

ZyXEL Security

Решения за Бизнеса

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- Security Решения за нуждите на Бизнеса
- ZyWALL USG Портфолио
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ZyXEL представяне

- ***Основана и базирана в Тайван през 1989 под марката 'ZyXEL' от първия ден***
- ***Стартира с известните високачествени Dial-up модеми, достигайки позицията си днес на Водещ производител на цялостни Интернет Решения и Продукти***



Глобален опит приложен на МЕСТНО НИВО

- **Над 30 Представителни офиси в целия свят**
- **Покритие на пазара в над 150 страни в света**
 - **Водещи Телекомуникационни компании и доставчици на услуги; над 400,000 малки и средни фирми; над 70 милиона крайни клиенти**
- **Представителен регионален офис в България от края на 2011г. покриващ и територията на Македония, Албания и Косово**

Наши клиенты Телекоммуникационни КОМПАНИИ



Да помогнем на клиентите да постигнат мисията си и да
живеят различно

Доставчици на Услуги



Multi-service технологии за модерен Дом

ZyXEL Advanced Broadband Technologies & Solutions

Бизнеси



Ефективни и Надеждни комуникации

Comprehensive ZyXEL Commercial Solutions

Домакинства



Съвременен Дигитален начин на Живот

High-performance ZyXEL Digital Home Solutions

Кабелна и Безжична Връзка за Данни, Видео и Аудио, по Всяко време Навсякъде!



Телекомуникационни Компании и Доставчици на услуги



**Multi-service Интелигентен
Дом**

End-to-end продукти и решения:

- IP DSLAM
- Active Fiber
- GEPON ONU/OLT
- ADSL2+/ G.SHDSL/VDSL2 CPE&IAD
- IP Set-Top-Box
- LTE
- MSAN
- GPON ONT
- WiMAX CPE

Технологии:

**3G/3.5G, 4G LTE, WiMAX, VDSL2 Bonding,
Active Ethernet, FTTx, GPON**

**Да се осигури мрежова инфраструктура
за: Доставка на Услуги, Агрегиране,
Достъп до Помещения или Клиенти**

Ичерпателни портфолиа за бизнеса:

- Security
- LAN Switch
- Wireless LAN
- IP Telephony
- Network Management Software/Firmware

Технологии:

Firewall, Switching, Wireless LAN,
Обединена платформа за управление на
решенията, Ексклузивен софтуер



**Ефективна, Надеждна интегрирана
Комуникация през облака със Защита**



Портофолиа за Дигитален дом :

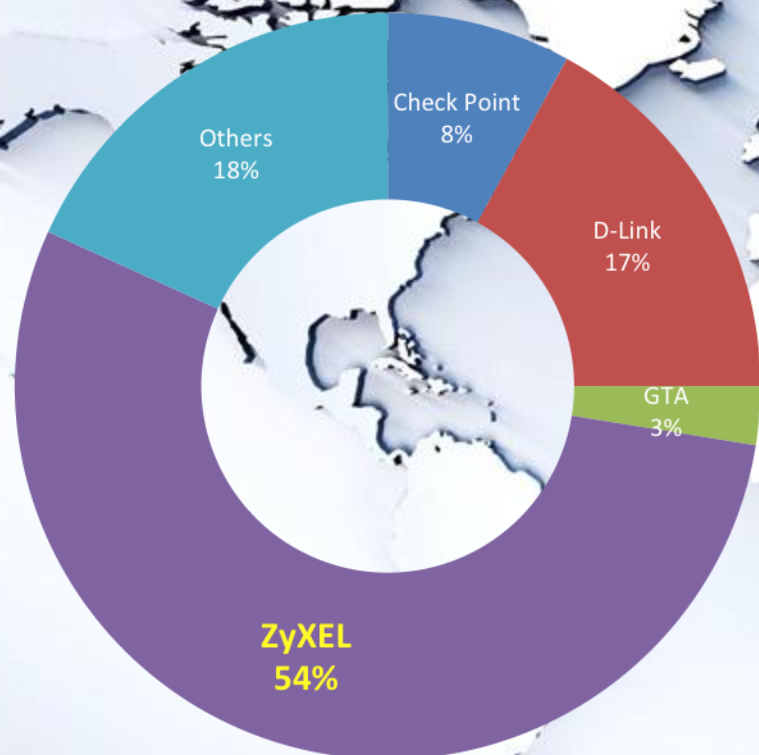
- Home Routers
- Wireless Access Points/Adapters
- Wired LAN Adapters
- Desktop Switches
- Media Servers
- Media Streamers
- VoIP
- IP Set-Top-Box

Технологии:

**Home routing, високоскоростен стрийминг
на Мултимедии и личен Облак**

**Да се осигурят вълнуващи дигитални
емоции чрез: Достъп до Интернет,
Кабелна и Безжична Свързаност ,
Домашни забавления**

Водеща позиция в продажбите на Бизнеса



Internet Security Appliance за малкия бизнес: Над 50% пазарен дял в света (цена под 500USD)

№.1 в света през 2010:

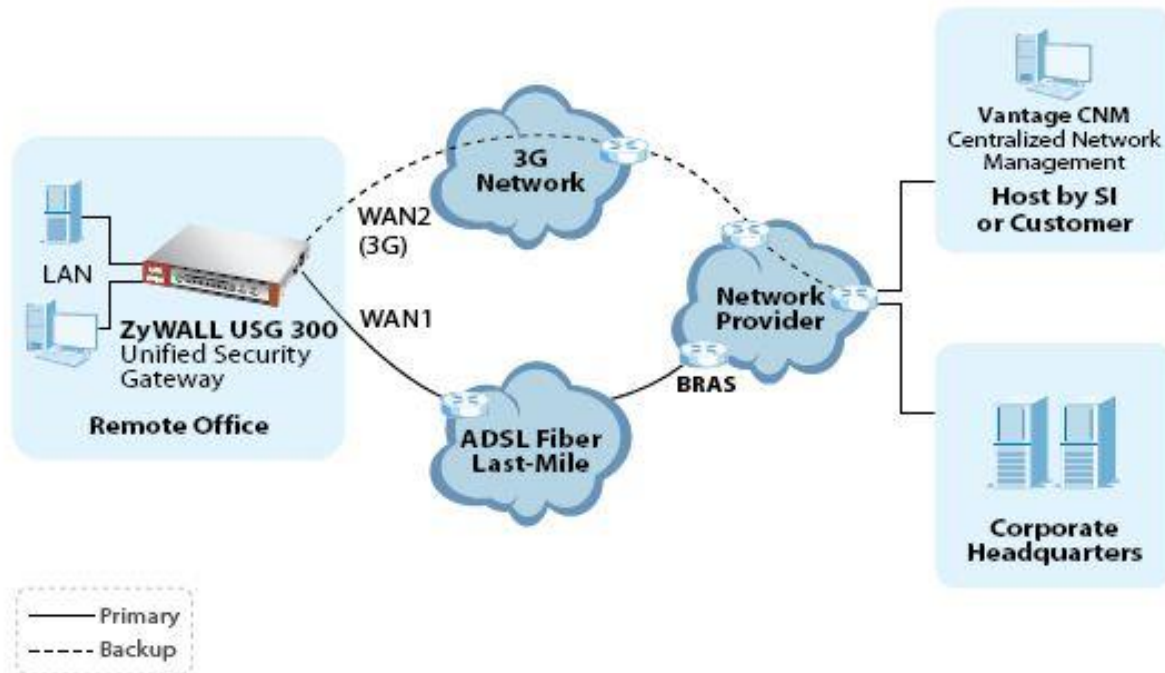
- **Бизнес Безжични Хибридни Точки за достъп**
- **Безжични hotspots**

Топ Broadband CPE Пазарен Дял:

- **Топ 3 VDSL CPE марка**
- **Топ 5 ADSL CPE марка**

**Решения за основните
въпроси на Бизнеса
относно сигурността
на мрежата**

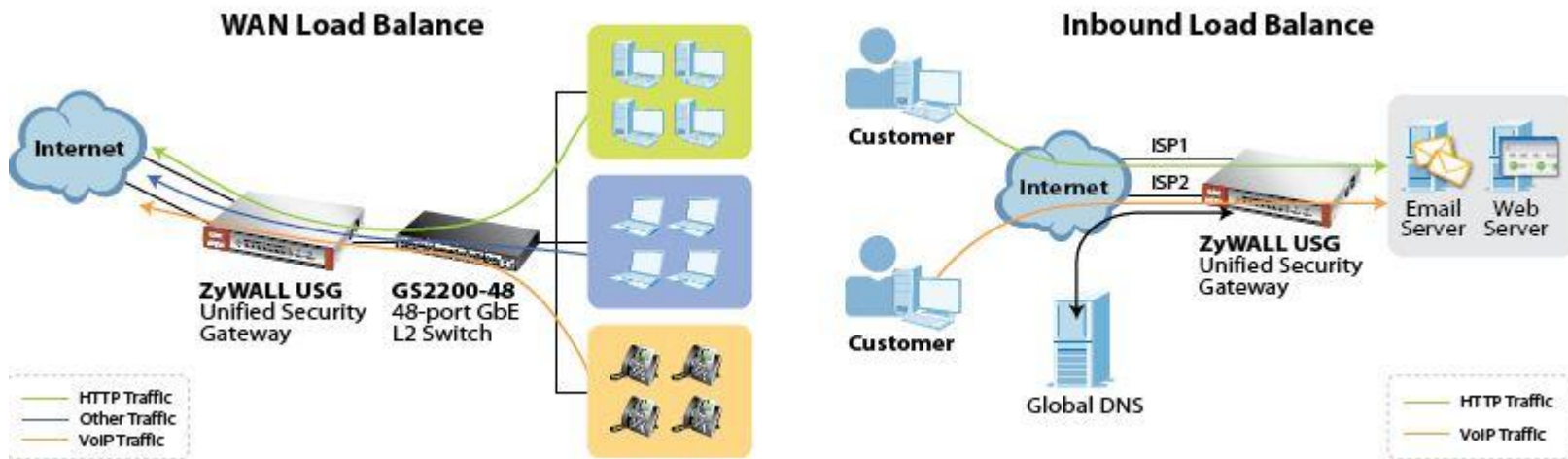
Как да се осигури Непрекъснатата свързаност с Интернет?



3G Back-up връзка

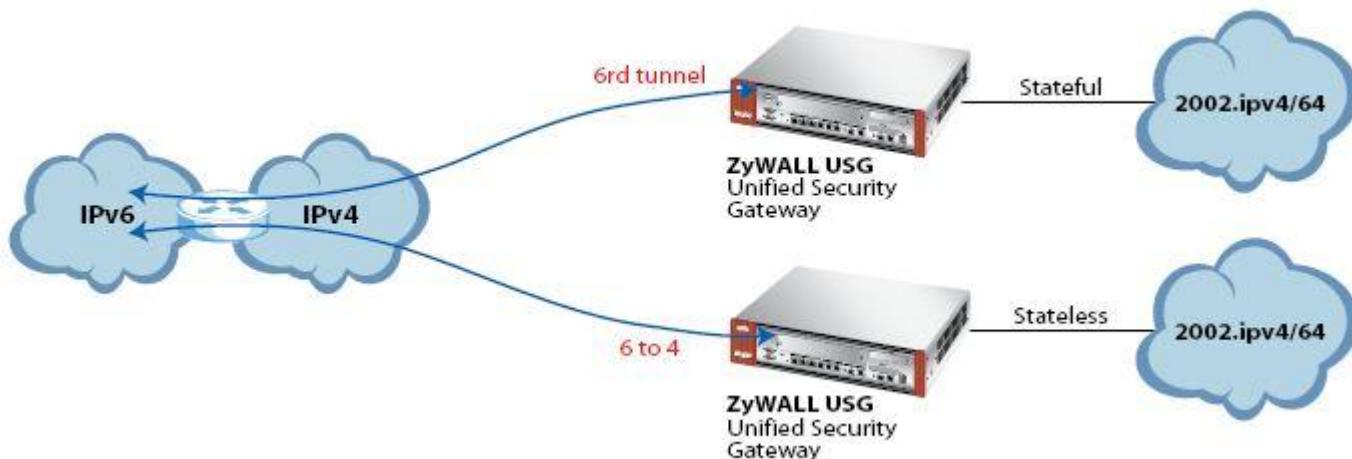
- ❖ Запазва се връзката с Интернет дори когато тя е прекъснала по основния канал.

Как да се използва Интернет връзката максимално ефективно?



Load Balance

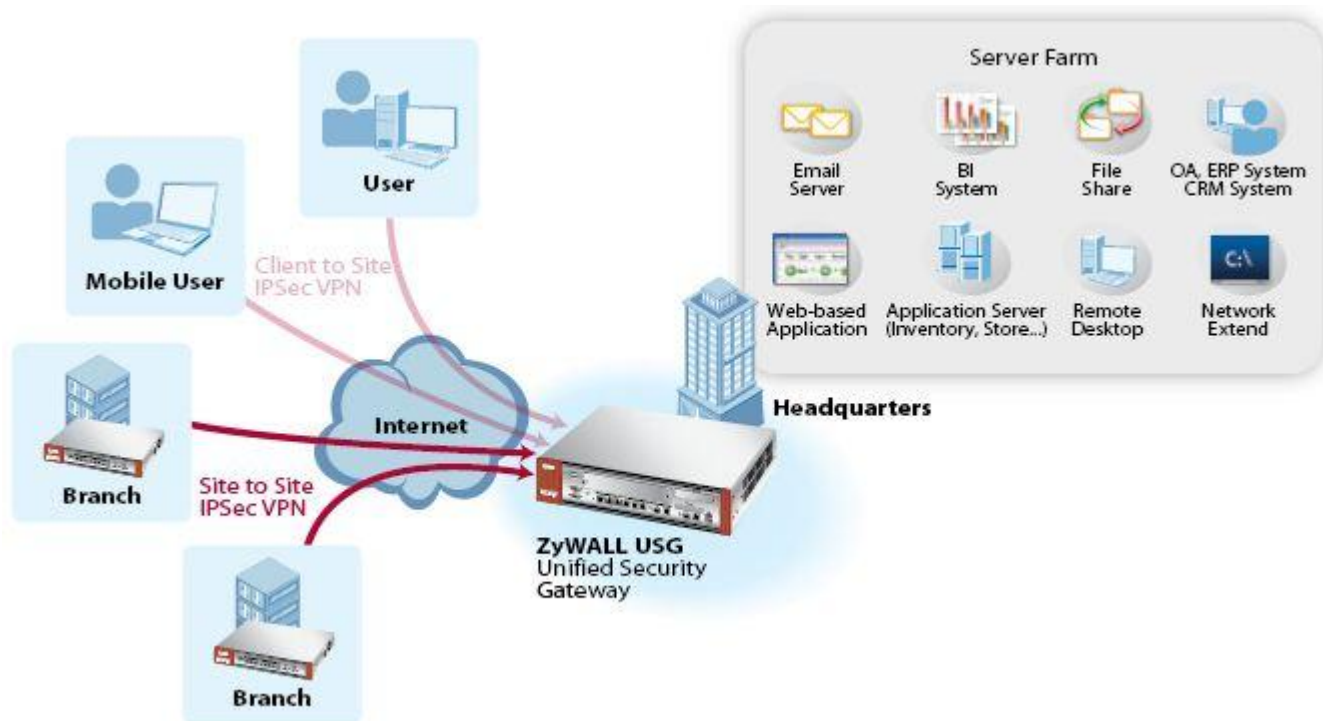
- ❖ Повишава стабилността на мрежата както и цялостната и пропускателна способност
- ❖ Отпада нуждата от разходи за по-висока Интернет скорост
- ❖ Непрекъснатост на връзката с Интернет



“IPv6 Ready” Фаза 1 и 2

- ❖ Покрива най-съвременните технологични изисквания
- ❖ безпроблемен преход от IPv4 към IPv6
- ❖ Защитава инвестицията в оборудването

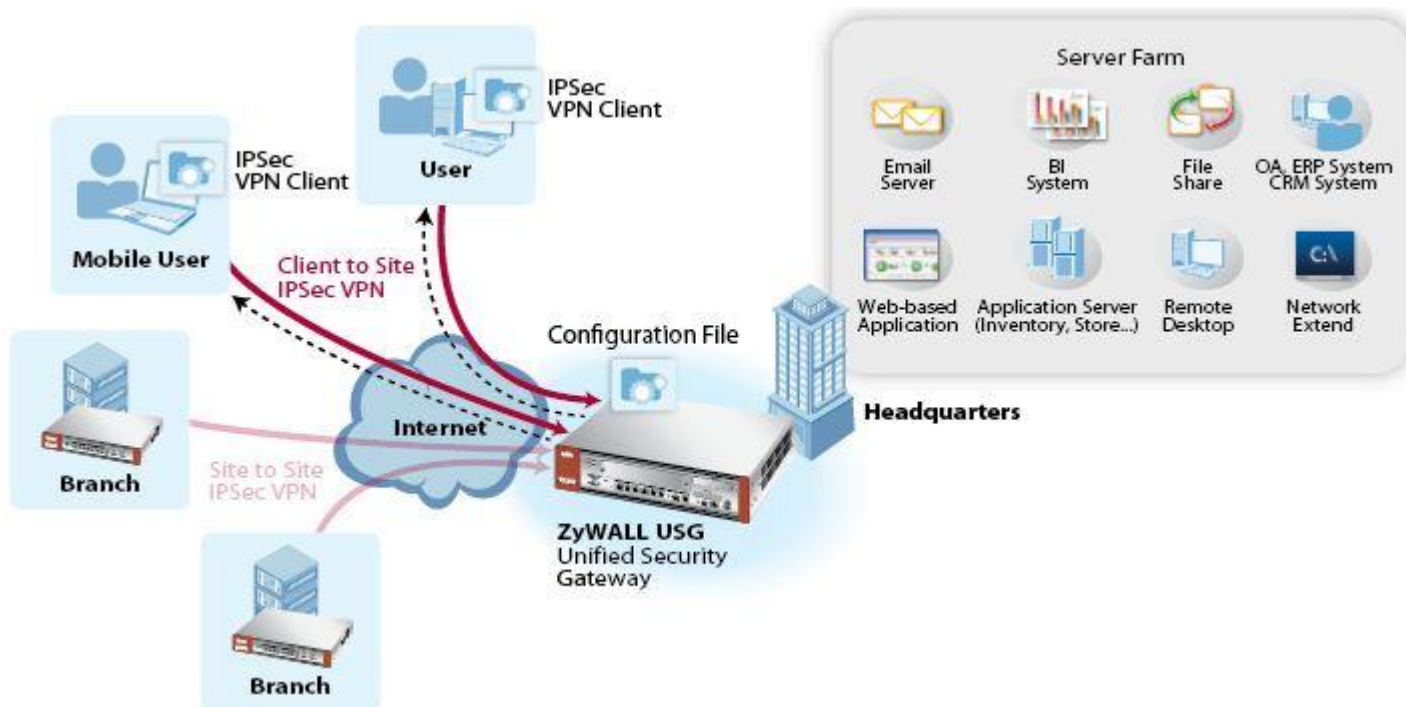
Как да се предават данни между офиси чрез сигурна връзка?



Site-to-Site IPSec VPN

- ❖ Ценово-ефективно решение за свързване на централния офис с негови филиали
- ❖ Сигурни криптирани връзки между тях (през Интернет)
- ❖ Постоянна свързаност

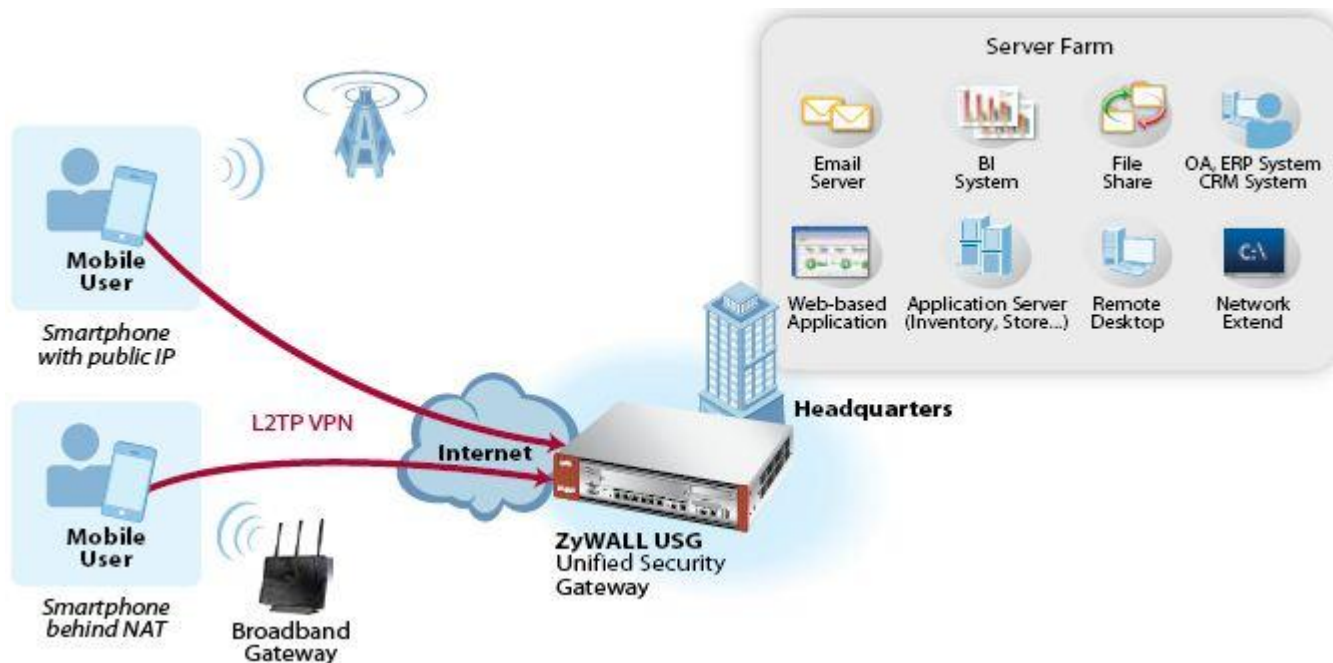
Как да защитим трафика на отдалечените служители?



SSL или IPSec VPN

- ❖ Отдалечен достъп без нужда от сложна конфигурация
- ❖ Редуциране работата за администратора
- ❖ User friendly – инсталира се IPSec клиент/рестарт/готово за употреба

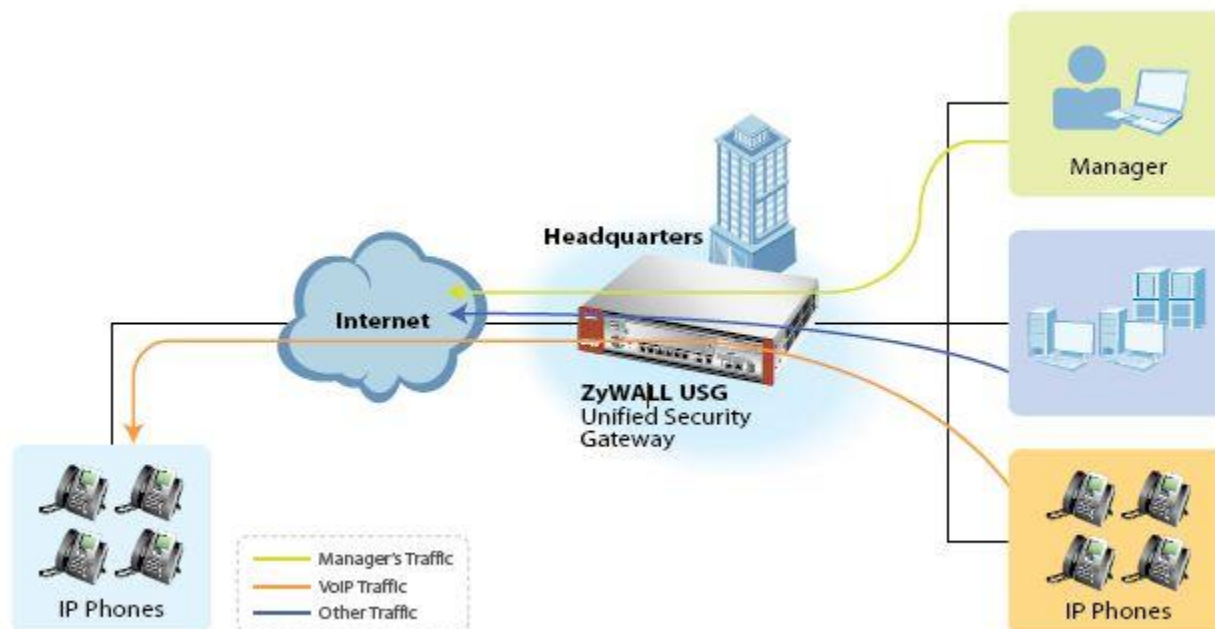
Сигурен отдалечен достъп чрез мобилно устройство?



L2TP VPN

- ❖ Удобство и практичност
- ❖ Без допълнителни разходи
- ❖ Сигурен достъп до фирмените ресурси по всяко време, навсякъде

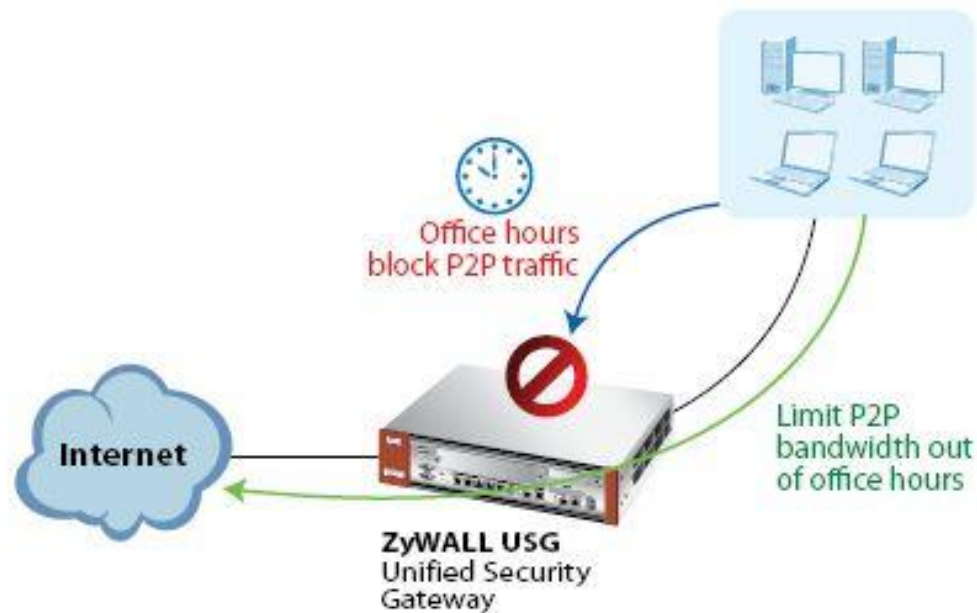
Как да подсигуририм трафика за критични приложения запазвайки приоритет за ключовите потребители?



Bandwidth Management

- ❖ Качествен QoS за VoIP трафик
- ❖ Приоритетен достъп за избрани потребители
- ❖ Ефективност на мрежата
- ❖ Минимизиране цената на връзката с Bandwidth Management

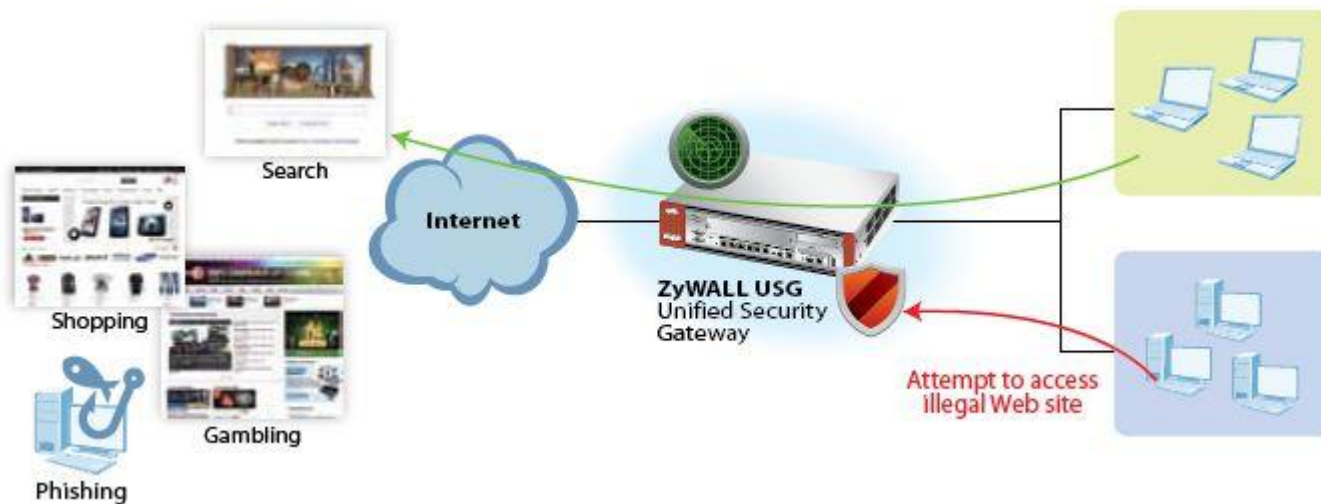
Как да запазим ефективността на служителя?



Application Control

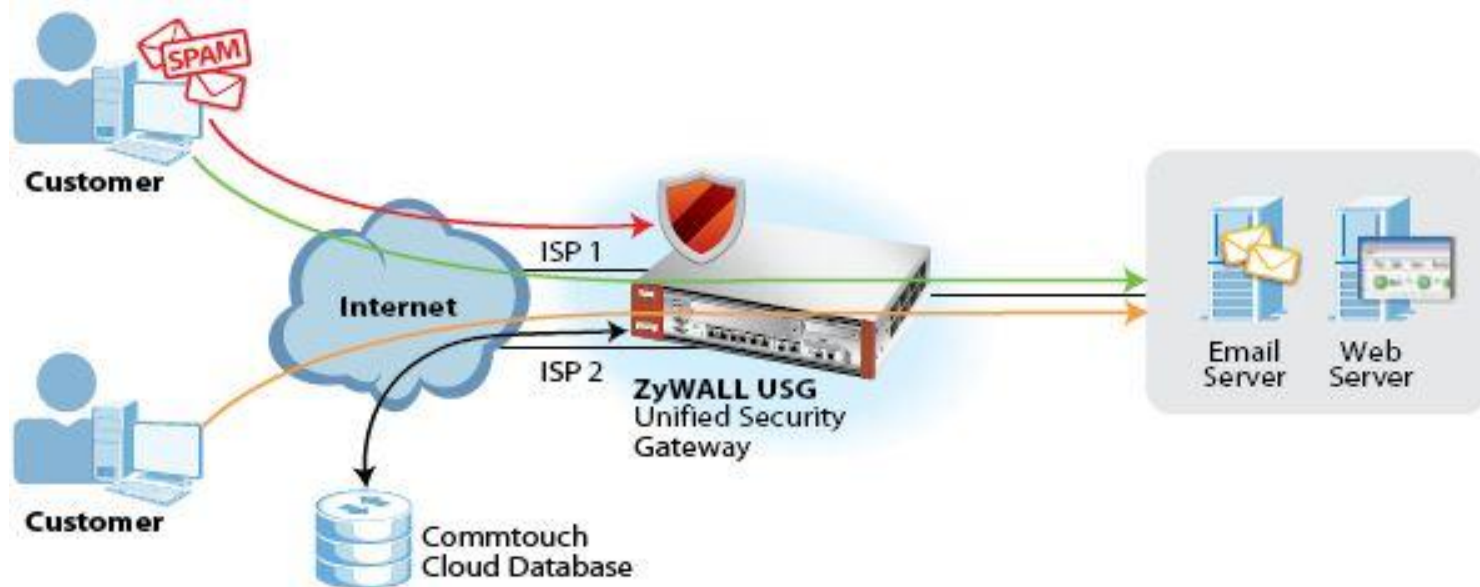
- ❖ Увеличаване на продуктивността
- ❖ Детайлен контрол върху достъпът до приложения за всеки потребител
- ❖ По-малко Интернет злоупотреби

Как да защитим служителя от атаки през опасни сайтове?



Content Filter

- ❖ Защита от уеб заплахи като зловреден код и phishing в реално време
- ❖ Увеличена производителност на служителите чрез блокиране на подозрителни сайтове
- ❖ Регулиране на трафика чрез идентифициране на сайтове които го натоварват прекомерно (филмови и музикални)

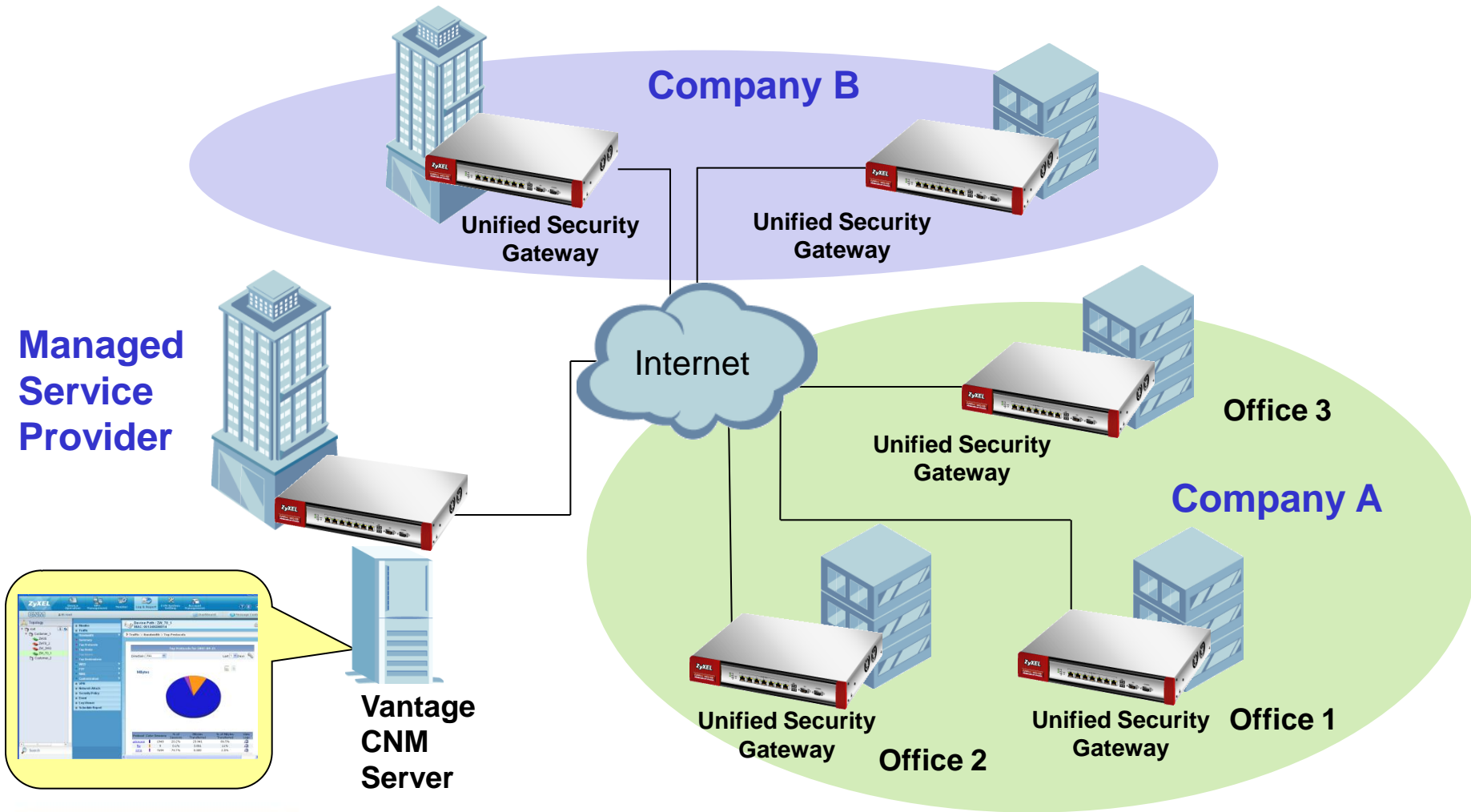


Anti-Spam

- ❖ Намаляване използването на излишни системни ресурси
- ❖ Предпазване от допълнително натоварване на връзката
- ❖ Увеличаване сигурността на информацията

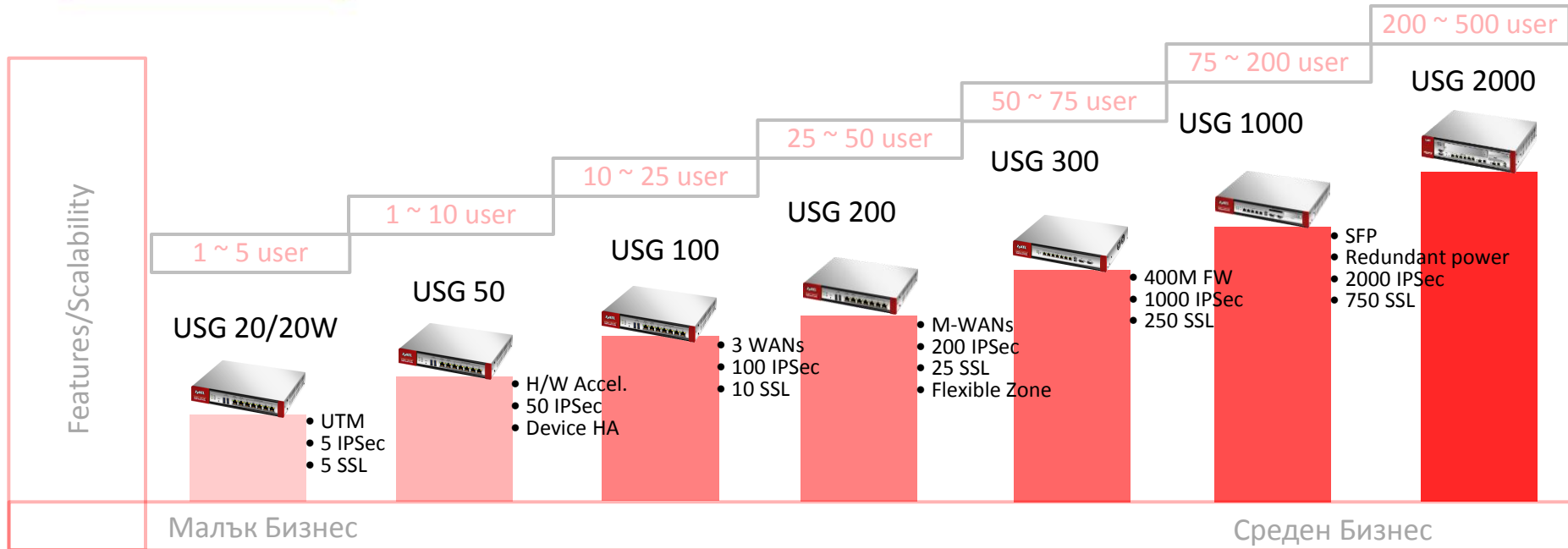


Приложение за Доставчици на Услуги

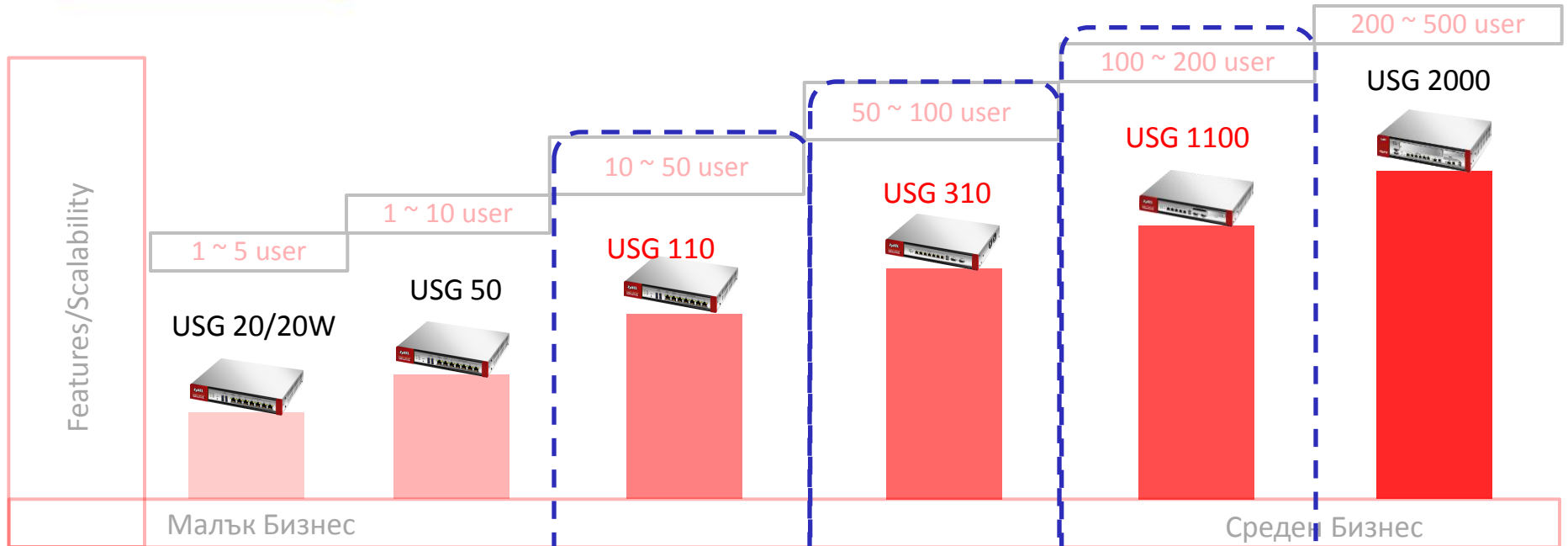


ZyXEL Security Портфолио

Днес и утре



	Отдалечен офис/Малък офис		Малък и Среден Бизнес				
Модел	USG 20/20W	USG 50	USG 100	USG 200	USG 300	USG 1000	USG 2000
Основни параметри	1 WAN, 5 Giga ports, 1 USB, 802.11b/g/n (20W only), FW 150Mbps, IPSec 75Mbps	2 WANs, 6 Giga ports, 2 USB, FW 180Mbps, IPSec 90Mbps, UTM 24Mbps	2 WANs, 7 Giga ports, 2 USB, FW 180Mbps, IPSec 90Mbps, UTM 30Mbps	3 WANs, 7 Giga ports, 2 USB, FW 250Mbps, IPSec 90Mbps, UTM 40Mbps	M WANs, 7 Giga ports, 2 USB, FW 300Mbps, IPSec 130Mbps, UTM 80Mbps	M WANs, 5 Giga ports, 2 USB, FW 400Mbps, IPSec 180Mbps, UTM 100Mbps	M WANs, 8 Giga ports, 2 USB, FW 2Gbps, IPSec 600Mbps, UTM 400Mbps
Лицензи	Kaspersky & ZyXEL Anti-Virus, IDP, Content Filter, SSLVPN						
Акcesoари	ZyWALL OTP v2						
Софтуер	Vantage Report, Vantage CNM , ZyWALL IPSec VPN Client						



	Отдалечен офис/Малък офис		Малък и Среден Бизнес			
Модел	USG 20/20W	USG 50	USG 110	USG 310	USG 1100	USG 2000
Основни параметри	1 WAN, 5 Giga ports, 1 USB, 802.11b/g/n (20W only), FW 150Mbps, IPSec 75Mbps	2 WANs, 6 Giga ports, 2 USB, FW 180Mbps, IPSec 90Mbps, UTM 24bps	2 WANs, 7 Giga ports, 2 USB, FW 1000Mbps, IPSec 250Mbps, UTM 250Mbps	M WANs, 8 Giga ports, 2 USB, FW 1500Mbps, IPSec 375Mbps, UTM 375Mbps	M WANs, 8 Giga ports, 2 USB, FW 3000Mbps, IPSec 750Mbps, UTM 750Mbps	M WANs, 8 Giga ports, 2 USB, FW 2Gbps, IPSec 600Mbps, UTM 400Mbps
Лицензи	Kaspersky & ZyXEL Anti-Virus, IDP, Content Filter, SSLVPN, Application Patrol, Chargeable firmware upgrade, Capacity upgrade, Anti-Spam					
Акcesoари	ZyWALL OTP v2					
Софтуер	Vantage Report, Vantage CNM , ZyWALL IPSec VPN Client					

ZyXEL – Основни предимства

- **Безплатни Firmware ъпгрейди**
- **Съпорт директно от представителния офис и оторизираните партньори**
- **Осигуряване на Технически обучения и семинари**
- **Изчерпателно портфолио за всички сегменти**
- **Отлично съотношение цена/качество**
- **Изработка по поръчка при проекти (customization)**
- **5г. Гаранция за Security, LAN Switch и Professional Wireless продукти (Q2)**

ZyWALL USG - Selling points

- **Flexibility**
 - Hybrid VPN for IPSec & SSL
 - The right model for each company size
- **Application management**
 - 28+ IM/P2P applicationen and more to come
- **Excellent user experience**
 - Excellent Firewall / UTM / VPN performance
 - Industry leading 5 years H/W warranty

ZyWALL USG - Selling points

- **3G (UMTS, HSDPA...)**
 - Slot for 3G access
 - Provides high mobility
- **OTP (One- time- password)**
 - Additional security with token - optional available
- **Low “Total Cost of Ownership” (TCO)**
 - Free AS Engine on the ZLD platform
 - No hidden FW upgrade costs
 - Vantage Report 1 Device included

ZyXEL- Advantages

- **Firmware upgrades free of charge**
- **Local support**
- **Complete and comprehensive network portfolio**
- **Excellent price/performance relation**
- **A clear channel model – we sell only through authorized distributors**
- **An attractive partner program**
- **„Customization“ – integration of customer’s requests**
- **Offerings of trainings and workshops**



USG x10 Performance and Capacity

Performance / Capacity	USG110	USG310	USG1100
SPI Firewall Throughput (UDP, RFC2544)	1000Mbps	1500Mbps	3000Mbps
IPSec VPN Throughput (AES)	250Mbps	375Mbps	750Mbps
SSL VPN Throughput	50Mbps	75Mbps	150Mbps
UTM throughput (AV+IDP)	250Mbps	375Mbps	750Mbps
TCP throughput (FTP with device default setting)	250Mbps	375Mbps	750Mbps
Max. Concurrent Sessions (NAT)	20,000 / 60,000	100,000	500,000
New Session Rate	2,000 (sessions/sec)	3,000 (sessions/sec)	12,000 (sessions/sec)
Max. IPSec VPN Tunnels	50/100	200	1000
SSL VPN Tunnels (Included/Max)	5/25	5/50	5/250
Ethernet Interface	GbE* 7 (10/100/1000, Copper) WAN* 2, LAN/DMZ* 5	GbE* 8 (10/100/1000, Copper) Configurable	GbE* 8 (10/100/1000, Copper) Configurable
USB interface	2	2	2
Power consumption	TBD	TBD	TBD



USG110/310/1100 SKUs

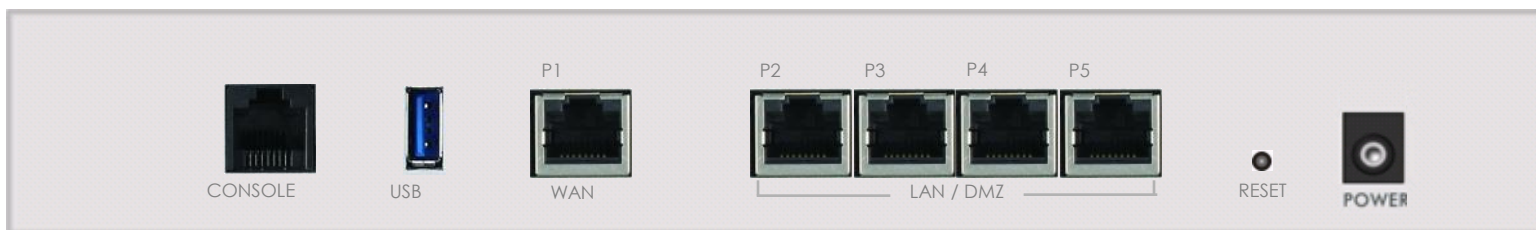
Type of Service & License		USG110	USG310	USG1100
KAV (Kaspersky SS2)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
IDP (Braodweb IDP)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
Application Patrol (Braodweb AppID)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
Content Filter (BlueCoat)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
Content Filter (Commtouch)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
Anti-Spam (Commtouch)	1-YR	✓	✓	✓
	2-YR	✓	✓	✓
USG110 security plus upgrade	<ul style="list-style-type: none"> - # of Session - # of IPSec VPN tunnels - Managed Application Categories - KAV SSII 	(20k → 60k) (50 → 100) Basic → Full Basic → Full	-	-
IPSec VPN (Client software)	(by # of clients)	✓ (50/100)	✓ (200)	✓ (1000)
SSLVPN (Tunnels)	(by # of clients)	5 included	5 included	5 included
		5 → 10; 5 → 25; 10 → 25	5 → 10; 5 → 25; 5 → 50; 10 → 25; 10 → 50; 25 → 50	5 → 25; 5 → 50; 5 → 250; 25 → 50; 25 → 250; 50 → 250
OTPV2 (powered by SafeNet)	(by # of tokens)	✓	✓	✓



ZyWALL USG 20

Selling Point:

- Double Performance/Capacity than ZyWALL 2+
- Hybrid VPN solution Appliance (IPSec + SSL)
- Support 3G connection as backup WAN (USB)



Interface:

- (1) WAN1: 10/100/1000
- (4) LAN/DMZ: 10/100/1000, Configurable
- (1) USB: 2.0, for 3G/3.5G
- (1) CONSOLE: RJ45 connector

Power:

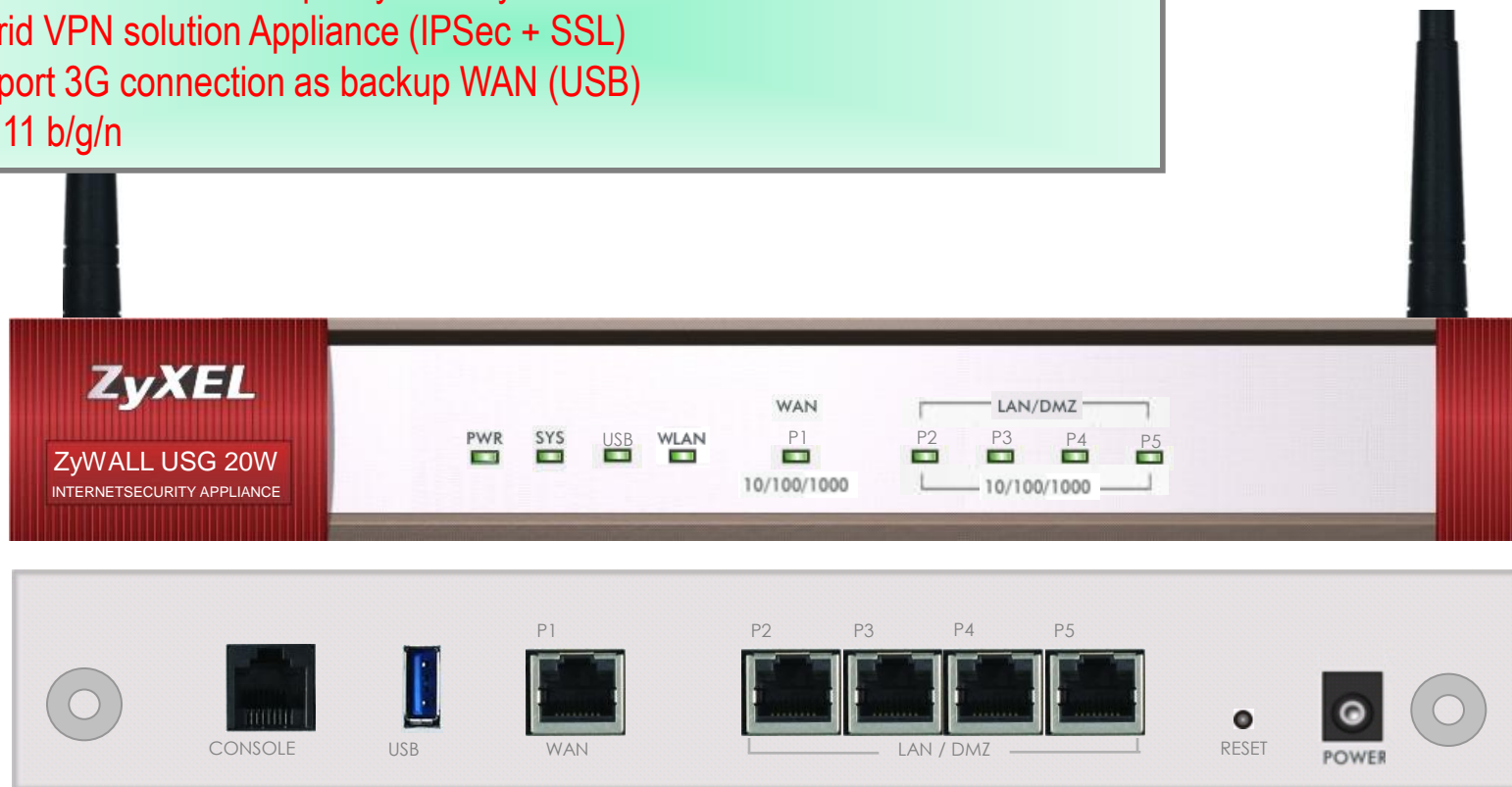
- 12VDC
- 100~240VAC

ZyXEL

ZyWALL USG 20W

Selling Point:

- Double Performance/Capacity than ZyWALL 2WG
- Hybrid VPN solution Appliance (IPSec + SSL)
- Support 3G connection as backup WAN (USB)
- 802.11 b/g/n



Interface:

- (1) WAN1:10/100/1000
- (4) LAN/DMZ: 10/100/1000, Configurable
- (1) USB: 2.0, for 3G/3.5G
- (1) CONSOLE: RJ45 connector

Power:

12VDC
100~240VAC



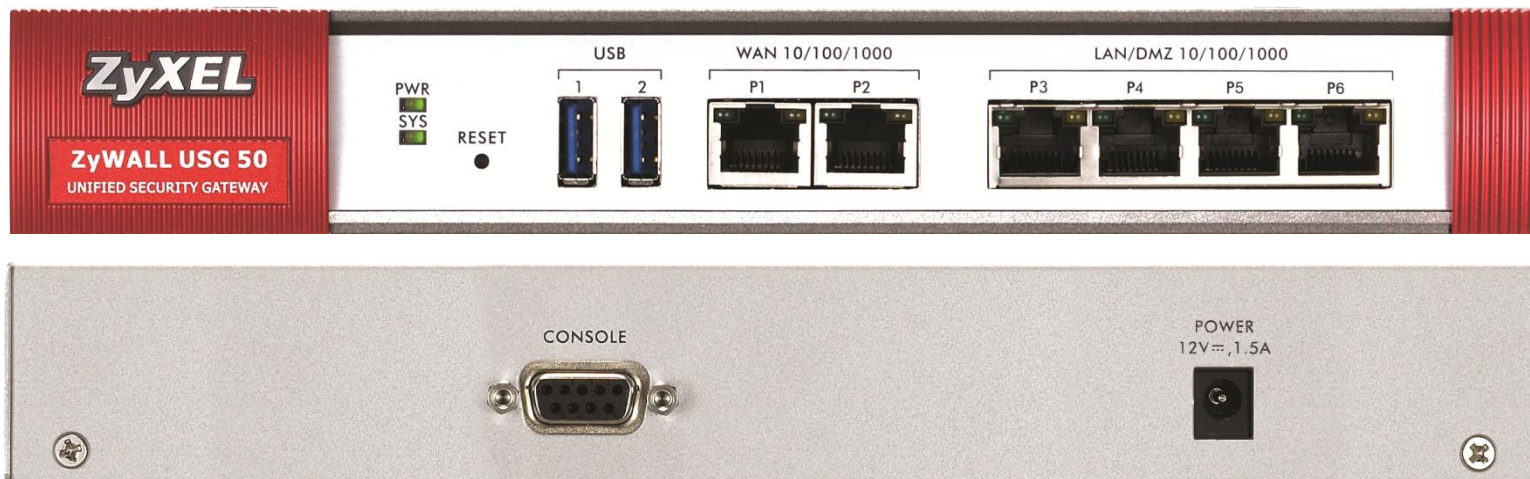
ZyWALL USG 50

Selling Point:

- High performance entry-level UTM appliance
- Increasing business productivity (IM/P2P Management, Content Filter)
- Support 3G connection as backup WAN (USB)

Interface:

- (2) WAN1/WAN2: 10/100/1000
- (4) LAN/DMZ: 10/100/1000
- (2) USB: 2.0, for 3G/3.5G



Interface:
Console: DB9

Power:
12VDC
100~240VAC



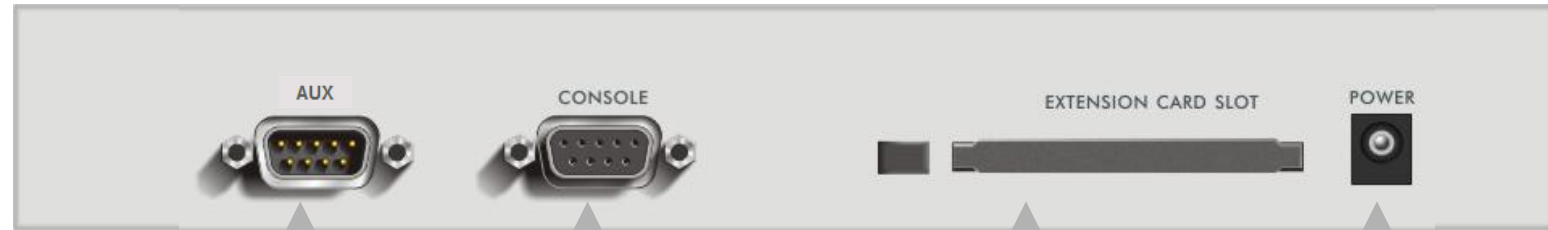
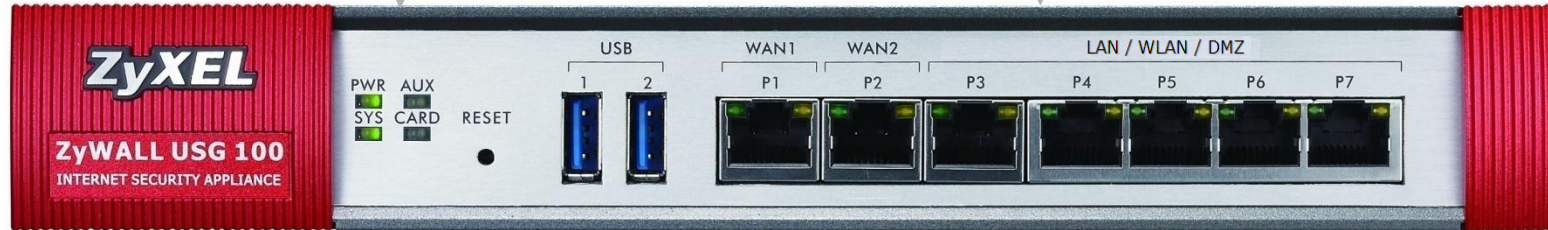
ZyWALL USG 100

LEDs:

PWR
SYS
AUX (status of Dial Backup/Dial-In)
CARD (status of Extension Card Slot)

Interface:

(2) WAN1, WAN2: 10/100/1000
(5) LAN/WLAN/DMZ: 10/100/1000, Configurable Port Role
(2) USB: 2.0, for 3G...etc



Interface:

Dial-Backup/Dial-In OOB:
DB-9 M

Interface:

Console: DB-9 F

Extension Card Slot:

1. 3G Cellular Card
2. Wireless LAN Card etc...

Power:

12VDC
100~240VAC

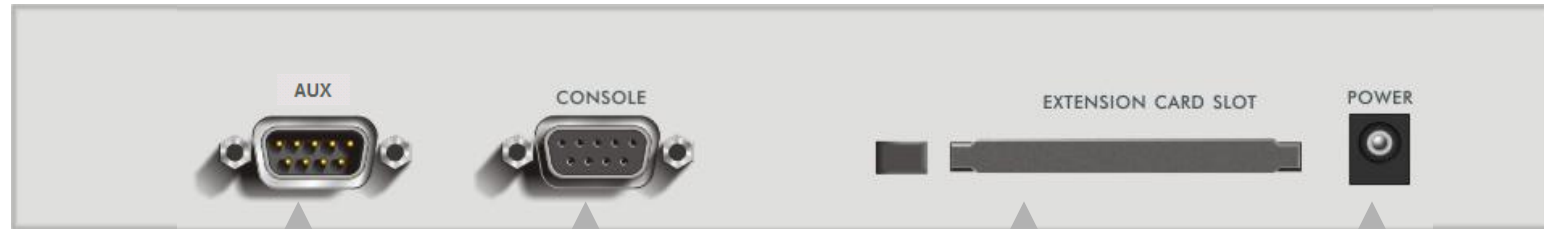
ZyWALL USG 200

LEDs:

PWR
SYS
AUX (status of Dial Backup/Dial-In)
CARD (status of Extension Card Slot)

Interface:

(2) WAN1, WAN2: 10/100/1000
(1) Optional: 10/100/1000 (can be 3rd WAN, or additional LAN/DMZ)
(4) LAN/WLAN/DMZ: 10/100/1000, Configurable Port Role
(2) USB: 2.0, for 3G...etc



Interface:

Dial-Backup/Dial-In OOB:
DB-9 M

Interface:

Console: DB-9 F

Extension Card Slot:

1. 3G Cellular Card
2. Wireless LAN Card etc...

Power:

12VDC
100~240VAC



ZyWALL USG 300

LEDs:

PWR
SYS
AUX (status of Dial Backup/Dial-In)
CARD1 (status of Extension Card Slot1)
CARD2 (status of Extension Card Slot2)

Interface:

(7) Gigabit Ethernet: 10/100/1000, Configurable Port Role
(2) USB: 2.0, for printer, storage...etc

Interface:

Dial-Backup/Dial-In OOB: DB-9 M
Console: DB-9 F



Extension Card Slot:

Future Upgrade
1. 3G Cellular Card
2. WLAN Card

Power:

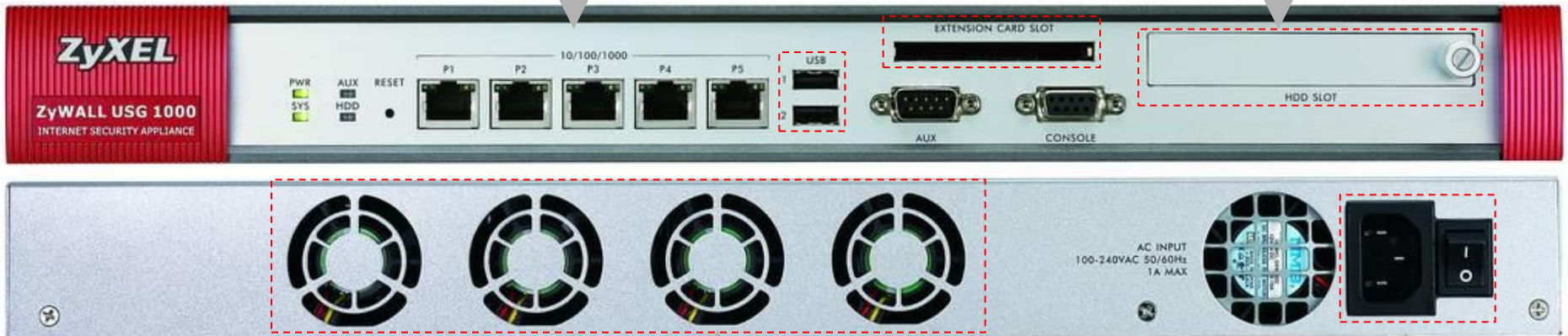
100~240VAC



ZyWALL USG 1000

5 Gigabit Ethernet Interfaces -

Extension Card Slot, HDD Slot and USB Ports
(For future use)



Ventilation Fans

Power Switch
100~240VAC



ZyWALL USG 2000

LED:

PWR: Power status
 SYS: System status
 AUX (Status of Dial-in Function)
 HDD (Status of Hard Drive)
 SEM (VPN/Dual accel.)
 CARD: 3G card status

Interface:

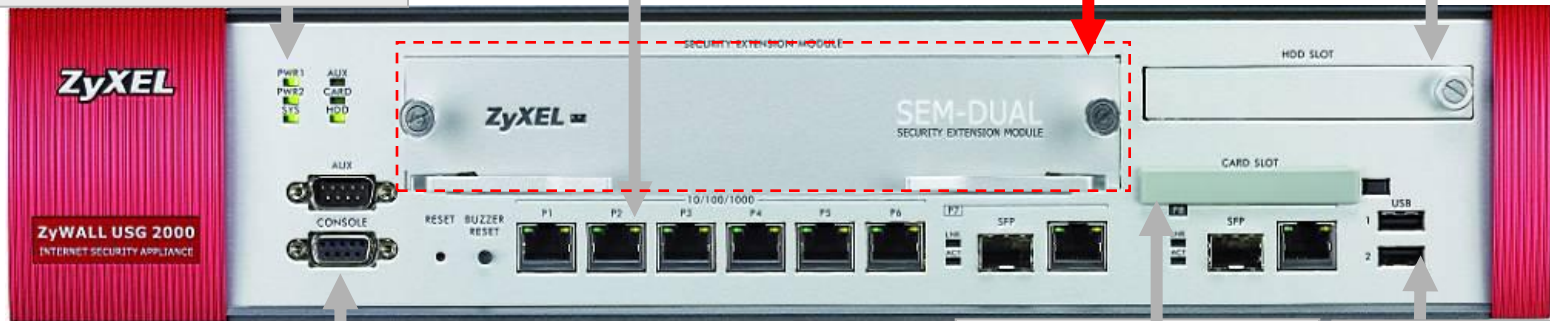
6 GbE: 10/100/1000
 (Auto MDI/MDIX)
 2 Dual-Personality:
 Ethernet or SFP

Security Extension Module:

Boost up UTM and/or VPN
 throughput performance

HDD Slot:

HDD
 Expansion Slot



Card Slot:

CardBus slot

USB:

USB 2.0 (Host) Ports x 2



AUX & Console:

Dial-in Mgmt & RS-232
 Console

Fan:

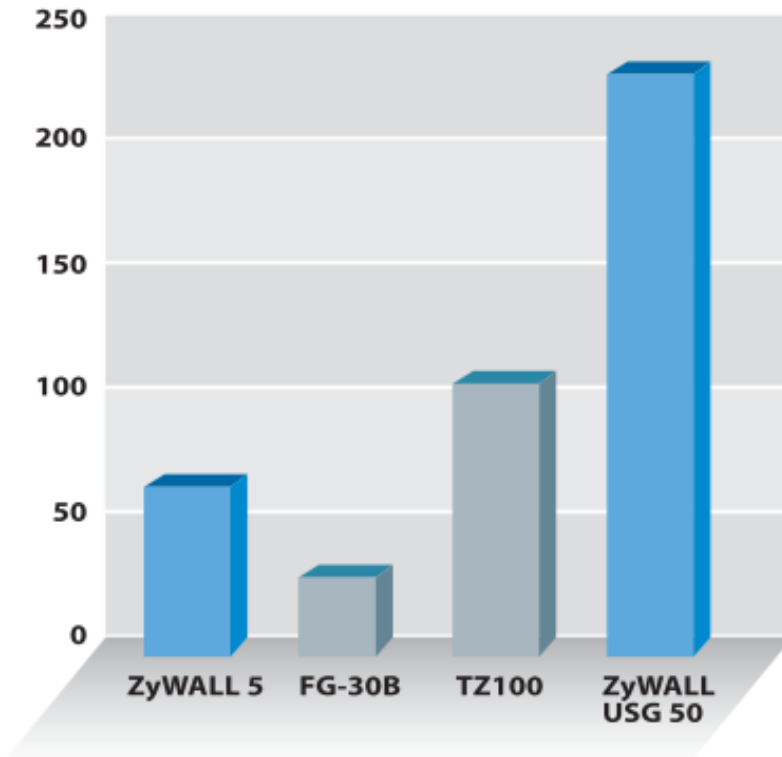
Ventilation Fans

Power Redundancy:

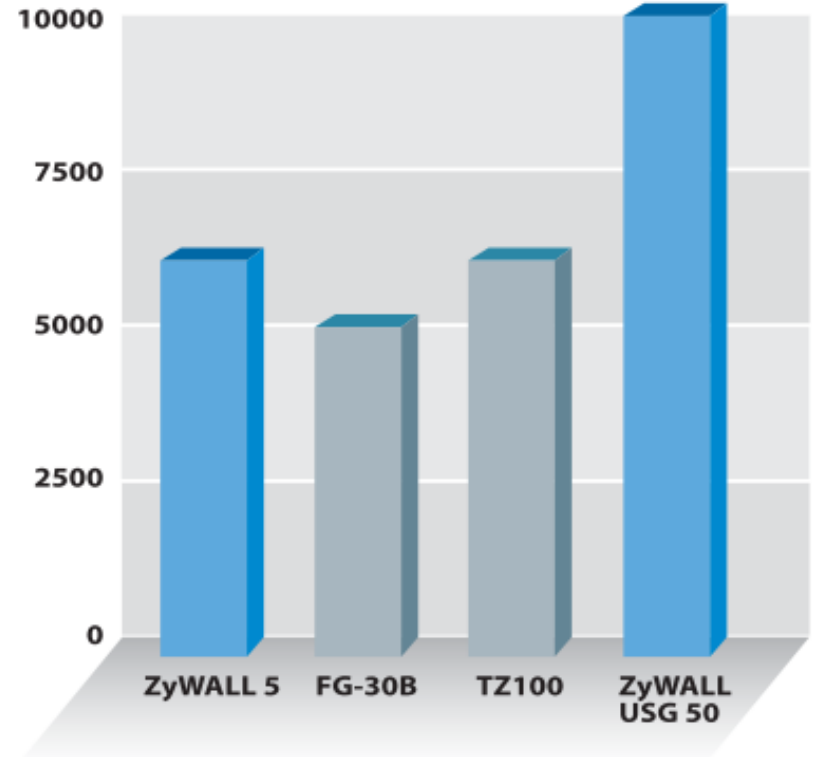
Redundant Power Module

Outstanding Performance among Competition

Competitive Comparison:
Firewall Throughput in Mbps



Competitive Comparison: Sessions



* Source: Performance figures from ZyXEL, SonicWALL and Fortinet Websites.

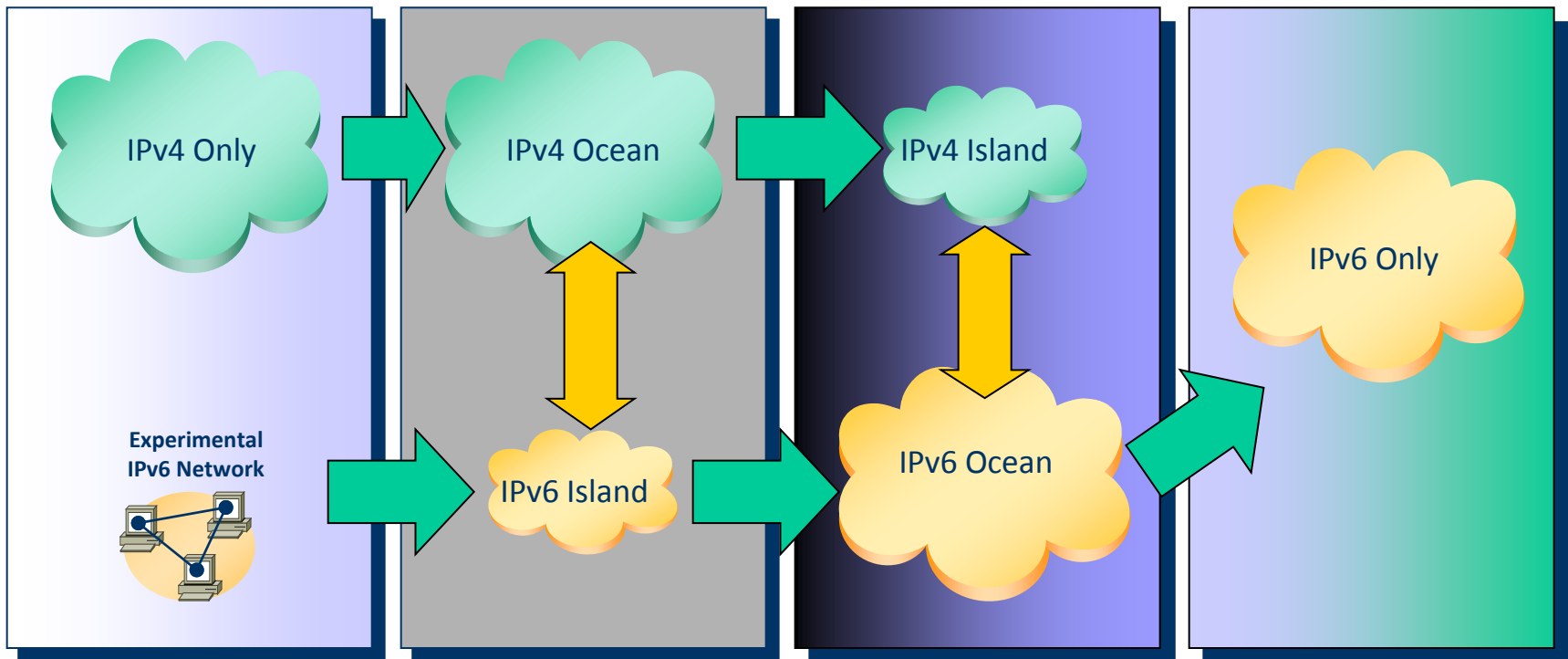


Security On A New Level

IPv6 Support

IPv6 Transition Phases

-- IPv6 will dominate the network services and applications in near future



Why do I need IPv6 ?

■ User Driven

- If you want to access IPv6 Internet
- If you want to provide IPv6 applications to your customer

■ ISP Driven

- If your ISP can only offering you IPv6 public IP address (IPv4 address depletion)

■ Regulation compliance

- Government mandates

ZyWALL USG IPv6 Implementation Plan

	Phase I – ZLD v3.00	Phase II	Phase III
Implement Focuses	<ul style="list-style-type: none">• Dual stack• 6rd & 6to4 transition tunnel• Host/Router/Firewall	<ul style="list-style-type: none">• Dynamic routing (RIPng, OSPFv3)• Multicast• IPSec/IDP/AV• SNMP• DS-Lite (4 over 6)	<ul style="list-style-type: none">• SEND• DNSSEC• IKEv2
Rationale	<ul style="list-style-type: none">• Major ISP phase I deployment needs 6rd for their investment protection• ISP new equipments will need dual-stack support• Firewall is required because there is no NAT protection in IPv6	<ul style="list-style-type: none">• DS-Lite for new network (backbone is IPv6 only)• After phase-I, more sophisticated routing/security demands raise	<ul style="list-style-type: none">• IPv6 has been the majority, the goal is to make the transition more smooth.

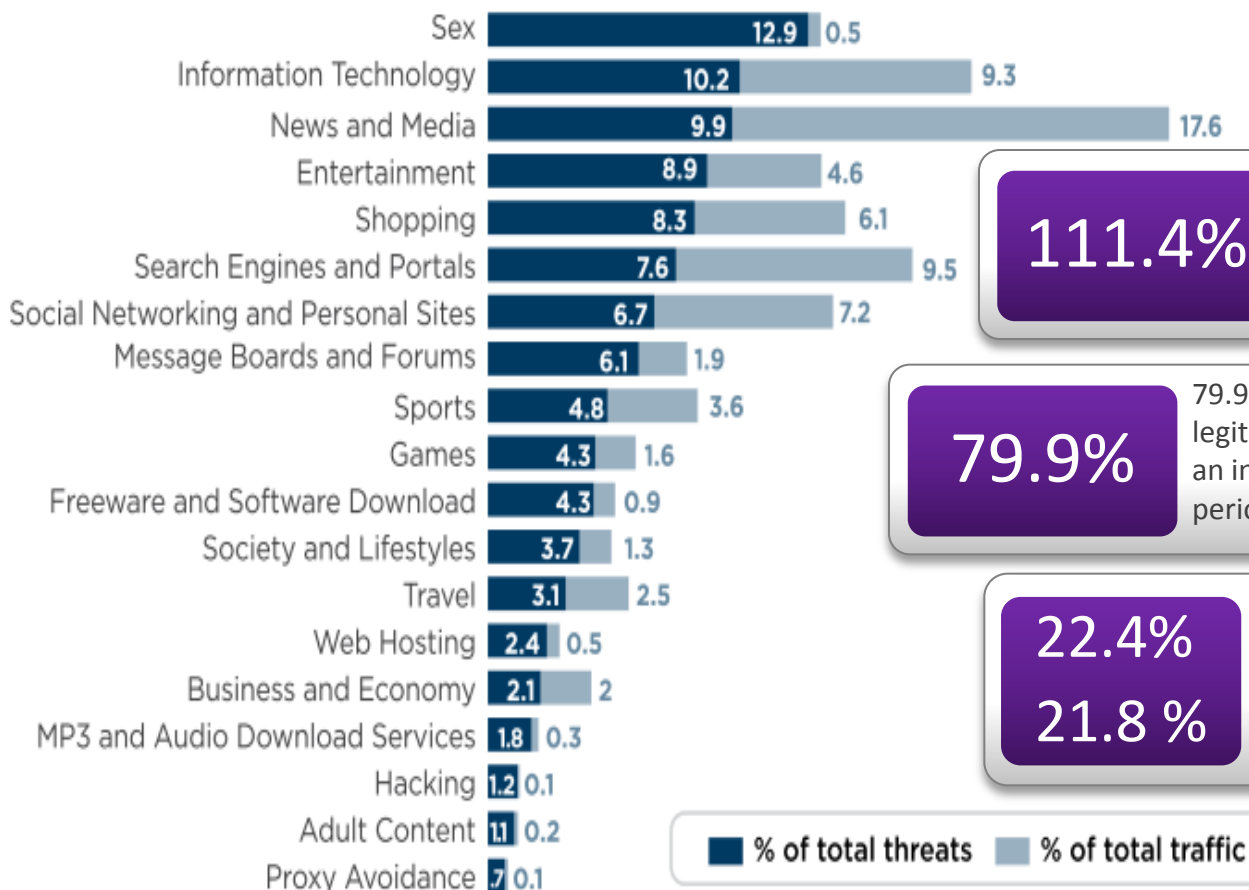


Introducing Commtouch

CONTENT FILTERING

Customer Challenge for 2011: Web-based Threats

The following graphic shows the number of visited pages containing malicious links for a sample of hosted Web traffic pulled during 2010.



111.4%

Websense Security Labs identified a 111.4% increase in the number of malicious websites from 2009 to 2010

79.9%

79.9% of websites with malicious code were legitimate sites that have been compromised – an increase of 3% from the last previous period.

22.4%
21.8%

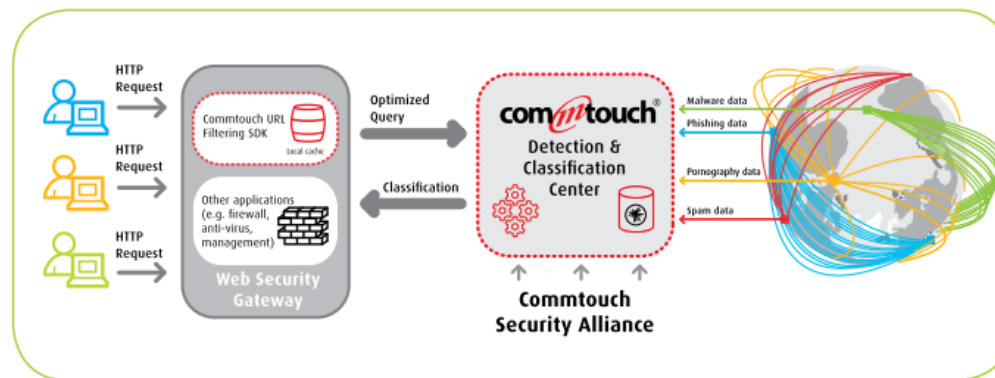
Searching for breaking trends and current news represented a higher risk (22.4%) than searching for objectionable content (21.8%)

■ % of total threats ■ % of total traffic

What's the feature benefit?

Commtouch **GlobalView URL Filtering** enables the following various applications:

- **Security** – enables real-time protection from emerging Web threats including malware, phishing and Zombies/bots
- **HR compliance/regulation** – prevents browsing to questionable content like pornography and hate sites
- **Productivity** – blocks or monitors sites to maximize employee productivity
- **Bandwidth regulation** – identifies sites that consume an organization's bandwidth (e.g. movies, music)
- **Parental control** – restricts access to inappropriate Web sites





Introducing Commtouch

ANTI-SPAM 2.0

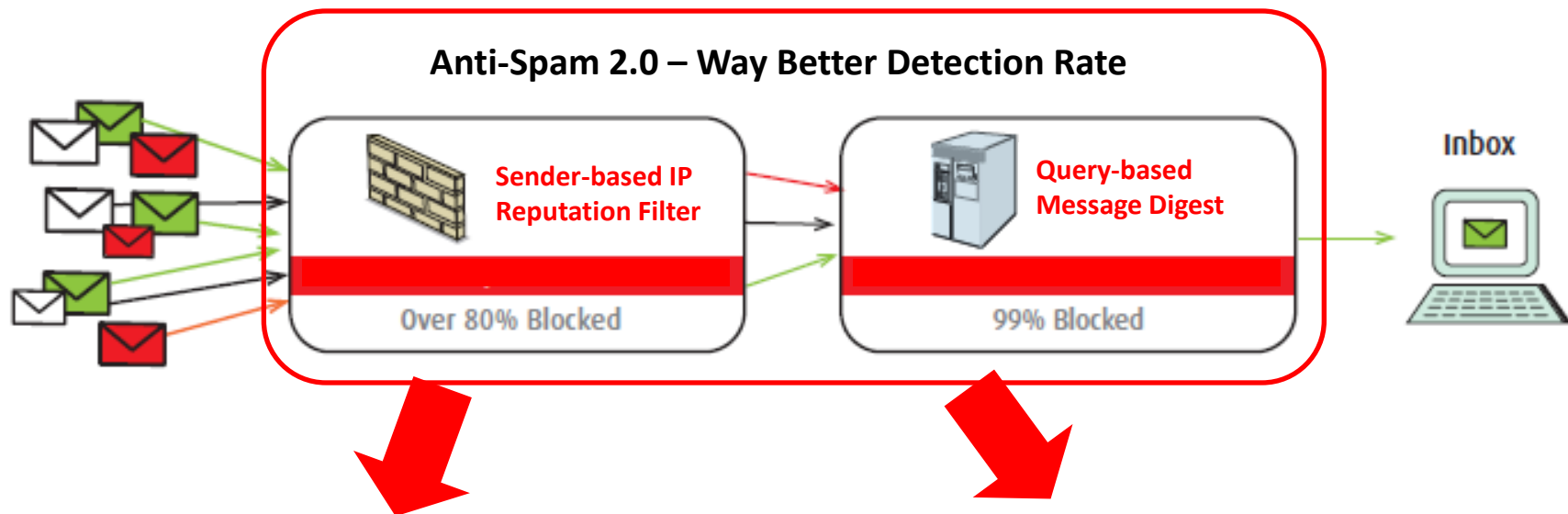


Anti-Spam 2.0: What's Been Improved?

	Anti-Spam 1.0	Anti-Spam 2.0
USG's Anti-Spam Technology Elements	<ul style="list-style-type: none">- White List- Black List- RBL/ DNSBL	<ul style="list-style-type: none">- White List- Black List- RBL/ DNSBL- Sender-based IP Reputation Filter NEW- Commtouch RPD Query NEW- Virus Outbreak Protection NEW

Anti-Spam 2.0 Key Features

- **Way Better Detection Rate**
 - Much improved detection rate & accuracy, with very low false positives
 - Can do rate limit – mitigating the gray areas
- **Real-time Response**
 - CommTouch's Unique RPD technology – block all associated messages in real time
 - Zero-Hour Virus outbreak protection
- **Good Performance**
 - “Sender-based IP reputation” removes over 80% of unwanted mail
 - Intelligent cache: around 70% of cache hit rate – meaning only 30% of messages needs to be queried
 - Very small footprint (only 500 bytes per message digest) – minimizing WAN bandwidth usage
- **Trustworthy – user data privacy are maintained**
 - The digest of data sent for query doesn't include continuous data content; only some displaced single words are collected. This keeps central site from knowing content of user data. In turn, user privacy is kept.
 - Also, very good query response time & reliable: database server in the cloud (with fast response time and high avail



Benefits of sender-based IP reputation filter:

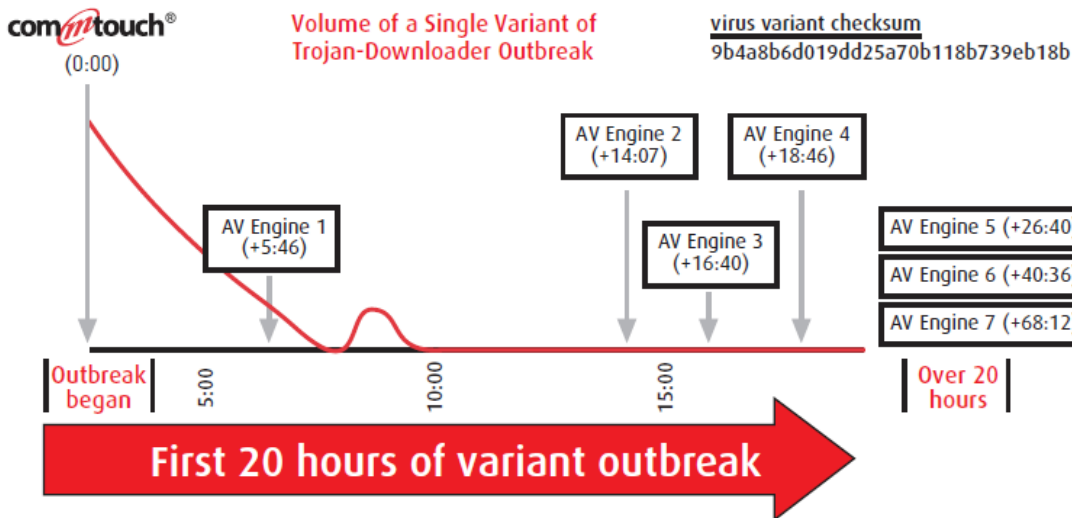
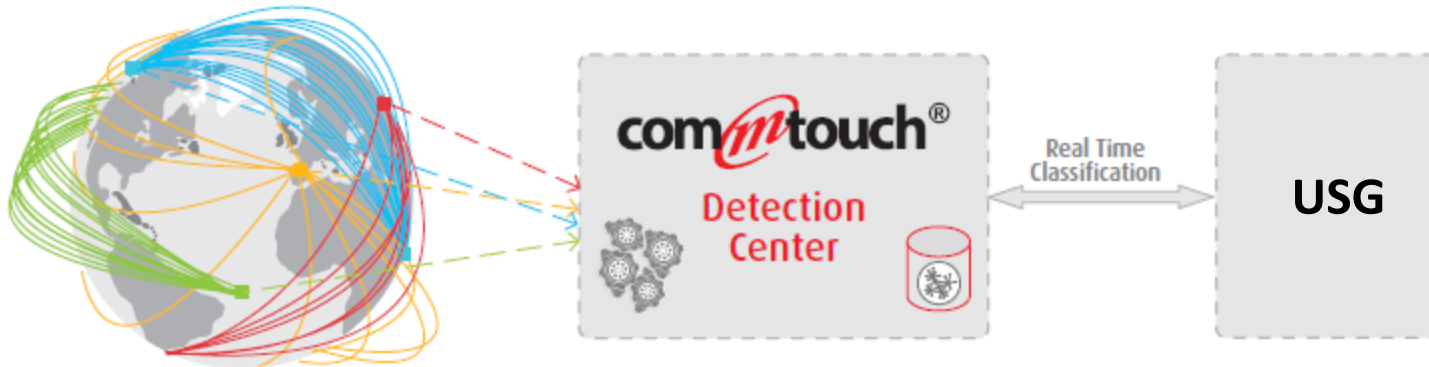
- Reduces Necessary System Resources
- Saves Bandwidth, Enhancing Performance
- Increases Security
- Eliminates False Positives
- Improves Detection Rate

The query-based solution blocks spam based on its most fundamental characteristic - its mass distribution. This makes it equally effective against all types of spam – in any location, format, content, or language.

- Analyzes billions of messages per week
- Deployed in 130 countries
- Support for double-byte spam detection
- Integrated by many leading security vendors

Real-time Response

With CommTouch's RPD technology, USG detects spam outbreaks as soon as they emerge, and to block all associated messages in real time



Also integrated “Zero-hour Virus Outbreak Protection”, USG blocks or delays suspect messages hours before commercial Anti-virus signatures are available

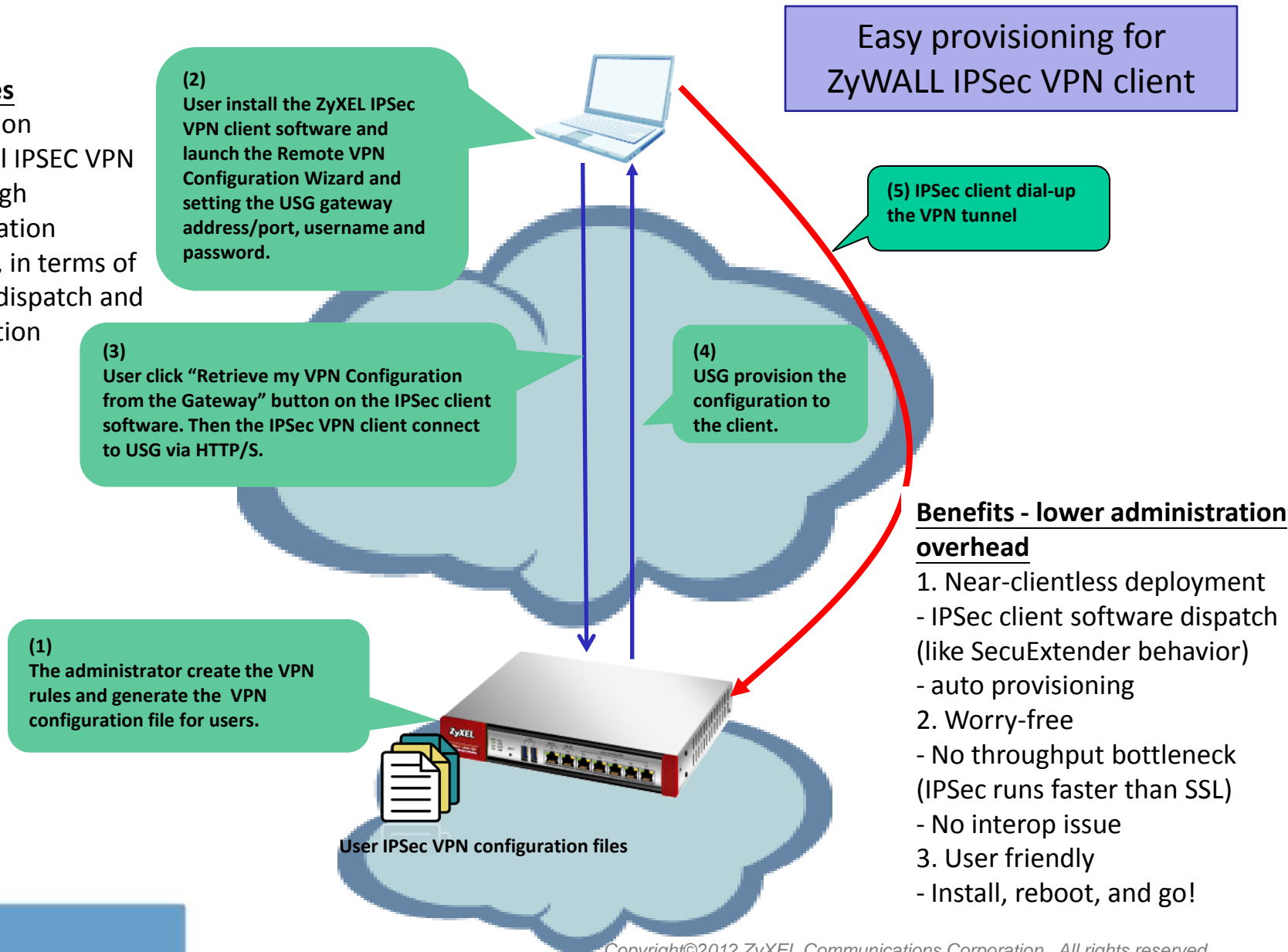


Security On A New Level

VPN Enhancements

Challenges

Problems on traditional IPSEC VPN client – high administration overhead, in terms of software dispatch and configuration



■ Focus/Direction

- Mainstream smart phone platform
 - ◆ iPhone
 - ◆ Android

■ What we have today

- L2TP over IPSec for iPhone iOS4

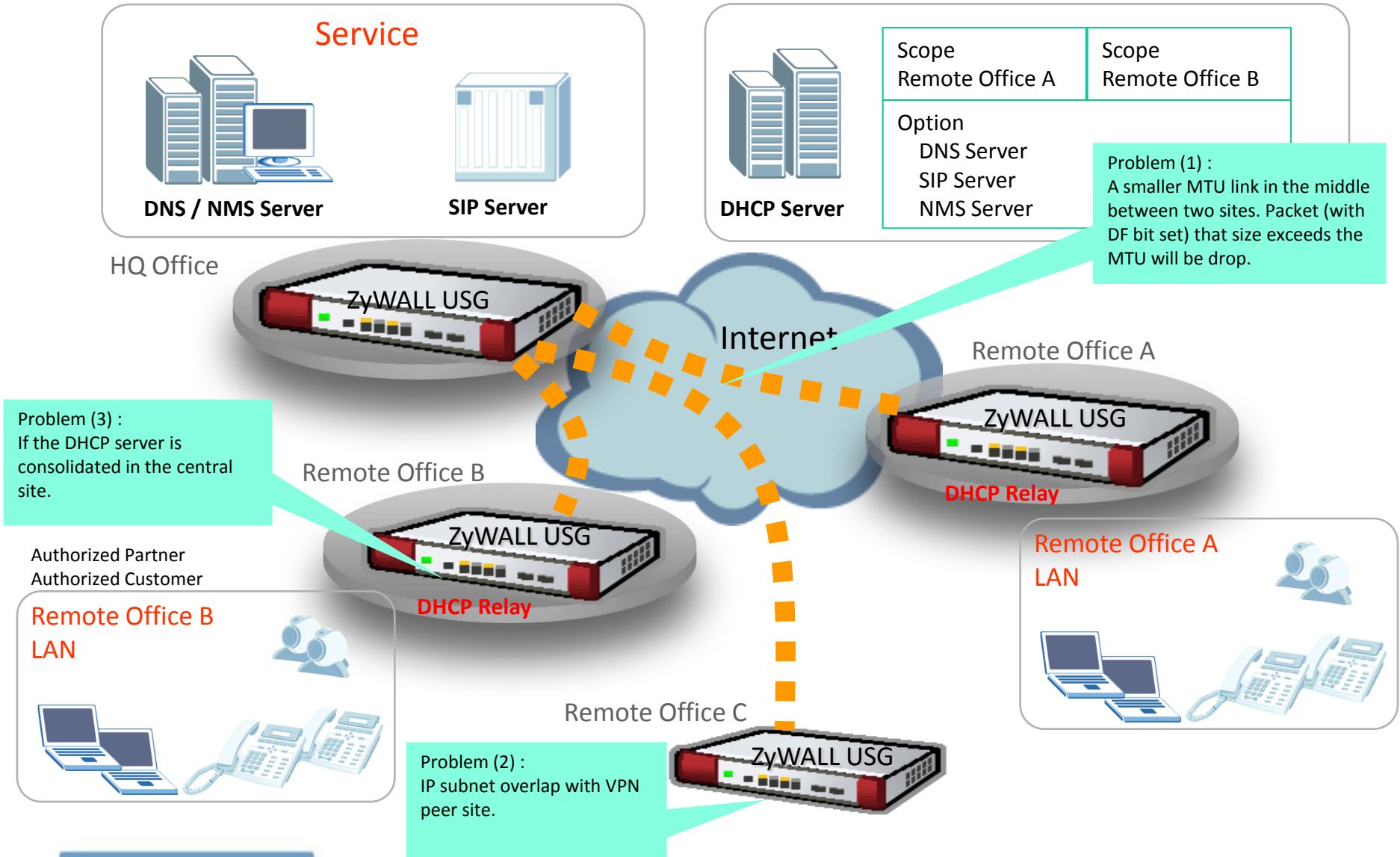
■ What's new in 3.0

- L2TP over IPSec for Android (v3.00)
- Guarantee IOP with iOS and Android

“Get closer to your business data, collaborate with colleagues, and travel smarter with business applications.”
Smart phone, the new productive platform in the enterprise environments.



Centralized Service Deployment with site-to-site VPN



- **What's new in ZLD v3.00 major release**
 - ① Performance boosted up to 30%
 - ② IPv6 support & logo granted
 - ③ Malware protection enriched
 - ④ More 3G connectivity support
 - ⑤ VPN & infrastructure enhancements
 - ⑥ Quality & trouble shooting
- **Appendix**



Robust Security with Optimized Performance

- base on USG50/100 Lab Test Result

	Test Criteria	ZLD v3.00 b12 (Mbps)	ZLD v2.21 P4 (Mbps)	ZLD v2.21 P2 (Mbps)
		(FCS: 2012/02/20)	(FCS: 2011/06)	(FCS: 2010/10)
USG50	Firewall (UDP) - Follow RFC2544 - UDP packet, 1518 bytes	712.0	298.12	231.02
	Firewall (TCP) - FTP, get 2G file - Device default setting - Packet size 1460 bytes - Single session	177.1	--	--
USG100	Firewall (UDP) - Follow RFC2544 - UDP packet, 1518 bytes	359.4	180.29	175.57
	Firewall (TCP) - FTP, get 2G file - Device default setting - Packet size 1460 bytes - Single session	90.4	--	--

138.8%

29%

99.3%

3%

*Base on SVD testing result during RD development phase

ZyXEL

Make the World Connect

Thank you!