

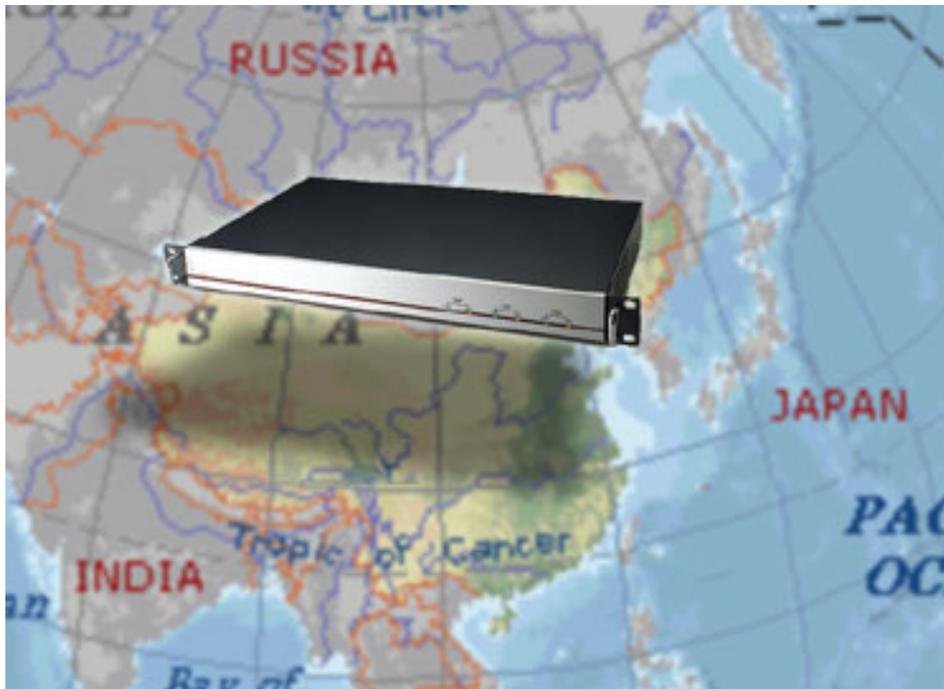
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## Application Story

### PRC Network Security and Internet Solution Company Improves Service and Increases Revenues with Advantech Security Gateway Platforms



**Advantech Products featured in this story:** [SG-3103](#), SG-3102, SG-4204

A network security and applied internet solution provider in China's Eastern economic hub is using multiple Advantech Security Gateway appliances to meet their business and technical needs. Offering a range of security software solutions that include firewall, VPN, IDS and "total security solution" systems that include combined turnkey hardware/software solutions, the company has emerged as a leader in the enormous Mainland Chinese network security and internet application market.

#### From Software to Solution Provider

Originally only a software provider, this company has expanded its business and, not incidentally, its revenues, by providing accompanying hardware platforms that run their security software applications. Formerly, when the company only provided software solutions, they found applying their Linux-based software applications to

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their customers' various hardware platforms very troublesome because almost every customer had a different hardware configuration (platform). Their customers' "mixed" hardware platforms always increased application setup time as well as increased service time/calls needed for each customer account. But the company knew they could provide their customers with a better hardware platform to run their software applications and also better protect software/application intellectual property rights, while simultaneously creating a new revenue source, improving customer service and satisfaction, and realizing gains made by reduced maintenance and service calls.

### Advantech to the Rescue

But they also realized they had limited system hardware experience involving integrating a SBC, chassis, cabling, heat dissipation and other mission critical application concerns. That is when they turned to **Advantech**. They first used the 3 LAN SG-3103 1U Enterprise Security Gateway for firewall (DMZ, LAN, WAN) applications and the 2 LAN SG-3102 for IDS applications. The SG-3100 Series gave them a rock solid CPU hardware platform that performed flawlessly with their software applications. Customers immediately responded by choosing the "total" hardware/software security solutions. They soon realized reduced service loads, increased revenues, reduced setup/installation times, and gained more control over the distribution and use of their software.

### The Next Step

This customer is now considering using Advantech's newest security gateway appliance, the 1U SG-4204, with 4 LAN and PCI slot dedicated to a hardware digital encryption card.

Find out more about how Advantech is helping companies meet their business objectives. Visit <http://www.advantech.com>

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