

# High-Tech Startup LinkTime Secures Business Across Public Cloud Platforms AWS and Alicloud with Hillstonet Networks

## The Customer

LinkTime, a fast growing high-tech startup, is focused on developing big data, cloud computing and mobile application technology, and to that end, provides a big data analysis platform to software developers and enterprises. LinkTime has research and development centers in both the US and China. Deployed in a dynamic startup environment, their servers and applications run in the cloud in their respective public cloud platforms. In China, the team uses Alibaba Cloud (Alicloud), which is the largest public cloud platform, and in the China market, its performance has been measured to be superior over AWS and Azure. In the US, LinkTime uses Amazon Web Services (AWS).

## The Challenge

LinkTime had been looking for one solution that could protect their data in both of their public cloud platforms. In addition, they needed to secure data transactions between the four sites: two virtual private clouds (VPCs) on the public cloud platforms, and two office facilities. More specifically, in order to engage with clients and drive business, employees needed remote, secure access to the applications and servers located on the cloud from anywhere, at any time.

Before deploying the Hillstone solution, LinkTime was using security policies and rules from the public cloud security group, which only supported Access Control List (ACL). This was a limited solution, that only enabled a limited number of verified IP addresses to access the application servers. If an employee were mobile – at a customer site or off-site for other purposes – they would have to access the application servers from a local IP address, which meant that they would have to request access each time they were at a different site. This not only posed an inconvenience to the employees – especially if there were time-zone issues – but also translated into administrative overhead and management headache for the IT team; it was also time-consuming.

The LinkTime team wanted a solution that would give them secure access from anywhere – a hardware-based next-generation firewall for protection in their offices, and a virtual firewall to protect their cloud servers and to secure the connection between the four sites: two virtual private clouds (VPCs) and two offices. In addition, as their business and team increased in size, they needed a solution that guaranteed bandwidth allocated to prioritized business applications and uninterrupted access to their demo sites.

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## The Solution

Hillstone Networks CloudEdge is the first and the only commercial, network security vendor certified on AliCloud. Hillstone also supports other major public cloud platforms, such as AWS and Azure. In order to link AWS in the US and AliCloud in China – Hillstone Networks was the clear and only choice.

LinkTime selected the Hillstone Networks security solution, which consists of a Hillstone E Series Next-Generation Firewall (NGFW), and Hillstone CloudEdge. Hillstone's NGFW is deployed as an office gateway, and CloudEdge is deployed as a VPC gateway in both public cloud platforms. LinkTime has enabled the complete feature set of the Hillstone NGFW, including IPS, AV, QoS. This allows them to secure data transactions by providing IPsec VPN among the four sites and SSL VPN for remote access, which allows LinkTime employees the ability to use internal IP addresses to access all servers regardless of the location of the server VPC. In addition, Hillstone QoS enables LinkTime to allocate bandwidth based on application and IP addresses, therefore ensuring bandwidth for critical applications, such as demos.

"Hillstone Networks has helped LinkTime be an agile business, by helping our teams have fast, secure access to critical application servers from anywhere, anytime."

— Feng Peng, CEO at LinkTime.

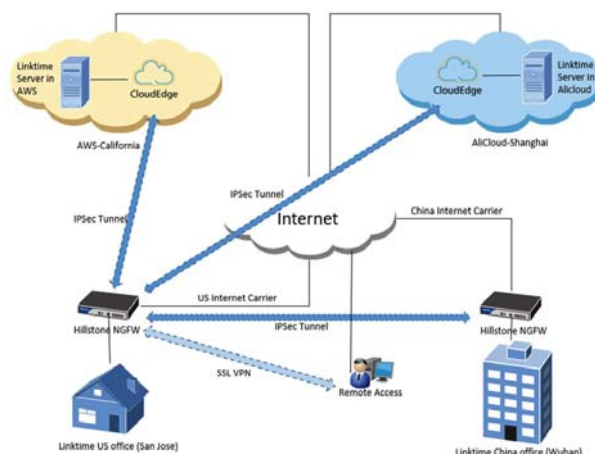


Figure 1: Hillstone Networks Delivers Secured Network Access Anywhere, Anytime for LinkTime

The Hillstone solution has allowed LinkTime to gain the following benefits:

- Hillstone hardware-based NGFW and virtual firewall, CloudEdge, work in conjunction to protect LinkTime's assets in both the cloud and physical locations, and provide secure connection between these four sites.
- Enables secure access to application servers from anywhere, anytime, without the hassle of calling in to obtain access to specific IP addresses.
- Guarantees the critical business applications are first priority, thereby improving overall efficiency and productivity.