

Multi-Linking Worldwide Marine Transport and Logistics



More than 125 years of HAMBURG SÜD

Having been a player in international sea transport for more than 125 years, HAMBURG SÜD is today Germany's largest privately owned shipping company. Its long experience encompasses the pioneering days of the South American trade, the glittering age of the passenger liner, containerization and, finally, modern high-tech transport logistics. The company's head office is located in Hamburg and is one of the biggest container facilities in Europe.

The Company currently operates around 100 vessels including modern container ships, gas tankers,

reefer and tramp ships and handles a cargo volume of about 775,000 TEU in 2002 (TEU: Twenty Foot Equivalent Unit). The 3041 employees at the Hamburg headquarters, in regional and local offices and at sea, generate a turnover of approx. EUR 1.7 bn.

Global Business

As more and more Web based applications enabled HAMBURG SÜD to extend their businesses globally across the World Wide Web their IT personnel faced the same problems as many other organizations today that rely on the Internet for communications with customers, partners, and remote branches. How do they make their private network resources both

Create a world of
confidence.



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*Manager of Systems & Production,
HAMBURG SÜD*

reliable and highly available for authorized users and secured from unauthorized access? This was one of the challenges faced by the Director of Organization/IT at HAMBURG SÜD when implementing the Company’s new online cargo booking system. The booking system had to allow agents and customers to reserve shipping requirements online, the captured information had to be routed to one of its branch offices and customer service staff had to be able to allocate space.

“As a global company we require our cargo booking system to be available to customers, agencies and staff 24 hours a day seven days a week. So that no matter where you are in the world you can book our services”, explains the Director of Organization/IT at HAMBURG SÜD . “When considering the security for our online system, price, high availability and scalability were crucial. Organic growth and recent business acquisitions around the world means that we require a system which will cost-effectively grow as our company grows”. StoneGate is Stonesoft’s selfclustering firewall, enabling several StoneGate units to be used in a single

active node. Should one unit fail, all traffic immediately switches to the remaining live engines with no loss of availability. StoneGate is also the only firewall to offer secure connections between multiple ISPs on in and out-bound traffic, thereby ensuring continuous network connectivity.

Multi-link Technology

A firewall is considered a first line of defence in protecting private information. In a typical installation, the firewall provides security at the point where the Internet connects to the corporate network. The firewall, however, could represent a single point of network and Internet connectivity

failure if it does not include load balancing and fault tolerance at the firewall or the ISP connection. “StoneGate offered us the ability to connect to multiple ISPs thus eliminating our Internet connection as a single point of failure.” explains the Manager of Systems & Production at HAMBURG SÜD. “The multi-link technology also provides us with load balancing, fault tolerance and failover,

Conduct business in
confidence.



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managing the Internet connections from the different ISPs as a single virtual Internet connection, without any degradation in service to our users."

The Software Solution

"The price/performance ratio of the solution was a key consideration in our selection process. When we were investigating solutions we did look at a firewall appliance, but the hardware, software and maintenance costs were too high", revealed the Director of Organization/IT. "StoneGate came out very well as it not only offered excellent performance but was the most cost-effective as it combines the operating system, the firewall and the load-balancing solution all in one package. Everything runs on our standard hardware, which means no extra hardware costs". Top of the line hardware is not needed for high firewall performance. With StoneGate,

enterprise-level throughput can be reached using cost-effective, standard Intel-based hardware. One of the other benefits of using standard Intel-hardware is that, unlike proprietary hardware solutions, it can be used to run other applications as well. Less hardware, software, and rackspace is needed - fewer components mean lower operating costs.

Installation: Easy as 1-2-3!

"The basic installation of StoneGate was very easy. The operating system is based on hardened Linux and came on a CD, which was simple to install on our existing hardware. The whole system was installed and configured within hours", says the Manager of Systems & Production. "We are very pleased with our StoneGate solution. It has helped us to ensure that business continues as normal, users stay connected and allows information and ships to keep flowing!"

HAMBURG SÜD in Brief

HAMBURG SÜD is a member of the Oetker Group of Companies, with headquarters in Bielefeld, Germany. The Oetker Group itself comprises about 200 firms with an unusually broad diversification. In addition to the core business of foodstuffs, the activities of the Oetker Group range from breweries to sparkling wine producers, from merchant banks to an insurance company and from top European hotels to shipping. HAMBURG SÜD plays an important role within the Oetker Group. Since its formation in 1871, HAMBURG SÜD has developed into a worldwide marine transport and logistics management organization dedicated to providing custom-tailored transportation solutions for its customers - all from a single source. Quality, safety, reliability and environmental awareness are the traditional and indispensable foundations of HAMBURG SÜD's operations. In 1996 HAMBURG SÜD simultaneously completed independent certification under ISO 9001 and the ISM (International Safety Management) CODE. Since 2000 HAMBURG SÜD has been certified with ISO 14001 Environmental Management System. This system integrates into the existing ISO 9001 and the ISM code, placing HAMBURG SÜD among the first major liner shipping companies with a globally certified Quality, Safety and Environmental management system.

STONESOFT EXPERIENCE

Stonesoft Corporation (HEX: SFT1V) is an innovative provider of integrated network security and business continuity. Its StoneGate™ Security Platform unifies firewall, VPN and IPS, blending network security and end-to-end availability into a unified and centrally managed system for distributed enterprises where security, uptime, and ease of use are essential. StoneGate incorporates the award-winning load-balancing technology of StoneBeat®.

Enterprises that require advanced network security and always-on business connectivity can choose StoneGate for low TCO, best price-to-performance ratio, and highest ROI of any high-end firewall, VPN and IPS solution.

Founded in 1990, Stonesoft Corporation has corporate headquarters in Helsinki, Finland; Americas regional headquarters in Atlanta, Georgia; and Asia Pacific regional headquarters in Singapore. For more information, go to www.stonesoft.com.



THE STONEGATE PLATFORM

As the first highly available, load balancing network security solution of its kind, StoneGate sets a new standard for FW, VPN and Intrusion solutions. StoneGate provides a unified security platform with active-active clustering, load balancing and bandwidth aggregation for multiple Internet links and ability to transparently fail-over VPNs, all with the security and connectivity of an integrated FW/VPN.

- **Multi-Link Technology™** – Seamless fail-over between multiple ISPs and FW clusters for always-on connections
- **Increased Performance** – Analyzes and utilizes fastest possible connection through integrated intelligent load balancing between ISPs and FWs.
- **Multi-Layer Inspection™** – Combines the best aspects of application proxy firewalls with traditional packet filtering and stateful inspection technologies
- **Reduce Costs** – Eliminate network complexities and costs associated with multiple vendor solutions and travel time
- **Unified, Central Management** – Robust remote management, along with simple remote update, alert center management, reporting, diagram editor and hierarchy policy updates. Also integrates FW and VPN with StoneGate's IDS Plus solution into a unified platform.

StoneGate is available either as a software-based solution that capitalizes on existing hardware investments, or as Stonesoft's own integrated appliance eliminating complexity and costs associated with multiple-vendor solutions. All of Stonesoft's appliances include the standard enterprise level features with the only difference being the number of physical interfaces and performance level.

STONESOFT
www.stonesoft.com

Stonesoft Corporation (HEX: SFT1V) is an innovative provider of integrated network security and business continuity.

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