

Pet Lovers Deploys 100-site SD-WAN, Eliminates Firewalls with Cato Cloud



David Whye Tye Ng
CEO & Executive Director

Background

Pet Lovers Centre Pte Ltd is a leading Asian retailer of pet products and services. It is one of the largest and oldest pet store chains in Singapore. Today, Pet Lovers Centre has 65 stores in Singapore, 23 stores in Malaysia, and 5 in Thailand.

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Challenge: How to Connect and Secure 100+ Stores Easily and Affordably

Like many retailers, Pet Lovers needed an effective way to secure its stores and franchises. The spread of massive ransomware outbreaks, such as NotPetya, concerned David Whye Tye Ng, the CEO and executive director at Pet Lovers.

Pet Lovers had already connected and secured traffic between stores with an Internet-based, virtual private network (VPN). Routers at every store directed point-of-sale (POS) traffic across the IPsec VPN to firewalls in the company's Singapore datacenter housing its POS servers.

But other than the datacenter and four stores, none of the locations had firewalls to protect them against malware and other attacks. Protection was particularly important as employees accessed the Internet directly.

Adding firewall or unified threat management (UTM) appliances at each site would have been cost prohibitive and taken far too long to deploy. For those sites equipped with firewall appliances, managing them was “tedious and slow,” says Ng. All security policy changes had to be implemented by the local service provider running the firewalls.

He considered connecting the sites via an MPLS service. But following a “meticulous” assessment of the costs and offerings of the managed service, he says that neither MPLS nor deploying security appliances could meet his needs for low-cost, rapid deployment, and ongoing management.

“We did not want to be held hostage to the costs of MPLS and wanted a security solution that would be scalable and simple,” he says.

“ We were able to deploy two to three stores per day!”

“ A security dashboard must be clear and easy to manage. Cato got this one right!”

Rapid Deployment, Complete Visibility

After some initial testing, Ng decided to roll out Cato. The deployment began with a handful of stores, but then was expanded to the rest of the network. Deployment has exceeded his expectations. “We were able to deploy two to three stores per day!” he says.

Converging his entire security and networking infrastructure has made management easier. “Hooking up all my stores in eight countries and being able to precisely and clearly manage them from a single dashboard was a major win for going with Cato,” he says.

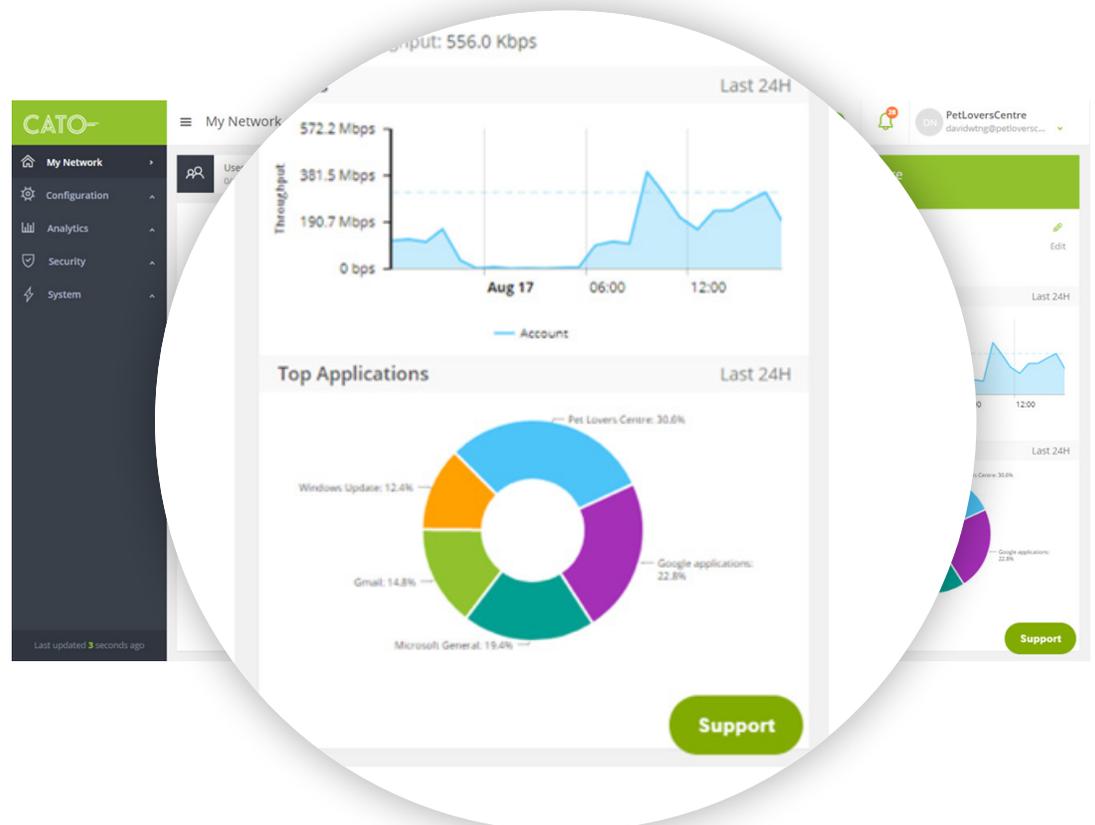
Unlike a managed service, Cato Cloud allows him to configure and change security as necessary. “Before security management was tedious and slow. Now, we can implement policies immediately by ourselves,” he says.

Part of that has to do with simplicity and sophistication of security interface “I liked the complete visibility of our security on the fantastic dashboard,” he says, “A security dashboard must be clear and easy to manage. Cato got this one right.”

As a result, security has improved. “Before we were vulnerable and web access was wide open. Now we have tight control,” he says.

Every project faces deployment challenges. But the Cato team “has been very responsive,” he says “and they work well with my team. People was another key success factor in choosing Cato.”

Pet Lovers gained visibility into all of its traffic with Cato Cloud



“ Working with Cato has been a fast and painless implementation with a friendly and responsive service team.”

“ One word to describe his Cato experience? Awesome! ”

Cato: Good Enough to Recommend to a Friend

Looking forward, he's anticipating connecting the rest of his locations to Cato Cloud. Many of those locations are franchises, which can normally be problematic for retail IT teams as they lack control over the franchisee's infrastructure. "It's not an issue with Cato Cloud," he says, "We control all of the security and networking policy infrastructure. They only need an Internet connection and deploy the Cato appliance, which we've proven to be ridiculously easy."

Overall, he says his experience has been "awesome" working with Cato. "It's been a fast and painless implementation with a friendly and responsive service team. I would recommend Cato to a friend and that's a big deal for me to say."



For more information:

www.CatoNetworks.com

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About Cato

Cato Networks provides organizations with a cloud-based and secure global SD-WAN. Cato delivers an integrated networking and security platform that securely connects all enterprise locations, people, and data. Cato Cloud cuts MPLS costs, improves performance between global locations and to cloud applications, eliminates branch appliances, provides secure Internet access everywhere, and seamlessly integrates mobile users and cloud datacenters into the WAN.

Based in Tel Aviv, Israel, Cato Networks was founded in 2015 by cybersecurity luminary Shlomo Kramer, co-founder of Check Point Software Technologies and Imperva, and Gur Shatz, co-founder of Incapsula.

Where do you want to start?



SECURE
CLOUD-BASED
SD-WAN



AFFORDABLE
MPLS
ALTERNATIVE



BRANCH
APPLIANCE
ELIMINATION



CLOUD
DATACENTER
INTEGRATION



MOBILE ACCESS
OPTIMIZATION



SIMPLE NETWORK
AUTOMATION

Global Backbone. Cloud-Based SD-WAN. Firewall as a Service. All in One

