

*“We can manage everything centrally now to ensure all of our locations are online and operating properly. It’s a tremendous sense of comfort to know that your business is up and running and protected.”*

*Dale Williams  
Director of IT and Retail Operations  
Walters-Dimmick Petroleum, Inc.*



**CUSTOMER NAME**

Walters-Dimmick Petroleum, Inc.

**INDUSTRY**

Convenience Stores

**CHECK POINT PRODUCTS**

- Safe@Office®
- Security Management Portal (SMP) On-Demand™

**CUSTOMER NEEDS MET**

- Secured broadband for 58 separate locations
- Hosted central management of remote stores
- Exceeded Requirements for PCI Compliance

## Walters-Dimmick Petroleum Secures Store Broadband with Safe@Office and SMP On-Demand

### ABOUT WALTERS-DIMMICK PETROLEUM, INC.

Walters-Dimmick Petroleum, Inc., (WDP) is a marketer of Shell petroleum products with a primary focus on the distribution of Shell fuels across Michigan, Indiana, and Ohio. The company maintains a large network of Shell-branded retail facilities operated by company personnel and independent dealers. In addition to selling Shell gasoline, all sites incorporate convenience stores and may also include fast food restaurants such as Subway, Jimmy John’s, and Quiznos. Sites may also have car washes, ATMs, phone card services, and other services. Where possible, many of these products and services are combined onto a single site to provide a quick and easy way for customers to get the quality products and services they want within one convenient retail location.

### THE WALTERS-DIMMICK PETROLEUM CHALLENGE

WDP manages more than 58 locations, each of which requires an Internet connection for secure email access and corporate communications. When the company replaced its dial-up service with broadband, it hired a managed service provider (MSP) to implement a complete high-speed DSL solution that included Check Point Safe@Office® appliances. “Once we went to an always-up Internet solution, we knew we needed security,” says Dale Williams, director of IT and retail operations for Walters-Dimmick Petroleum.

### THE CHECK POINT SOLUTION

In order to effectively manage the Safe@Office appliances within geographically distributed WDP retail locations, Williams selected Security Management Portal (SMP) On-Demand™ from Check Point. SMP On-Demand is a fully-hosted



[www.waltersdimmick.com](http://www.waltersdimmick.com)



*“The secure broadband solution protected by Check Point Software has improved our company’s bottom line, and perhaps even more importantly, it is starting to improve our overall customer experience.”*

Dale Williams  
Director of IT and Retail Operations  
Walters-Dimmick Petroleum, Inc.

central management and service provisioning platform delivered as a “Software-as-a-Service” (SaaS). Williams appreciated that SMP On-Demand featured an intuitive, Web-based user interface to manage all of the Safe@Office gateways from a single location. WDP also selected the Check Point solution because it required a minimal upfront investment and low administrative and support costs.

Another important factor that influenced William’s decision was that the Check Point solution exceeded the requirements for PCI compliance, including:

- Protecting systems containing cardholder data from Internet threats
- Securing transmission of cardholder data across public networks
- Enforcing access and authorization policies across networked systems
- Providing application protection for Web-facing systems
- Delivering real-time security updates to keep security systems current
- Simplifying management, reporting, and analysis of security systems

## THE BENEFITS OF CHECK POINT SOFTWARE

With WDP’s secure broadband in place, the company has improved operations across all of its locations by actively managing IT security, including spam filtering and Web content monitoring; thereby ensuring security is consistently deployed company-wide. “We can manage everything centrally now to ensure all of our locations are online and operating properly,” says Williams. “It’s a tremendous sense of comfort to know that your business is up and running and protected.”

The Safe@Office appliances also provide a key benefit for WDP’s remote locations that aren’t able to receive broadband service. In those instances, WDP uses a wireless Internet card plugged into the USB port of the Safe@Office appliance. It’s another example of how WDP has freed itself of costly phone lines.

“So many things in our line of business require technology. We rely heavily on our infrastructure, not just to work, but to work well. In the case of communications and Internet access, we’ve been able to replace a lot of expensive phone lines,” says Williams, who estimates that eliminating two or more phone lines pays for secure broadband. “In addition, we’ve been able to install video surveillance and offer wireless Internet access to customers.”

## THE FUTURE OF WALTERS-DIMMICK PETROLEUM

To continue reaping the benefits of broadband, WDP is getting ready to install ATMs online in its locations. The new ATMs would eliminate the need for phone lines along with the associated monthly charges, plus they will speed up customer transactions. And since Safe@Office provides an integrated 802.11b/g secure access point, WDP is planning to roll out secure hotspots at select locations for its customers.

“The secure broadband solution protected by Check Point Software has improved our company’s bottom line, and perhaps even more importantly, it is starting to improve our overall customer experience,” says Williams. “We are committed to Check Point for our future security needs and in helping us offer our customers the value-added services that differentiate us from our competitors while building strong customer brand loyalty.”

### CONTACT CHECK POINT

#### Worldwide Headquarters

5 Ha’Solelim Street, Tel Aviv 67897, Israel | Tel: 972-3-753-4555 | Fax: 972-3-575-9256 | 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

©2003–2008 Check Point Software Technologies Ltd. All rights reserved. Check Point, AlertAdvisor, Application Intelligence, Check Point Endpoint Security, Check Point Endpoint Security On Demand, Check Point Express, Check Point Express CI, the Check Point logo, ClusterXL, Confidence Indexing, ConnectControl, Connectra, Connectra Accelerator Card, Cooperative Enforcement, Cooperative Security Alliance, CoreXL, CoSa, DefenseNet, Dynamic Shielding Architecture, Eventia, Eventia Analyzer, Eventia Reporter, Eventia Suite, FireWall-1, FireWall-1 GX, FireWall-1 SecureServer, FloodGate-1, Hacker ID, Hybrid Detection Engine, IMsecure, INSPECT, INSPECT XL, Integrity, Integrity Clientless Security, Integrity SecureClient, InterSpect, IPS-1, IQ Engine, MailSafe, NG, NGX, Open Security Extension, OPSEC, OSFirewall, Pointsec, Pointsec Mobile, Pointsec PC, Pointsec Protector, Policy Lifecycle Management, Power-1, Provider-1, PureAdvantage, PURE Security, the puresecurity logo, Safe@Home, Safe@Office, SecureClient, SecureClient Mobile, SecureKnowledge, SecurePlatform, SecurePlatform Pro, SecuRemote, SecureServer, SecureUpdate, SecureXL, SecureXL Turbocard, Security Management Portal, Sentivist, SiteManager-1, SmartCenter, SmartCenter Express, SmartView, SmartView Monitor, SmartView Reporter, SmartView Status, SmartView Tracker, SMP, SMP On-Demand, SofaWare, SSL Network Extender, Stateful Clustering, TrueVector, Turbocard, UAM, UserAuthority, User-to-Address Mapping, UTM-1, UTM-1 Edge, UTM-1 Edge Industrial, UTM-1 Total Security, VPN-1, VPN-1 Accelerator Card, VPN-1 Edge, VPN-1 Express, VPN-1 Express CI, VPN-1 Power, VPN-1 Power Multi-core, VPN-1 Power VSX, VPN-1 Pro, VPN-1 SecureClient, VPN-1 SecuRemote, VPN-1 SecureServer, VPN-1 UTM, VPN-1 UTM Edge, VPN-1 VSX, Web Intelligence, ZoneAlarm, ZoneAlarm Anti-Spyware, ZoneAlarm Antivirus, ZoneAlarm ForceField, ZoneAlarm Internet Security Suite, ZoneAlarm Pro, ZoneAlarm Secure Wireless Router, Zone Labs, and the Zone Labs logo are trademarks or registered trademarks of Check Point Software Technologies Ltd. or its affiliates. ZoneAlarm is a Check Point Software Technologies, Inc. Company. All other product names mentioned herein are trademarks or registered trademarks of their respective owners. The products described in this document are protected by U.S. Patent No. 5,606,668, 5,835,726, 5,987,611, 6,496,935, 6,873,988, 6,850,943, and 7,165,076 and may be protected by other U.S. Patents, foreign patents, or pending applications.