



AVIATION COMPANY EXPANDS WITH EASE THANKS TO KOGO'S WATCHGUARD VPN SOLUTION

AT A GLANCE

CLIENT

Network Aviation Group is an air cargo service provider with over 170 employees.

CHALLENGES

International offices, distributed workers, and rapid growth stretched all prior cybersecurity systems to their limits.

KOGO SOLUTIONS

Kogo installed WatchGuard firewalls and secure WiFi access points across all offices.

OUTCOME

A dependable, high performing and cybersecure internet that supported their rapid growth.

THE CHALLENGE



Network Aviation Group, a collection of wholly owned and inter-related aviation companies which has grown extensively since it started life over thirty years ago have grown to cover virtually all aspects of aviation cargo sales, logistics and management of freighter aircraft spanning five continents.

When they first began opening new sites and taking on more staff, the extra email and data flow between its offices was managed with virtual private networks (VPNs) connected via a basic modem/router. However, the growing weight of internet traffic meant these VPNs increasingly began to fail. *"As time wore on we realized that the existing modem/routers were not coping,"* David Dongray, IT manager for Network Aviation Group reflected.

THE SOLUTION

David worked with Kogo to install WatchGuard Firewalls at some initial sites. He quickly saw the advantages and decided to expand their deployment to additional sites. *"We added a third WatchGuard firewall to our Amsterdam office, as that was causing the most problems. We soon realized that moving the VPNs to the WatchGuard appliance improved stability immeasurably."*

Since then, Network Aviation Group has standardized on WatchGuard, with Kogo installing firewalls across 15 sites, and deploying access points for reliable, secure wireless connectivity. As David explained: *"The only WatchGuard equipment I have ever replaced due to a hardware failure was about eight years ago. The power supply had been left on top of it and it cooked the poor thing to death. So you can't really say it's at fault!"*

"WatchGuard's VPN improved stability immeasurably."

David Dongray,
IT Manager,
Network Aviation Group





THE RESULTS

In recent years, there has been a progressive move from in-house to cloud-based applications. Combined with the company's growing data requirements, all this has meant that, in David's words: *"We're reliant on a fast, secure, and reliable internet connection more than ever. WatchGuard has provided this for us, offering not just dependability, but also strong security, high levels of performance, and ease of use."*

Network Aviation Group noticed WatchGuard's superior security right from the start. *"As the company and network grew, cybersecurity increased in importance. DNS drive-bys, which would inject DNS redirectors or other root kits into Windows PCs, were becoming more prolific. Again, a pattern emerged that computers behind a WatchGuard firewall were just not infected."*

Over time, Kogo has implemented more cybersecurity services, including Application Control, Gateway Anti-Virus and APT (Advanced Persistent Threat) Blocker solutions. *"Our latest WatchGuard devices all have APT Blocker," David noted. "As cyber criminals come up with new ways to poke holes in your security, we need ways to keep them out!"*

As internet bandwidth requirements have increased, Network Aviation Group have found that WatchGuard firewalls and services are significantly better at handling an upsurge than their old Netgear and Vigor systems. *"The Vigors were a pain to configure," David said, "The Netgears would overheat and couldn't cope with the load they were put under. The Netgear's throughput was nothing like the bandwidth available with WatchGuard."* But, David concluded: *"The real selling point for me is WatchGuard's reliability."*

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ABOUT KOGO

Kogo Ltd is an IT support and infrastructure supplier for SMEs. Companies cannot afford to have their IT infrastructure fail, and cybercrime is now a news-dominating danger every business owner has reason to fear. As companies have become more reliant on their IT Kogo has focused on supplying high end managed cybersecurity solutions alongside IT services, and customer care.

ABOUT WATCHGUARD

WatchGuard® Technologies, Inc. is a global leader in network security, secure Wi-Fi, and network intelligence products and services to more than 75,000 customers worldwide. The company's mission is to make enterprise-grade security accessible to companies of all types and sizes through simplicity, making WatchGuard an ideal solution for Distributed Enterprises and SMBs.

