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*Brian Hickey  
Network Manager  
Matheson Tri-Gas*



## CUSTOMER NAME

Matheson Tri-Gas

## INDUSTRY

Manufacturing

## CHECK POINT PRODUCTS

Safe@Office®

## CUSTOMER NEEDS MET

- A robust Internet security solution
- Substantially reduced cost for connecting branch offices
- Fast integration of newly acquired businesses

# Matheson Tri-Gas Deflates Branch Office Costs with Safe@Office

## ABOUT MATHESON TRI-GAS

Matheson Tri-Gas supplies pure gases and gas mixtures of every kind, from acetylene to xenon, along with equipment and systems for their safe handling and delivery. Its products are used in hospitals, labs, factories, artist studios and home workshops. They fill party balloons, make lasers work, etch silicon chips, anesthetize patients, and calibrate detectors and analyzers, to name only a few uses. Matheson Tri-Gas has also developed a strong Internet business presence that gives it a distinct advantage over competitors. Located in Parsippany, New Jersey, the company has more than 900 employees and 60 locations across the United States.

## THE MATHESON TRI-GAS CHALLENGE

Always growing, Matheson Tri-Gas acquired six new distribution companies in 2002 and plans to add four more. Many of the company's locations are small offices and retail outlets with two or three PCs and 10 or fewer employees. In addition to email, these locations require access to the company's intranet, centralized ERP applications, and a proprietary cylinder management system that tracks more than 700,000 gas cylinders nationwide.

Because frame relay networks are slow and expensive, Matheson Tri-Gas wants to take advantage of the development of broadband services to link its branch offices. However, the company was concerned about the security risks of always-on Internet connections. "Because we don't have IT experts at remote sites, we need a cost-effective Internet security and Virtual Private Network (VPN) solution that is plug-and-play and transparent to the users," says Brian Hickey, network manager for Matheson Tri-Gas.



## THE CHECK POINT SOLUTION

A Check Point Safe@Office solution proved to be the answer to Matheson's VPN and security needs. Available from a variety of appliance vendors, Safe@Office solutions protect data and networks with Check Point VPN-1®/FireWall-1® technology, enable multiple PCs to share one broadband connection, and provide subscription services for both Web content filtering and the latest virus protection.

As broadband Internet service becomes available in various regions, Matheson Tri-Gas is replacing frame relay company-wide with Safe@Office appliances from Celestix.

"The Safe@Office devices are just great," says Hickey. "They cost under \$600 each and we manage them at the corporate office through a very intuitive web interface."

One branch office in New Jersey has a converged service, carrying both voice and data on the same line. "You need a SIP-enabled firewall for that, which is one reason we chose the Safe@Office solution," explains Hickey.

## THE BENEFITS OF CHECK POINT SECURITY

Reducing costs is the number-one reason Matheson Tri-Gas chose Safe@Office Internet security, but it isn't the only reason.

### Lower cost of connecting branch offices

Connecting 40 of its locations by frame relay was too expensive for Matheson Tri-Gas in both equipment and monthly charges, so switching to broadband Internet protected by Safe@Office solutions made good business sense.

"For the site I brought online today, business-class cable modem service is only \$99 a month compared to \$600 a month for frame relay," says Hickey. The company expects to save \$5,000 a year on this 10-user site alone, and \$25,000 a year on another site with 25 users. Add in the other 38 locations and Matheson's savings with Safe@Office are significant.

### Prevention of Internet attacks

"The nature of our business isn't likely to attract intruders," says Hickey. "But with the growing number of viruses, worms and other threats, we are very concerned about hackers using

our systems to attack others." As a good corporate citizen, Matheson Tri-Gas wanted the robust security solution that Safe@Office solutions provide via Check Point's Stateful Inspection firewall technology.

### Fast integration of newly acquired businesses

Matheson Tri-Gas is expanding rapidly by acquiring many small welding businesses, and Safe@Office makes integrating them fast and easy. With a broadband Internet connection and a Safe@Office appliance, the new site has secure access to corporate email, intranet, and business applications in a matter of minutes. "In the old frame-relay world, it took 30 to 45 business days to acquire a circuit and bring a new company into the network," Hickey says. "The Safe@Office solution allows us to go to market much faster with our new business acquisitions."

### No-hassle management for branch offices

With no IT experts at its many branch locations, Matheson Tri-Gas needs a security solution that is trouble-free for its employees. Safe@Office couldn't be simpler for them to install and manage. "It took less than 10 minutes to talk them through the simple installation over the phone, and one person manages security for all the sites from the corporate office. The solution is completely transparent to the users," says Hickey.

## THE MATHESON TRI-GAS FUTURE

After performing three quick and easy installations at nearby locations, Hickey plans to convert the remaining 37 offices with frame relay to Safe@Office solutions within a year, and bring at least four new offices online. As offices gain independent Internet access without having to go through the corporate data center, the company is interested in adding Web content filtering, which is available for Safe@Office solutions through a subscription service.

## CONTACT CHECK POINT

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