

G/On secures growth

G/On helps Lind & Risør become more mobile and secure.

Lind & Risør increased the number of remote users when they changed to G/On – it was more mobile, more flexible and less expensive.

Lind & Risør has been developing high-quality housing ranging from large-scale projects to single family houses. Communication with customers plays a very important role for Lind & Risør. Building an ongoing dialogue with the customers from the conceptual stage right through until after the customer has moved into the house is vital for ensuring that the customer's ideas and wishes are met and implemented in the housing solutions they have selected.

Flexibility is important for supporting customers' needs and an integral part of Lind & Risør's vision – a quality they have implemented throughout their organization. To achieve this, Lind & Risør work to provide their employees as well as their business partners with easy and mobile access to the applications and information needed in the daily business.

After having used a traditional VPN solution, Lind & Risør looked for a more mobile and secure remote access solution to support their more demanding business needs. This needed to include a home working solution and a remote access solution for traveling workers and branch offices. Lind & Risør also wanted to give key business partners remote access to specific applications.

Wanted to avoid direct network access

One thing Lind & Risør didn't want was a solution where remote users become a direct node on the network, as was the case with their existing VPN solution. If a remote user becomes a node on the network, they essentially have full network access, just as if they were sitting in the office. This also means that if an unauthorized user was able to exploit the remote connection they would also have full network access, which was a risk Lind & Risør weren't willing to take – they only wanted to give remote users access to applications and nothing more.

A presentation of the G/On product from Giritech convinced Anders Christensen, Lind & Risør's Network Administrator that G/On could help them achieve the simplicity, flexibility and security level they were looking for.

More remote users with G/On

"After deciding to use G/On we quickly expanded our remote access solution from 15 users to 40 users. G/On now lets us provide a home working solution for our employees in an easy way without having to worry about the end-point security of the PC they are using. The PCs our employees use for their home working solution are often used by other members of the family, increasing the risk for malicious software residing on the PC.

"With G/On we do not have to worry about it since the G/On Server installed inside our network will only allow G/On traffic from authenticated users, plus they are protected by G/On's "lock-to-process" feature.

G/On users are by default always authenticated both by their user-ID and password and the USB key or PC which their G/On client is tied to.

"Having to use only one solution for encryption and authentication greatly simplifies the task", says Anders Christensen.

"We have also decided to provide our sales staff with G/On. In order to achieve the best interaction with our customers we have mobile sales offices at the sites where



we showcase our houses. We wanted to let sales staff access our CRM solution from our mobile sales offices to improve customer dialogue and optimize our sales resources.”

“Until now it was very expensive to set up mobile offices at our test-sites. The sites where we showcase our houses are temporary. This meant it was costly to set up fixed lines for Internet access and the performance of our old VPN solution was not satisfactory on a wireless mobile broadband network. This prevented us from setting up mobile sales offices in houses that otherwise would have been good showcases. So until now our sales staff only had remote access to our CRM solution from selected sites.”

G/On increased productivity and improved customer dialogue

Purchasing G/On changed that picture.

“Combining G/On with mobile broadband our sales staff now have remote access to the applications they need from all our mobile sales offices. When we use G/On on a wireless mobile broadband network the performance is very good. This greatly eases the work of the sales staff and increases their productivity. Now we have the option to meetings with customers in their own homes or in one of our houses where the customer can get a real impression of the housing projects we offer.”

“It gives us more flexible communication with our customers and gives our sales staff the opportunity to reach more customers than we could before,” says Anders Christensen.

“G/On has obviously increased the flexibility of our organization by giving our employees and business partners access to the applications at Lind & Risør they need when they need it without compromising security. G/On gives us a better opportunity to service our customers, which we believe will result in increasing business activities for Lind & Risør”, says Anders Christensen.

Fast Facts: Lind & Risør

Customer: Lind & Risør is a full-service architect and building company specializing in the design and construction of high-quality housing.

Number of employees: 225

Number of G/On users: 40

Challenge: Ability to inexpensively let sales staff access applications onsite and from home without compromising security.

Solution: G/On USB

Advantages:

- Users only get application access - not full network access
- They can share the same PC for work and home
- They can connect from mobile offices and customers' homes

Internet: www.www.lr-hus.dk

“ G/On eased the work of sales staff and increased their productivity. ”

LIND & RISØR



Anders Christensen
Network Administrator
Lind & Risør