

The Organization

ZirMed, Inc.
626 West Main Street, 6th Floor
Louisville, KY 40202
www.zirmed.com

The Challenge

Expanding firewall capacity to meet growing demand

The SonicWALL Solution

The SonicWALL E-Class NSA E6500

The Results

Comprehensive Protection, Performance and Flexibility

- Unified Threat Management featuring gateway anti-virus, anti-spam, anti-spyware and intrusion prevention
- Reassembly-free Deep Packet Inspection engine
- Multi-core specialized security microprocessors
- Intuitive, configurable Web-based administration

ZirMed® provides revenue cycle management solutions to healthcare providers, including eligibility verification, credit/debit card processing, check processing, claims management, coding compliancy and reimbursement management, patient e-commerce solutions and lock box services. A nationally recognized leader, ZirMed leverages technology to provide innovative, creative and flexible solutions for healthcare's most pressing administrative challenges.

The challenge: Expanding firewall capacity to meet growing demand

"My CEO expects 100% annual growth," said Chris Schremser, CTO for ZirMed. "Just performing above the rest is not good enough. We have to perform exceptionally." As ZirMed has grown over the years and added locations, Schremser has deployed SonicWALL® Network Security/Unified Threat Management (UTM) appliances at each site. "UTM not only protects us against malicious external threats," said Schremser. "It also protects us from unintentional internal threats, like a user plugging a virus-infected laptop into the network."

With its growth, however, ZirMed began to exceed the intended capacity of its SonicWALL PRO 5060 Network Security Appliance. Schremser recognized the need to upgrade, but SonicWALL was still a few months away from releasing its next generation of high-performance Network Security Appliances. Schremser was compelled to consider solutions from other vendors. "I looked at competitive offerings and bought a device from another vendor," said Schremser.

"Quickly, I discovered that the other provider's device did not offer us the same flexibility or clean management I had come accustomed to with SonicWALL," said Schremser. Certain clients prefer to deploy ZirMed's services using dedicated IP addresses rather than DNS mode. To accommodate the needs of these valued clients, Schremser previously had set aside IP addresses for separate VPN tunnels. The competitor's appliance was unable to support this configuration.

"The other device never made it to production," said Schremser. "I eBayed it and waited for the SonicWALL E-Class Network Security Appliance (NSA) Series to come out."

The solution: the SonicWALL E-Class NSA E6500

Schremser ultimately upgraded his data center gateway firewall to a SonicWALL E-Class NSA E6500. SonicWALL E-Class NSA Series solutions are engineered to combat the evolving threats to the enterprise network by providing administrators with high-performance, scalable, multifunction threat prevention. Leveraging specialized multi-core processing technology, the E-Class NSA Series combines parallel traffic processing with SonicWALL's patented Reassembly-free Deep Packet Inspection technology. The E-Class NSA Series also provides customizable Application Firewall tools for precise control and inspection over network traffic.

ZirMed Case Study

"Quickly, I discovered that the other provider's device did not offer us the same flexibility or clean management I had come accustomed to with SonicWALL. The other device never made it to production. I eBayed it and waited for the SonicWALL E-Class NSA Series to come out."

—Chris Schremser
CTO
ZirMed, Inc.

SonicWALL Benefits

- Outstanding protection and performance
- Elegant simplicity and ease-of-use
- Unparalleled value

Schremser sees his greatest benefit in being able to run full UTM without degrading performance. With plans to step up network throughput from 100 to 250 megabytes, ZirMed's Internet traffic alone is running at approximately 14 megabytes sustained, and pushing 40 megabytes sustained down the private circuits through the E6500. "Running all UTM services, we're only using 15% of the appliance's first three CPUs even during peak times, and the other 13 processor cores aren't even being touched," said Schremser

Schremser has not traded flexibility and performance for security. ZirMed supports VPN tunnels with some of the insurance industry's largest carriers over the E6500. "I know my firewall is doing what it's supposed to be doing, routinely blocking potential SQL injection attacks or bad code trying to get in through the SMTP gateway." As a healthcare technology services provider that relies on credit card transactions, ZirMed is especially concerned about compliance with HIPAA and PCI regulations. "The E6500 lets us add as many layers of prevention that we possibly can," said Schremser.

Schremser also found the solution's Web-based administrative interface especially easy to use. "My firewall manager had never used a SonicWALL before but was able to ramp up on SonicWALL in ten minutes," said Schremser. "Now he tells me 'So this is how easy it can be.'"

The future: Secure wireless VoIP

Applying SonicWALL's integrated Wireless Guest Services, Schremser has begun to deploy wireless Voice-over-IP (VoIP) telephony, starting at the data center. "The executives love it when they're down here. Now they want it rolled out to the rest of the organization." SonicWALL enforces detailed policies for when a user is coming in on a specific wireless access point, and specific rules on how traffic flows through the network. "I can make sure that someone coming through guest services can only get to the Internet, while they're completely hidden from the rest of the internal network," said Schremser. "That really gives me peace of mind."

SonicWALL, Inc.

1143 Borregas Avenue
Sunnyvale CA 94089-1306

T +1 408.745.9600
F +1 408.745.9300

www.sonicwall.com

