “but extending it to include our European sites was simply too expensive.”

Centric Networks, the network and security management service company that manages data center operations and Internet security for BCA, recommended a managed Check Point VPN solution.



THE CHECK POINT SOLUTION

Centric Networks provides network and security management services and consultancy primarily to medium and large enterprises in the United Kingdom and Europe. The company wins customers with service level agreements that few competitors can afford to match. Centric Networks' principal security offering and preferred security management platform is Check Point. "Check Point security is the most robust, reliable, and innovative on the market," said Fraser Fisher, managing director, Centric Networks.

Centric Networks connects the European auction sites to the London data center by means of Check Point VPN-1® Pro™ NG AI (Next Generation with Application Intelligence™). VPN-1 Pro is a tightly integrated firewall and VPN gateway that combines the market-leading Firewall-1® security suite with sophisticated VPN technologies to meet the demanding requirements of Internet, intranet, and extranet VPNs. It provides secure connectivity to corporate networks, branch offices, remote and mobile users, and business partners.

VPN-1 deployment and security policies are centrally managed for all BCA locations by Centric Networks through the VPN-1 gateway in its data center, providing BCA with trouble-free connectivity and security.

THE BENEFITS OF CHECK POINT SECURITY

The Check Point solution managed by Centric Networks gives BCA the most trouble-free connectivity and security available.

Linking the enterprise, affordably

Compared to a private WAN, the costs savings of the VPN-1 Pro solution have been substantial, said Parker. "The Check Point VPN solution meets all our needs for a flexible, cost-effective, and secure connection, and it is scaled to our IT infrastructure and requirements."

Centric Networks implemented, configured, and remotely manages all BCA site-to-site VPNs. It remotely manages the rule bases, updates the software, and provides 24x7 support and extensive audit reports. This allows BCA's IT organization to focus on business-related IT initiatives and issues rather than system maintenance, a substantial time and cost benefit.

BCA has outsourced the management of all its Check Point firewalls to Centric Networks because of their demonstrated expertise with Check Point products. "The enormous flexibility that Check Point gives us in remote management is one reason we can be more cost-effective and deliver higher value than competitors," said Fisher of Centric Networks.

Ensuring business continues full-speed

All financial transactions at the local auction sites go over the VPN to London. "Robust security and high availability are critical to our business needs, especially in processing vehicle sales and financial requirements," said Parker. High availability and high performance of the VPN is ensured by a clustered pair of VPN-1 gateways in the London data center. Check Point ClusterXL® software distributes traffic between the pair, combining their capacity to increase total throughput. If one gateway becomes unreachable, all connections are redirected to the other without interruption.

Providing robust, proven Internet security

BCA places a high value on maintaining a consistent, high-availability infrastructure featuring robust hardware and software with proven value. "We chose VPN-1 Pro as the secure Internet solution for BCA because of reliability and stability of the Check Point firewalls in our own IT infrastructure. The Check Point solution is easy to manage which reduces our resource requirements, enabling us to provide more reliable service to BCA and our other customers," said Fisher.

THE BRITISH CAR AUCTIONS FUTURE

Check Point VPN-1 Pro security managed by Centric Networks ensures that their European subsidiaries have secure access to BCA's financial application in the London data center. This level of security and high availability will be even more critical when BCA brings its European auction application online, which will also be centrally housed in the London data center. Parker concluded, "Centric Networks continues to work with us to implement Check Point VPN connections for our European subsidiaries. We rely on Centric Networks for both our Check Point security solutions and their ability to provide us with high availability network management services."

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