



Ageas Insurance Company (Asia) Limited

Greater network performance and security with H3C's total unified solution

“ H3C offered Ageas Insurance a solution tailored perfectly to meet the company's needs in terms of capacity, performance, reliability and business growth. The total unified solution of core switch, edge switch, wireless and security products, is based on best practices. It can be managed via a single iMC platform which notably also reduces the network TCO” said Sunny Chu, Senior Manager, IT Operations, Information Technology, Ageas Insurance Company (Asia) Limited.

Ageas Insurance Company (Asia) Limited (Ageas Insurance) is one of the largest life insurance companies in Hong Kong. The company was renamed from Fortis Insurance to Ageas Insurance in 2010. It combines global strength with local flexibility to offer its individual and institutional customers a diversity of financial protection products and wealth management services.

In 2009, as Fortis Insurance, the company was the proud winner in the "Outstanding Financial Planning" category of the Outstanding Enterprise Awards organised by Quamnet. The company was also named one of the "Hong Kong Leaders' Choice" for the second consecutive year by Metro Finance Radio.

H3C is no stranger to Ageas Insurance and was chosen for an implementation at one of the insurance firm's most important

buildings—"Fortis Centre" in Quarry Bay. The total solution comprises H3C core switches, a wireless system, and PoE access switches capable to power a VoIP system which supports more than 2,000 end users.

To support business growth in fiscal year 2010, Ageas Insurance again selected H3C to provide a total unified solution, this time at Ageas Insurance's Langham Place facility. The new solution consists of H3C edge-to-core switches, H3C's Unified Threat Management (UTM) along with a secure, high-performance 802.11n wireless solution.

The Solution

The Langham Place facility is one of Ageas Insurance's most critical offices. However, its consultants relied on a few ageing switches for interconnection duties and a FIT access point (AP) for wireless access. In short, it was not a high performance or highly reliable platform. It lacked central wireless security control and wireless roaming. Above all, the solution was not easily managed.

Ageas Insurance decided to relieve its IT staff of the support burden and raise the level of performance and security by upgrading the Langham Place centre with a comprehensive new total solution from H3C.

The new network comprises one H3C S7503E core chassis switch deployed on the 28th Floor as the main backbone switch. It is complemented by an S7503E, Saliency VI-Lite switch and route processing unit configured to deliver switching capacity of 480Gbps and throughput of 276Mpps.

The floors from 28 to 30 all feature an S3600-28P-PWR-SI to provide PoE for 802.11n wireless access points and connections for workstations. Each S3600-28P-PWR-SI has dual fiber Gigabit Ethernet (GE)



d multi-thread processor technology. Besides legacy firewall and VPN functions, the UTM-200M is capable of providing a host of additional security services, such as IPS, anti-virus, URL filtering and Anti-Spam.

The entire H3C unified solution is managed by a single H3C iMC (intelligent Management Center) system, which handles the wired and wireless links as well as security. With the help of the iMC, network administrators can monitor the whole network and locate problems from a single console, maximizing the ease and simplicity of management.

Why H3C?

H3C offered Ageas Insurance a solution tailored perfectly to meet the insurance company's needs in terms of capacity, performance, reliability and business growth. The H3C total unified solution of core switch, edge switch, wireless and security products, is based on best practices. And the fact that it can be managed via single iMC platform also reduces the Total Cost of Ownership (TCO).

In addition, H3C's comprehensive pre- and post-sale support from its dedicated project team throughout all phases of the design and implementation of the project enabled H3C to meet a tight one-month deadline. H3C created a virtual team, with the Ageas Insurance project manager and on-site engineers during implementation, to help ensure that the roll-out was smooth, efficient and on-budget.

The Benefits

H3C's total network solutions for wired, wireless and security infrastructure have helped Ageas Insurance to improve its network performance, network security and wireless coverage in Langham Place. The insurance firm has lowered costs by replacing ageing legacy switches with no central management with a modern, high performance network.

The highly reliable switching backbone, minimizes the risk of wireless attacks, which helps avoid any system downtime and offers a more resilient network. This has given Ageas Insurance increased peace of mind concerning performance, reliability and availability. It has also had a positive impact on sales revenue by facilitating expansion and agent efficiency with the improved new 802.11n WLAN system.

In addition, Ageas Insurance now enjoys enhanced operational efficiency with H3C's unified iMC management solution and can look forward to a more secure, stable, scalable solution for future applications and business growth.

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