



## Wittwer GmbH Clavister Customer Spotlight

### Challenge

- Wittwer GmbH needed to connect its central headquarters in Stuttgart with its eight affiliated stores and main warehouse and replace its expensive leased lines with a low-cost, highly efficient and secure Virtual Private Network (VPN).

### Solution

- A clustered solution based on Clavister Security Gateway SG3110.
- Clavister xPanision lines licensing model to allow for scalability.

### Benefits

- The bookstore is no longer dependent on leased lines.
- Cost efficient secured transfer of data.
- Wittwer receives all cashier data, book order details and bookings from its affiliate stores at its headquarters through the cost effective VPN.

### Bookstore turns to Clavister for secure, cost effective Virtual Private Network

*"The Clavister SG3110 cluster and eight Clavister remote office appliances are controlled via a central management system. We are no longer dependent on leased lines and this has significantly reduced our costs. We are extremely grateful to EDV-Partner for their support and for recommending Clavister's technology to us."*

*Dr. Konrad M. Wittwer, CEO, Wittwer GmbH.*

Wittwer GmbH is a chain of bookstores in Baden Württemberg, Germany. It prides itself on offering its customers a wide range of new titles and books from all over the world. The company has a number of affiliated stores at railway stations and provides books and newspapers to an outlet at Stuttgart Airport.

The company wanted to connect its central headquarters in Stuttgart with its eight affiliated stores and main warehouse and replace its expensive leased lines with a low-cost, highly efficient and secure Virtual Private Network (VPN).

### Flexibility and security

EDV-Partner GmbH, a Clavister systems integrator, recommended a clustered solution based on Clavister Security Gateway SG3110 for the company's headquarters and eight Clavister remote office appliances for its stores. Wittwer GmbH recognized that this solution was not only cost effective, but also met its requirements in terms of both flexibility and security. What made the solution even more compelling to Wittwer GmbH was that the Clavister XPansion™ lines licensing model offered the scalability it needed to grow with the organization.

EDV-Partner installed Clavister SG3110 at Wittwer GmbH's central warehouse. This model can perform up to 500 simultaneous VPN connections. The Clavister remote office appliances guarantee up to 25 concurrent VPN connections and provide a secure and encrypted connection between all the local stores and main office. Now, thanks to the Clavister solution, the company receives all cashier data, book order details and bookings from its stores at its headquarters through the cost effective VPN.

## ABOUT WITTWER GMBH

Founded in 1867, Wittwer GmbH is one of the largest bookstores in the region of Baden Württemberg, Germany and has a large number of affiliated stores throughout the region.

[www.wittwer.de](http://www.wittwer.de)

## Low cost calls

Clavister's Security Gateway was compatible with VoIP, but Wittwer GmbH's DSL line severely limited its performance. By using a Siemens-Hipath-TK it has allowed VoIP calls to be charged at a local rate and interstate connections to be connected over the VPN connection. EDV-Partner rolled out VoIP to the central server, a warehouse and one of its main stores via a standard fixed-line.

## Secure data transfer

Now, all book orders, email and web traffic, cashier data and VoIP calls use the VPN connection and the Clavister Security Gateway's dynamic traffic shaping feature guarantees the prioritization of VoIP data in the VPN tunnel. If there is a problem with the Internet, Wittwer GmbH's stores have a Deutsche Telekom line as emergency backup for the cashier data transfer as well as for communication with the terminal. The Route Failover feature automatically triggers a route change if an ISP failure occurs.

The data transmitting setup at the central warehouse worked so well that EDV-Partner GmbH will now connect a further 25 smaller stores to the VPN.

## Security solution for bookstore chain results in a happy ending

Before the implementation of the Clavister solution, the headquarters and eight affiliates were dependent on expensive leased lines. Wittwer GmbH now has a cost efficient and secured data transfer via VPN.

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### About Clavister

Since 1997, Clavister has been delivering leading network security solutions, providing commercial advantage to tens of thousands of businesses worldwide. The Clavister family of unified threat management (UTM) appliances and remote access solutions provide innovative and flexible network security with world-class management and control.

Clavister has pioneered virtual network security, and this along with its portfolio of hardware and software appliances gives customers the ultimate choice. Clavister products are backed by Clavister's award-winning support, maintenance and education program.

Headquartered in Sweden, Clavister's solutions are sold through International sales offices, distributors, and resellers throughout EMEA and Asia.

To learn more, visit [www.clavister.com](http://www.clavister.com).

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