



## GIVING CONSUMERS ENHANCED SHOPPING EXPERIENCES

**Preturi Pentru Tine S.R.L upgrades third-party firewall platform with SonicWall solutions to improve network security and visibility, giving its employees and customers improved and reliable network connectivity and secure WiFi access.**

### Business need

The rapid expansion of stores and the growing number of point of sale (PoS) solutions that were being connected to the company's core network infrastructure compelled Romania-based retailer Preturi Pentru Tine S.R.L, to look for a more powerful firewall platform. One that could easily handle the increase in connected devices and bandwidth demands, while optimising network speed, connectivity, and performance.

### Solution

Preturi Pentru Tine S.R.L engaged a local IT provider in Romania to replace third-party firewall and networking equipment with SonicWall appliances and wireless devices. The installation of SonicWall NSA 4600 Series Next-Generation Firewalls (NGFW) and SonicWall TZ SOHO wireless series has boosted Preturi Pentru Tine S.R.L's network bandwidth demands. Employees and customers visiting its 177 retail outlets in Romania, Moldova and Bulgaria were now able to access fast, secure and uninterrupted connectivity to the Internet, cloud applications, and site-to-site VPN.

### Benefits

- Optimised network speed and performance
- Enhanced bandwidth management
- Protection of data and IT assets
- Fast, secure and uninterrupted Internet connectivity and access to applications
- Enhanced site-to-site VPN connectivity
- Enterprise-class features and uncompromising performance

### Solutions at a glance

- Next Generation Firewalls
- Wireless security
- Management and Reporting

"Since we implemented SonicWall's firewall appliances, we can connect to all the servers at the same time without having to disconnect from one network and reconnect to another."

**STANCU STEFAN, IT MANAGER, PRETURI PENTRU TINE (PPT) S.R.L.**



### CUSTOMER PROFILE

<b>Company</b>	Preturi Pentru Tine S.R.L
<b>Industry</b>	Holding company of various subsidiaries
<b>Country</b>	Romania (Headquarters) subsidiaries in Moldova & Bulgaria
<b>Employees</b>	Over 1,000
<b>Website</b>	www.ppt.ro ppt.bg

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Preturi Pentru Tine S.R.L. protects its network infrastructure and cloud offerings

To drive growth in a highly competitive retail business, retailers must provide fast, reliable and protected access to disparate IT infrastructure, applications and services to their employees and customers around the clock.

Meeting these requirements can be especially challenging for small to midsize retail chain stores that must stand out against large-scale retail conglomerates, which have ample resources to boost agility and customer experiences.

Despite fierce competition and numerous challenges that mid-size retailers face, Romania headquartered Preturi Pentru Tine (PPT) S.R.L has found a way to thrive and succeed in a highly cut-throat clothing and shoe retailing business.

Founded in 2006, PPT has for the past 11 years continued to enjoy success by providing customers with affordable clothing and footwear. The retail group prides itself on bringing to market the lowest prices in clothing and footwear for all ages, as well as cosmetics, detergents, and products for home use.

Stancu Stefan, IT Manager, PPT, said the company is a group of sister stores in three countries namely Romania, Moldova, and Bulgaria. Stefan added that the group specialises in selling reasonably priced clothes and footwear and it has a total of 177 stores, 137 in Romania, 30 in Moldova and just started in Bulgaria where there are ten outlets.

Over the years, PPT's geographic and business footprint has been steadily expanding, and with each new addition to its store chain, the third-party firewall

platform that the company had deployed couldn't cope and used to cause a lot of downtime resulting in loss of business and productivity.

Since 2013, PPT has been expanding its operations in Moldova and Bulgaria, a development that further added challenges to the company's already burdened network infrastructure. And the expansion didn't stop with the enlargement of the bricks and mortar stores, as the company also added PPT online to its IT network, which is the result of the normal evolution of traditional retailing in response to technological developments and business advancements designed to give customers an Omni-channel (online and offline) experience.

After exploring the market for a robust firewall platform, PPT decided to work with SonicWall to upgrade its wireless network infrastructure and site-to-site VPN connection because the vendor has a wide range of solutions to suit every organisation from small businesses, mid-sized firms and large enterprises.

The company realised that some of the technology and network devices it had for the core network were not meeting its expectations especially that it needed to support around 200 VPN tunnels.

To overcome this challenge, PPT considered several market-leading solutions and ultimately settled for SonicWall to help it modernise its network infrastructure and enhance VPN connectivity. "We selected SonicWall because the vendor offers superior firewall platforms and site-to-site VPN solutions," Stefan said.

## System requirements

### Hardware

SonicWall NSA 4600

SonicWall TZ SOHO wireless

### Services

Comprehensive Gateway Security Suite

### Software

SonicWall Global Management System

## Ideal Solution

Before implementing the SonicWall TZ, three SonicWall NSAs 4600 at its headquarters and site-to-site VPN in all the 177 shops, PPT had an open-source firewall and router offering called pfSense and a telephony system.

The company had tried to create VPN connectivity between the head office in Romania and all the stores in the three countries with the old firewall platform, but it didn't work.

"The network system used to crash a lot, and it was at this point that we decided to change and overhaul the whole network and firewall platform," Stefan said.

Given that PPT group has operations across three countries, managing, monitoring, and reporting on growing distributed networks was increasingly becoming complex and costly. To enhance its central management and reporting, PPT implemented the SonicWall Global Management System (GMS), which provides organisations and distributed networks with a powerful and intuitive solution to centrally manage and rapidly deploy SonicWall NGFWs. In addition, SonicWall GMS provides centralised, real-time monitoring and comprehensive policy and compliance reporting. IT administrators can cluster GMS solutions for added redundancy, scalability, and flexible deployment options which include software, hardware and a virtual appliance.

The SonicWall GMS provides a holistic way for PPT to manage its entire network security environment by controlling business processes and meeting service levels.

"SonicWall's GMS is one of the coolest features of the entire project because it has simplified managing 160 locations using a solution from one pane of glass," Stefan explained.

At the GMS core is a distributed architecture that facilitates limitless system scalability, supporting the largest of distributed enterprises and managed security services providers (MSSPs). A single instance of GMS can scale to bring thousands of SonicWall security devices

under its management regardless of location.

## Solution gives retail group robust security and more network control

Stefan pointed out that after evaluating several vendor solutions on the market, the group selected SonicWall for its superior products, technology, and excellent pricing. "The main network rollout was done within a couple of weeks, and the implementation went smoothly," he said.

Stefan added that for branches in Romania, Bulgaria and Moldova the company has deployed the SonicWall NSA 4600 Series firewall appliance and SonicWall TZ SOHO wireless for internal WiFi use. For all stores, PPT in planning to activate a captive portal and offer free WiFi service to customers that visit its outlets.

With Sonicwall TZ SOHO wireless devices it is easy to configure, manage and control wireless guest services (WGS). WGS allow an organisation to create access accounts for temporary use that allow wireless clients to log into a company's network. Guest accounts are typically limited to a pre-determined life span, and after their life span, by default, the accounts are removed.

"We have a fiber connection in all the stores, and we have managed to create our VPN tunnels with the head office. At the headquarters, we have a semi-data center," he said. "We also have 200 Ipsec tunnels (site to site VPN) connecting remote sites, and 30 users connected through SSL VPN."

With the role of IT in supporting business operations and growth within PPT group continuously advancing, the IT division provides support to all the point of sale solutions (PoS) in 176 stores in Romania, 30 in Moldova and ten outlets in Bulgaria.

In addition to supporting the PoS in stores, Stefan said IT also provides support to 115 employees in Romania, 30 in Moldova and 10 in Bulgaria that use and depend on the company's IT infrastructure and systems to do their work.

Following the network upgrade in the three countries, PPT is now able to connect from one country to another without any network or connectivity issues. "On our old system, if you wanted to connect to the servers from the other countries (Moldova or Bulgaria), we connected only to that country, and that's it. Since we implemented

SonicWall's firewall appliances, we can connect to all the servers at the same time without having to disconnect from one network and reconnect to another," Stefan explained.

Looking ahead, PPT has started its cloud journey with some of the applications and services already being offered via the cloud.

Stefan added that: "We just moved a couple of months ago the company's website to the cloud on Microsoft Azure. We are already planning to create a disaster recovery (DR) in the cloud so that if something happens all employees can access the cloud and not servers stationed in one particular country."