



SonicWALL

# Ross Education gains control of mobile devices with Dell SonicWALL solutions

Organization gives remote users secure connectivity to data and streamlines management of multiple appliances.



## Customer profile



**Company** Ross Education, LLC  
**Industry** Education  
**Country** United States  
**Users** 3,600  
**Website**  
[www.rossmedicaleducation.com](http://www.rossmedicaleducation.com)

## Challenge

- Rapid growth
- Increased demand for remote access
- Mobile device access requirements

## Solution

- Dell SonicWALL Aventail SRA EX7000
- Dell SonicWALL NSA Series
- Dell SonicWALL GMS

## Benefits

- Broad mobile device platform support
- SonicWALL Clean Wireless
- SonicWALL SonicPoints

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*Greg Brenner*  
CIO

Ross Education, LLC is an established leader in the delivery of allied health certificate programs across Michigan, Indiana and Ohio, with approximately 3,000 students and 600 employees. Ross Education owns and operates Ross Medical Education Center, an allied-health school with multiple campus locations. Ross Education uses Dell™ SonicWALL™ Network Security Appliance (NSA) Series Next-Generation Firewalls and Global Management System (GMS®), and recently implemented a Dell SonicWALL Aventail® E-Class Secure Remote Access (SRA) EX7000 solution.

“Dell SonicWALL has helped us deploy secure solutions and manage constant growth. It gives us that true enterprise level of control and deployment options that other vendors out there just don’t have.”

*Greg Brenner  
CIO*

**The challenge: secure remote access for an expanding organization**

“We have NSA 4500 appliances at our corporate office and data centers, and NSA 3500 appliances at our 23 campus locations,” said Greg Brenner, CIO at Ross Education. “We utilize the capabilities on our firewalls for bandwidth management. If we see a problem, we can throttle down traffic for specific applications or users. We use content filtering companywide, and use application intelligence and control to permit access to Facebook for employees but not students.”

Using Dell SonicWALL SonicPoint Dual Band and Dual Radio wireless access points, each of the campuses also offers a Clean Wireless™ environment that integrates universal 802.11 a/b/g/n wireless features with an NSA enterprise-class firewall/VPN gateway.

“Dell SonicWALL lets us segment out separate student and staff zones,” said Brenner. “Because the SonicPoints are a secure product that we already know, we save administrative time. We don’t have to worry about rogue access points posing threats to our network.”

Ross Education uses GMS to manage all of its Dell SonicWALL appliances.

“GMS provides detailed reporting on our access point activity. We can manage all of our access points remotely. I’ve scheduled reports on

bandwidth and web site utilization, as well as the general health of the network. If there are any problems or potential threats, we get immediate notification,” said Brenner.

Lately, however, the organization has been growing at a rate of two new locations per quarter.

“I’m seeing much higher demand for remote workers requiring access to their data,” said Brenner. “We were using the built-in SSL VPN interface on our NSA firewall but I realized we really needed a solely dedicated VPN appliance that could scale with our growth.”

Security was a deciding factor for the organization’s remote access.

“The biggest driver for the Aventail appliance was the need for protection against threats, greater granularity and endpoint control,” said Brenner. “Users will have a clearly defined area on our network they can access. So, we wanted to put policies in place that would restrict them to only the applications they need.”

Ross Education authorizes network access from IT-assigned mobile devices including smartphones and tablets.

“If an employee is assigned a device then they can use it on the company network,” said Brenner, “but they are

not allowed to bring in their own personal devices into our network. We allow business-related apps on the devices, but not games.”

Brenner evaluated solutions from Fortinet® and WatchGuard® before selecting Dell SonicWALL.

“I wanted to have something that was as secure as possible and yet still allow our staff to get into the network to do their jobs effectively,” said Brenner. “The other vendors were a lot more expensive, and I didn’t like the Fortinet interface as much as Dell SonicWALL. Going with Dell SonicWALL offered us full visibility from endpoint to endpoint, as well as reporting on utilization, errors or attempted attacks. We were already familiar with the Dell SonicWALL firmware and GUI, so ultimately the choice was a no-brainer.”

#### **The solution: SonicWALL Aventail SRA**

The Dell SonicWALL Aventail® E-Class Secure Remote Access (SRA) EX7000 delivers full-featured, easy-to-manage, clientless or thin-client “in-office” connectivity for up to 20,000 concurrent mobile-enterprise users from a single appliance. E-Class SRA enhances productivity and business continuity with policy-enforced remote access to network resources from Windows®, Windows Mobile, Apple® Mac OS®, iOS, Linux® and Google Android™ devices.

Partnering with Dell simplified requisition for Ross Education.

“Our experience with Dell has been great. We are a 100 percent Dell shop,” said Brenner. “We were able to purchase all of our Dell SonicWALL appliances, including license renewals, seamlessly and directly through Dell.”

#### **The result: easy centralized management with enterprise-level control**

Dell SonicWALL Aventail SRA provides Ross Education with granular control over mobile devices.

“If a smartphone is lost or stolen, I don’t have to worry about mobile data leakage,” said Brenner. “I have policies in place to enforce encryption, and I can wipe the device automatically and remotely.”

Both the NSA Series and Aventail SRA series can be centrally managed over a single platform.

“Dealing with one vendor means it all integrates nicely,” said Brenner. “On top of that, GMS oversees everything. Rather than having to log into each firewall or VPN device individually, we can do it all through GMS. So, it saves quite a bit of administrative time.”

Integrated, scalable Dell SonicWALL solutions give Brenner the flexibility to secure the organization’s technology infrastructure with respect to its growth.

“Dell SonicWALL has helped us deploy secure solutions and manage constant growth,” said Brenner. “It gives us that true enterprise level of control and deployment options that other vendors out there just don’t have.”

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