



Car company speeds production by 75 percent

Briggs Automotive Company protects its intellectual property while improving productivity enterprise-wide with a next-generation firewall and wireless access points



“I can now sleep at night, knowing that there are no gaps in our security. SonicWALL ensures that our network is protected, so that our IP is safe.”

Mark Rayner, COO, Briggs Automotive Company

Customer profile

BAC BRIGGS AUTOMOTIVE COMPANY

Company Briggs Automotive Company
Industry Automotive manufacturing
Country United Kingdom
Website www.bac-mono.com

Business need

As Briggs Automotive Company grew, it needed a more secure way to enable communication and collaboration than using email and Dropbox to share documents, which frequently included valuable intellectual property. It also needed a better wireless solution to enable manufacturing staff to access design specifications and other materials.

Solution

With a Dell SonicWALL TZ 215 next-generation firewall and SonicPoint wireless access points, BAC now has both comprehensive protection and reliable access to its data. As a result, not only is its IP safe, but manufacturing is 75 percent faster and employees enterprise-wide are more productive.

Benefits

- Protected the business and its IP with advanced wired and wireless network security
- Increased manufacturing speed by 75 percent by ensuring easy access to design schematics and other data
- Improved productivity enterprise-wide by enabling easy and secure collaboration

Solutions featured

- Network security

Briggs Automotive Company (BAC) is the manufacturer of Mono, Britain's renowned lightweight, high-performance sports car. Since its launch in 2011 as the first road-legal single-seat supercar in the world, Mono has received numerous awards and unprecedented critical acclaim from many motor industry experts. To protect its intellectual property (IP), improve collaboration and ensure reliable WiFi access to data from its shop floor, BAC turned to Dell.

Lack of proper IT infrastructure puts both IP and productivity at risk

BAC started as a small organisation with a handful of staff using personal laptops. Without a corporate network, staff used the internet and DropBox™ to share files. As the organisation grew, remote and travelling staff continued to connect with each other using these methods — transferring BAC's intellectual property (IP), particularly computer-aided design (CAD) data, across the internet with a lack of thought about security. In addition, many interns and consultants worked with BAC for short periods of time and had access to many areas of the business, putting the company at high risk of having its IP stolen.

When Mark Rayner took over as COO at BAC, his first task was to implement a modern, cloud-based IT infrastructure — and a key requirement was a firewall to protect the firm's assets. "Thankfully, we hadn't experienced any breaches, but it was vital that we took immediate steps to create a secure IT environment appropriate for our organisation," says Rayner. "We were not even able to see, for instance, who had viewed corporate data or whether data had been copied onto an external drive."

The company also desperately needed to improve its WiFi capabilities. Manufacturing often ground to a halt when access to the internet was unavailable. "Our shop floor staff manufacture the Mono from 44 separate carbon fibre parts, so they need constant access to CAD drawings as well as the ability to share pictures and communicate

with suppliers by email," explains Rayner. "Our WiFi was so unreliable that productivity levels were severely hampered. It was taking our factory staff three to four times longer than it should have to do their jobs, which naturally affected the production of cars."

A full-featured next-generation firewall to protect company assets

BAC began looking for a partner to help it implement a proper IT strategy, infrastructure and processes. NCS Support Services, which specialises in providing business IT solutions to small and medium-sized companies in the north of the U.K., won the tender process. "NCS listened to us and worked with us to understand our business, clearly interpreting its vision to us non-techies," recalls Rayner. "We liked the people and their approach, and we felt confident in NCS's ability to deliver." Having installed hundreds of firewalls for its customers, NCS recommended the Dell SonicWALL TZ 215 next-generation firewall to BAC because of its reliability.

The TZ 215 delivers advanced protection by combining intrusion prevention and detection systems (IPS and IDS), anti-virus, anti-spyware, content and URL filtering, and anti-spam services. Furthermore, its application intelligence and control feature ensures that bandwidth is available for business-critical applications by throttling or blocking unproductive

"Our WiFi speed and reliability have dramatically improved with Dell SonicPoints. This has resulted in Mono production speed increasing by up to 75 percent, which will naturally have a positive impact on our bottom line."

*Mark Rayner, COO,
Briggs Automotive Company*

Products & Services

Hardware

Dell SonicWALL TZ 215 next-generation firewall

Dell SonicPoint ACi wireless access points

Software

Dell SonicWALL Mobile Connect

Dell SonicWALL Comprehensive Gateway Security Suite (CGSS)

applications. The TZ 215 also offers advanced traffic analytics and reporting for deep insight into bandwidth utilisation and security threats.

After seeing the firewall in action and assessing its reputation, BAC heeded NCS's advice and selected the TZ 215. "Without an IT department, we relied very heavily on NCS's recommendation, as we couldn't afford to get it wrong," explains Rayner. "The Dell SonicWALL firewall seemed incredibly user friendly and easy to integrate with our existing systems. Plus, it had an excellent reputation." To optimize the security features of the TZ 215, Rayner activated the Dell SonicWALL Comprehensive Security Suite (CGSS), which includes a Content Filtering Service (CFS) and 24x7 support. In addition, BAC deployed Dell SonicWALL Mobile Connect to provide secure access from tablets and smartphones.

Wireless access points to enable easy, secure communication

To improve WiFi connectivity, BAC chose Dell SonicPoint ACi wireless access points. SonicPoints provide high-speed wireless access with enhanced signal quality and reliability from greater range. And because they support IEEE 802.11a/b/g/n/ac standards, SonicPoints enable the use of bandwidth-intensive mobile apps, such as HD video and voice, in higher density environments without signal degradation.

A comprehensive solution that keeps IP safe

By combining the TZ 215 firewall and two SonicPoints, BAC was able to ensure

comprehensive protection for its wired and wireless networks. With the solution in place, all wireless traffic coming into and going out of the wireless network is scanned to eliminate threats such as malware and intrusions.

After setting up the Dell next-generation firewall and testing it at its own offices, NCS installed the TZ 215 at BAC. "The rollout took just two and a half days and was relatively painless," notes Rayner. "NCS then undertook some further tweaking but it was fully up and running within two weeks." The SonicPoints were installed shortly afterwards.

With its new firewall, BAC is assured of security. Access to certain areas of the network can easily be restricted, and the TZ 215's logs track which users have accessed which files. "I can now sleep at night, knowing that there are no gaps in our security," says Rayner. "SonicWALL ensures that our network is protected, so that our IP is safe."

Productivity is up enterprise-wide, and manufacturing is 75 percent faster

The benefits of the Dell firewall, Rayner says, go far beyond a secure network. Because BAC's data is now stored on a secure network that is fully accessible to all authorised staff members, inefficient, informal means of communication and small pockets of knowledge are now a thing of the past. "SonicWALL has secured our network so we can safely share designs and work more collaboratively, rather than using email and Dropbox across the internet," notes

Rayner. "This has given us a more liberated approach to working, with improved productivity as a result."

Productivity levels on the shop floor have improved drastically as well. Previously, BAC's WiFi frequently crashed, which slowed the manufacturing process, but now staff can work efficiently without such interruptions. "Our WiFi speed and reliability have dramatically improved with Dell SonicPoints. We can easily access the internet to view and share designs and communicate with suppliers," reports Rayner. "This has resulted in Mono production speed increasing by up to 75 percent, which will naturally have a positive impact on our bottom line."

Rayner sums up the value of the Dell SonicWALL solution for the organisation: "Before, it felt like we were leaving the safe door wide open, and productivity on the shop floor was painful," he says. "Our Dell SonicWALL firewall has enabled us to lock up our valuables to protect our business, and the SonicPoints enable us to manufacture our Mono cars productively."

About Dell Software

Dell Software helps customers unlock greater potential through the power of technology—delivering scalable, affordable and simple-to-use solutions that simplify IT and mitigate risk. This software, when combined with Dell hardware and services, drives unmatched efficiency and productivity to accelerate business results. www.dellsoftware.com.



View all Dell case studies at Dell.com/casestudies

