

Case Study

Premier State-Owned Trustee Secures Remote Branches and Reduces Yearly Bandwidth Cost by 40% with Hillstone

Hillstone SD-WAN replaces IP-VPN with comprehensive security, centralized management, and visibility for remote sites and headquarters



Customer Profile

Customer

Premier State-Owned Trustee

Sector

Finance

Location

Southeast Asia

Size

20 branches managing over 200,000 estates

Scope

Provides estate administration, legacy management, will implementation, and transaction monitoring services

Challenges

Distributed remote branches struggled with high IP-VPN bandwidth costs and slow access speeds to corporate resources; lack of visibility on remote branches' bandwidth utilization

Requirements

- Replace IP-VPN with SD-WAN to achieve significant cost improvement
- Centralize monitoring and management from HQ to remote branches to ensure service SLA
- Deliver better application access experience to internal employees

Result

- Reduced yearly bandwidth cost by 40%
- Enhanced branch network access
- Gained visibility into distributed remote branch devices and traffic



The Challenge

This premier state-owned trustee has been offering financial services since the early 1900s. It provides corporate trusteeship, custody, and back-office services to clients in Southeast Asia and is one of the most experienced providers of legacy management solutions in the country.

The trustee has set up remote branches all over the country. Each branch needs more bandwidth and faster application access every year. The increasing bandwidth requirements have led to frequent and costly upgrades to the IP-VPN. The IP-VPN connects the Local Area Networks (LANs) from each remote branch to one another via routers and Virtual Private Networks (VPNs). These IP-VPNs rely on Multiprotocol Label Switching (MPLS), a private network partitioned from the public Internet. Despite the advantages of a private MPLS-based VPN network, the trustee has encountered high ongoing costs for upgrades in bandwidth. Additionally, the trustee has limited visibility into devices and traffic from remote branches, particularly concerning the HRMS human resource system, internal employee applications, business CRM, file-sharing sharing system.

The trustee wanted to replace IP-VPN with a solution allowing them to cost-efficiently use broadband links to increase capacity as necessary while quickly gaining security insights. Additionally, the trustee needed a solution that could help maintain or exceed current SLA levels.

The trustee chose SD-WAN and assessed solutions from various vendors. They carefully compared specifications and capabilities and conducted proofs of concept to determine the extent of security coverage, flexibility, ease of use, and better return on investment (ROI). This comprehensive evaluation process reassures their clients about the trustee's decision-making abilities.

The Solution

Ultimately, the trustee selected the Hillstone SD-WAN solution, effectively utilizing more affordable broadband instead of pricey MPLS links. The SD-WAN solution includes the Hillstone Security Management (HSM) and the A-Series next-generation firewalls (NGFW).

Hillstone Security Management (HSM)

The virtualized HSM (vHSM) serves as the SD-WAN controller and provides centralized management. HSM facilitates seamless deployment of new services and policies and enables link quality monitoring. HSM for SD-WAN offers advanced security and operational efficiency, allowing for secure management of SD-WAN from a single interface. The HSM enables to manage and monitor devices efficiently and orchestrate and manage the SD-WAN solution.

Hillstone A-Series Next-Generation Firewalls (NGFW)

The Hillstone SD-WAN solution was set up in a hub-and-spoke configuration, with the headquarters serving as the hub and the branches as the spokes. Each branch has its own internet connection, which the Hillstone A1000 NGFW secures. This firewall allows connectivity to the headquarters, granting access to central servers and applications. At the headquarters, the Hillstone A3800 NGFW operates in high availability (HA) mode, providing a failover solution in case a communication line or device malfunctions to ensure smooth communication and improve network reliability. Additionally, the A-Series offers SSL VPN for secure connectivity for remote users,



enabling access to core services. The A-Series NGFWs provide high-security performance, comprehensive threat prevention and detection, and intelligent policy definition and operation. The A-Series NGFW is built on a new hardware platform that delivers leading application-layer performance to address the challenges posed by today's threat landscape.

The Results

The Hillstone SD-WAN solution successfully addressed multiple challenges for the trustee's remote branches. As a result, the trustee achieved a 40% reduction in yearly bandwidth cost while maintaining previous SLA levels. Additionally, the trustee gained a comprehensive view of their devices, including rich real-time status and alarms and statistical information, which significantly improved daily operations efficiency. The Hillstone HSM consolidates dynamic device health status with underlay and overlay network quality, addressing delay, jitter, and packet loss. This solution provides real-time alarms through webUI, email, or social apps and offers enhanced data analytics for transport availability and historical data statistics for further troubleshooting and optimization.

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Hillstone SDWAN
make it easy for security/
traffic management from
HQ to branches.

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About Hillstone Networks

Hillstone Networks' Integrative Cybersecurity approach is based on a visionary, AI-powered, and accessible platform, delivering coverage, control, and consolidation to secure over 28,000 global enterprises.

Hillstone is a trusted leader in cybersecurity, protecting critical assets and infrastructure, from edge to cloud, regardless of where workloads reside. Learn more at <http://www.hillstonenet.com>.

Learn more about Hillstone products mentioned in this case study

Hillstone Next Generation Firewall (NGFW) ⇒

Hillstone Security Management (HSM) ⇒

Hillstone Web Application Firewall (WAF) ⇒

Hillstone Application Delivery Controller (ADC) ⇒

Read about Hillstone solutions

Cloud Workload Protection (CWPP) ⇒

Extended Detection & Response (XDR) ⇒

Zero-Trust Network Access (ZTNA) ⇒

Secure SD-WAN ⇒

Micro-segmentation ⇒

Network Detection & Response (NDR) ⇒

