



CUSTOMER SUCCESS

Manage user activity, prioritize application traffic and stop threats


CUSTOMER:

Holt of California
California, USA
(450 users, 14 locations)

CYMPHONIX PRODUCT:

Network Composer NC1500

SITUATION

Holt of California is an established dealer of Caterpillar equipment. Since 1931, the company has served customers in Central Northern California. Holt's territory covers sixteen counties for the full line of Caterpillar products, as well as all of Northern California for Caterpillar Lift Trucks. Its four divisions, Earthmoving, Engines, Material Handling, and The Cat Rental Store serve a wide range of industries.

As with most dealer organizations, Holt faces unique challenges in controlling Internet usage and ensuring network resource availability. With 450 users and 14 locations Information Services Managers at Holt are tasked with driving business productivity and protecting network resources.

CHALLENGE

Information Services Managers at Holt needed a solution to address two specific issues. First, managers needed to monitor Internet bandwidth to determine growth needs. In 2005 the company began evaluating a web-based payroll system that would require a large amount of bandwidth in order to serve the businesses needs. Additionally, numerous growth initiatives

would increase the user base and the number of applications accessed through the Internet. To ensure application performance, managers needed complete visibility into bandwidth utilization as well as the ability to prioritize mission-critical applications and activity over non-critical traffic. Second, management needed to monitor user activity online. In order to ensure productivity and mitigate risk, Information Services Managers needed a solution that would also limit access to non-critical and detrimental activity, and report abuses.

Holt evaluated numerous solutions for gaining visibility and control over network activity. Specifically, managers were interested in solutions that would be easy to deploy and manage. The company needed a tool that would not only provide visibility and management, but would identify and prevent threats automatically, so managers could avoid dedicating full-time resources.

Holt also sought a solution that would deliver a quick return-on-investment. Unlike the enterprise-level solutions it evaluated, the company needed a device that would deploy quickly yet still deliver a robust level of visibility and control, and create measurable value in a short amount of time.

SOLUTION

Holt of California chose Cymphonix's Network Composer NC1500 to gain complete visibility, application performance control and security. The Network Composer NC1500 is a smart gateway device that gives organizations control over users, applications and threats by correlating isolated events to optimize network usage, performance and security. This solution goes beyond deep-packet scanning with its Cross Layer Intelligence (XLI™) technology which scans, identifies and controls network communications across all layers. The Network Composer NC1500 leverages XLI Technology to correlate network optimization and unified threat management – delivering unprecedented Network Analytics for faster, more accurate business decisions.

The Network Composer NC1500 met all of the needs outlined by Information Services Managers at Holt. The device was installed at the network gateway by WAN/LAN of Stockton, California in less than one hour. The simplicity of the deployment and management of the device made it easy for managers to immediately understand how bandwidth was being used by user and application. Immediately after deploying the Network Composer NC1500 managers were able to identify spyware-infected machines and detrimental user patterns.

Because of the Network Composer NC1500 Information Services Managers were able to identify mission-critical bandwidth utilization and accurately plan for the bandwidth required by the new web-based payroll application. Additionally, the device was used to specify the application's priority and allocate the necessary bandwidth. The Network Composer NC1500 has given managers visibility and control over Internet usage. Now managers can easily block inappropriate content to mitigate risk. They

also have insight into user activity and can manage productivity accordingly.

By combining application performance with unified threat management the Network Composer NC1500 gives Holt of California the power to correlate isolated network events – making usage completely transparent and controllable.

SUCCESS

"With hundreds of users competing for network resources, we needed a solution that would make it easy to prioritize mission-critical traffic and plan for future growth," said Gail Dryden, Information Services Manager at Holt of California.

"Network Composer was easy to implement and makes monitoring far easier. We chose it specifically because of its quick ROI and ease of use."

SEE FOR YOURSELF

See how Network Composer delivers visibility, security, and performance in one reliable package. Contact your Authorized Cymphonix Reseller for an online demonstration or call or email Cymphonix at 866-511-1155 or sales@cymphonix.com



ABOUT CYMPHONIX Cymphonix Corporation, headquartered in Sandy, Utah, uses patent-pending Cross-Layer Intelligence™ (XLI™) technology to provide unmatched network threat protection and resource optimization. With the powerful XLI engine, Cymphonix products seamlessly integrate network protection, application performance, and traffic visibility into a single, easily managed solution. Leading the Cymphonix product line is Network Composer, a smart gateway appliance that helps organizations understand at a glance who is abusing network resources and with what applications – enabling problems to be corrected instantly through a clear, easy-to-manage interface.



SMART NETWORK, SMART BUSINESS

Cymphonix Corporation

8871 S. Sandy Parkway, Suite 150
Sandy, Utah 84070-6408

801-938-1500 **Tel**
801-938-1501 **Fax**
866-511-1155 **Sales**

www.cymphonix.com