

Case Study

Enabling Bentley Telecom to provide true IPsec VPNs to satellite connections throughout the Middle East



- > Adding security and performances to satellite service offerings
- > Satellite agnostic VPN appliance
- > Installation and maintenance savings

COMPANY PROFILE

Bentley Telecom delivers security and performances to its Middle East broadband satellite customers with UDcast's satellite aware IP appliances.

Bentley Telecom are a leading provider of satellite solutions for home users, small business and corporate business networks . Based in the UK, Bentley Telecom have a major presence throughout the Middle East delivering Internet connectivity solutions to a wide and varied customer base- from Internet cafes in Bagdad to connecting remote sites for large corporations and international organisations.

BUSINESS AND SERVICE ISSUES

With security increasingly important for many Middle East customers, especially international organisations and corporations, Bentley Telecom needed to be able to offer an easy to install VPN solution to their existing customers without impacting the existing network. Rather than offer a complete managed VPN service, Bentley Telecom wished to offer the flexibility of an integrated VPN appliance enabling to add on security and performances to all of their satellite platforms.

THE SOLUTION

Bentley Telecom had the choice between offering non-satellite aware VPN solutions unable to deal with satellite connections, or complex to install satellite only solutions unable to deliver the security and functionality of terrestrial VPNs. None of these options met customer requests for a standard VPN solution over satellite combining both security and performance. With a variety of service offerings (DirecWay VSAT offerings and DVB-RCS based offerings) Bentley Telecom needed a solution that was satellite system agnostic.

Furthermore, with many installations in remote and sometimes difficult areas, any solution had to be easy to install and maintain with at best simple telephone remote support.

By choosing the UDgateway-VPN Bentley Telecom are now able to meet customer expectations by offering security and performances, over any of their two-way satellite offerings. In addition the simplicity of the UDgateway-VPN means that installation can easily be done, even by people with minimal network qualifications, considerably reducing rollout costs.

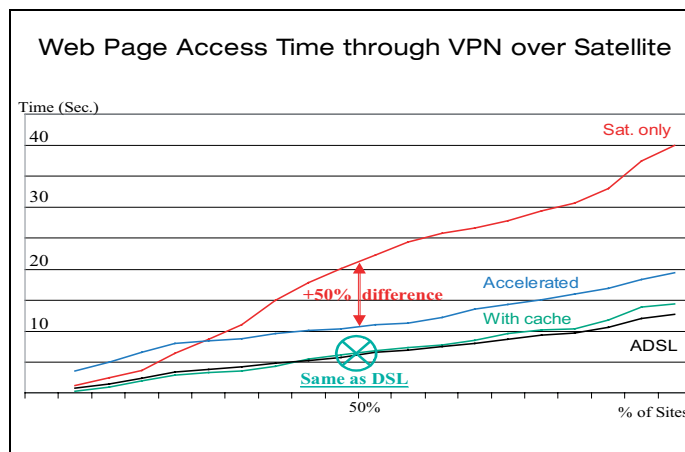
In addition the UDgateway-VPN brings considerable bandwidth savings to Bentley Telecom thanks to its built in compression enabling to save up to 90% on certain types of traffic and therefore providing a more efficient bandwidth management

Using UDcast's solutions Bentley Telecom is now looking to offer a packaged VPN solution bundling both the broadband connection and the VPN appliance.

WHY UDCAST?

Bentley Telecom highlighted the following reasons for choosing UDCast's UDgateway-VPN.

- > Integrated add-on solution providing both security and performances
- > Satellite system agnostic enabling installation behind any of Bentley Telecom's service offerings
- > Ease of installation and maintenance- crucial because of the deployment environment.
- > Bandwidth savings thanks to built in compression
- > Cost efficient with integrated IP functionality (Firewall, DHCP server...).



BENEFITS OF CHOOSING UDCAST

By choosing UDCast, Bentley Telecom have not only upgraded numerous customers behind different satellite systems but also opened up the enterprise market, previously wary of satellite because of security and performance issues. By being able to fully meet customers' performance and security expectations Bentley Telecom are providing more than just basic connectivity and delivering added value services to enterprise clients. In addition support time has been considerably reduced thanks to the UDgateway-VPN's ease of installation and its integration of key functionality.

CLIENT QUOTE

"Through our partnership with UDCast we are providing our customers with combined satellite acceleration and network encryption. Customer response and satisfaction have been outstanding and we are now deploying our VPN service throughout the Middle East" (Anthony Walker, CEO, Bentley Telecom).