

SITUATION

- Law Firm
- 75 employees; a main office in Chicago with two small branch offices in New York and L.A.
- 50 clients requiring daily communications
- Spending \$600/mo on faxing and long distance calls
- Currently has three 56K modem dial-up accounts with different ISPs
- Difficulty in coordinating customer billing, file transfers, and sharing case documents

COMMUNICATION GOALS

- Connecting far-flung operations using modest resources
- Send and receive email and transfer documents (FTP) support for all employees
- Security for critical data
- Improved collaboration among offices
- Transparently and securely interconnect remote users and branch offices to the corporate LAN using the Internet

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SOLUTION

UUNET recommends installing FreeGate's OneGate 1000-T1 Internet access system and remote access VPN software for the Chicago headquarters combined with a UUNET burstable T1 connection and providing UUNET AlterDial dial-up accounts to the New York and Los Angeles employees. In a single system, FreeGate Internet access systems combine all the elements of secure, reliable, and scaleable Internet access with services including: email, firewall, VPN, Web browsing, file transfer, Web publishing. The firm will utilize a FreeGate's integrated Virtual Private Network (VPN) to enable the remote branch offices to securely access their email and critical files at the Chicago office.

PRODUCTS

UUNET Burstable T1 connection

UUNET AlterDial analog dial-up accounts

FreeGate OneGate 1000-T1 Internet access system

FreeGate remote access VPN

CUSTOMER BENEFITS

- Security for critical data integrity – utilizing FreeGate's Virtual Private Networking software allows all geographically dispersed locations to securely access central office databases.
- Reduced communication expenses – with a Virtual Private Network one can eliminate the central office's dedicated remote access server(s), additional phone lines, and avoid long distance phone calls.
- A complete email, web browsing, and secure document transfer system.
- No onsite technical staff required to implement and manage the solution.
- Affordable

OBJECTIONS

Objection: I need all of my offices to be able to communicate securely over the Internet.

Response: Remote access VPN enables remote offices to locally dial into UUNET and securely access corporate information and services making it appear as if they were sitting at their desks in the main office. This client-server product requires a FreeGate system at headquarters and Microsoft's Point-to-Point Protocol (PPTP), available with MS Windows clients on the remote user's desktop or laptop system. A PPTP server in the FreeGate system authenticates the remote user, then opens an encrypted path through which traffic flows as if through the LAN.

Objection: Virtual Private Networking sounds complicated. I don't have an IS staff. How do I set-up and maintain this service as well as other Internet services like E-mail?

RESELLER BENEFITS

- \$600 to \$3000 commission from FreeGate and UUNET after Internet sale closes
- Turnkey solution that includes Internet access and hardware
- Scalable solution with future third-party software revenue stream opportunities
- Leasing option available from FreeGate.
- On-going technical support for both you and your customer from UUNET

Response: The FreeGate Multi-services Internet Gateway includes an highly intuitive browser interface that, with a simple point and click, creates new users and allocates web access privileges.

Objection: Is the OneGate 1000 reliable?

Response: The system is highly reliable with automatically mirrored dual hard disks, dual fan cooling system, on-board UPS, and error correction memory.

COST ANALYSIS

Components Purchased Separately		Integrated Solution
<u>Branch Offices</u>		
Long distance charges	\$600/mo	UUNET dial-up accounts (6) \$149.70/mo
<u>Central Office</u>		
Router	\$2,500	FreeGate OneGate 1000-T1 \$6,795
Remote Access Server	\$1,995	FreeGate Remote Access VPN \$495
Firewall	\$2,500	Internet Connection (service) \$1,165/mo. (excl. telco)
VPN	\$2,500	Installation by reseller \$500 (approx.)
E-mail server (NT)	\$2,500	
Web Server	\$1,500	
Internet Connection	\$1,185	
Installation	\$2,500	
Initial Total	\$17,180	Initial Total \$8,975

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