

“We chose Check Point for integration and ease of management through SmartCenter Pro. I don’t need more than one piece of software to manage network security.”

*Maurilio Figueiredo
Systems Analyst, Andrade Gutierrez*



CUSTOMER NAME

Andrade Gutierrez Construction

INDUSTRY

Engineering and Construction

CHECK POINT PRODUCTS

- VPN-1® Pro™ with ClusterXL®
- UTM-1® Edge™
- SmartCenter Pro™
- SmartDefense™

CUSTOMER NEEDS MET

- Consolidate communications of all offices
- Make VoIP communications a reality
- Guarantee security for the entire network
- Simplify security management

Andrade Gutierrez Builds Converged Network on Stable Check Point Foundation

ABOUT ANDRADE GUTIERREZ

Andrade Gutierrez (AG) is one of Brazil’s largest heavy construction firms with projects throughout Latin America and Europe. A sampling of its contracts includes irrigation tunnels through the Andes Mountains, a highway in Peru, a bridge in Ecuador, a breakwater and terminal for the port of Santos (Brazil), and subways in Lisbon, Rio de Janeiro, and Sao Paulo. In 2004, the company recorded a net profit 41 percent higher than in 2003 and 116 percent higher than in 2002.

THE CHALLENGE

To sustain its rapid growth, AG required a more reliable, higher-performing, and easier-to-manage network. When the company redesigned its infrastructure to converge voice and data on a single network, it needed a security solution with the performance and stability to handle the combined traffic. At the time, the existing firewalls were unstable, so the company faced the decision to upgrade or replace them. Simultaneously, AG wanted to extend secure network connectivity to all the remote offices at its construction sites in Brazil. While the major offices had direct network links, some smaller offices were left outside the network with only Internet access.

THE CHECK POINT SOLUTION

AG completely replaced its preexisting firewalls with a more complete security solution from Check Point. To maximize the availability and performance of its security gateway, the company opted for VPN-1® Pro™ using ClusterXL® to distribute traffic between two gateways at the perimeter of its core network. This solution provided increased throughput while providing much-needed redundancy. “Though we had not yet experienced a problem, the risk was too great,” says Maurilio Figueiredo, systems analyst with Andrade Gutierrez. “If by chance a machine were to go down, there would be no network traffic, and, nowadays, a company cannot survive without Internet access.”



To AG, a communications failure in a firewall, regardless of the problem, could mean the loss of a large public bid worth billions of dollars. ClusterXL prevents this problem by automatically redirecting connections without affecting users in any way.

Remote construction offices that once had no secure way of accessing corporate applications and information now have secure site-to-site IPsec VPN connections through Check Point UTM-1® Edge™ integrated security appliances. Available in wired and wireless versions, these devices integrate access control, user authentication, and encryption in one device that is easy to set up and manage. VPN-1 SecureClient™ software on laptops gives mobile users remote access with the same level of security. Initially, 70 AG engineers, managers, and IT professionals are taking advantage of this capability, with more to come.

Enabled by the Check Point Security Management Architecture (SMART), AG configures all its security policies and manages all its security gateways and VPNs from one console in its Sao Paulo data center. Also part of AG's total solution, SmartDefense™ is an intelligent tool that identifies and blocks attacks in real time. "While other products offer only a report after an attack has occurred, SmartDefense instantly responds and blocks the invasion," says Eduardo Alonso, commercial director of EZ-Security, the Check Point partner that implemented the AG security project.

THE BENEFITS OF CHECK POINT SECURITY

Comparing cost and functionality, AG found that switching to Check Point provided much greater value than upgrading its incumbent firewall licenses for VPN. "We chose Check Point because of the reliability and stability of its products, but value for the money was also a strong factor," Figueiredo says. "We have had great results with our Check Point solution."

Scalability for growth

AG designed its converged network with an eye to long-term company growth. "With the Check Point cluster solution, we were able to structure a solution sized to last from four to five years, with the possibility of an easier upgrade in the future," Figueiredo says. "Check Point's centralized management also scales to thousands of gateways, giving us plenty of room to grow."

High performance

Through workload balancing, the clustered security gateway improved performance by as much as 400 percent more than the single server it replaced. "We gained fantastic capacity and processing speeds," Alonso says.

Enabler for Voice over IP

The increased performance and stability provided by Check Point has made VoIP communications possible for AG. "Today,

thanks to the UTM-1 Edge appliances and improved performance, we have a system that offers agile and efficient voice communications and video conferencing," Figueiredo says. By November 2005, AG had rolled out VoIP to nine locations, with 50 more scheduled for the end of January 2006.

Improved business efficiency

With VPN-1 Pro, AG can now support real-time processing. For example, many offices used to send payroll updates — such as employees dismissed and hired and personnel transportation allowances — in monthly reports to the head office. According to Figueiredo, the company does not need to wait until the end of the month to consolidate the data, because AG's network infrastructure allows offices to input information in real time. And Check Point security management lets the company do more with less.

"We chose Check Point for integration and the ease of management through SmartCenter Pro. In practice, I don't need more than one piece of software and one person to manage network security," Figueiredo says. "If I had more than one piece of software to manage our network security — instead of just SmartCenter Pro — I would eventually need to increase the size of my team."

Improved security

In addition, AG accomplished greater traffic security and communication stability with UTM-1 Edge, according to Figueiredo. "One can say that today, with the same data transfer rates we had in the past, the information flows with greater security," he says.

High Availability

And one final consideration not to be understated is that every single service from payroll to management to email goes through the security gateway and, therefore, it must provide High Availability. "Check Point has a commitment to High Availability, and we have had a first year with zero breakdowns or timeouts," Figueiredo says.

THE FUTURE OF ANDRADE GUTIERREZ

Network traffic is increasing even faster than AG planned. "We believe that in three or four years we will have to expand our network infrastructure," Figueiredo says. However, when the time comes to expand the infrastructure with new firewalls and security, Figueiredo and Alonso believe the implementation will be much easier due to the efforts already made. "Check Point solutions guarantee simple improvements, integrated into the current technology used by AG," Alonso says. "And that is the main advantage: to provide security and performance without needing to change the entire technological infrastructure."

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