



Rowland Design

remodels their network with Kerio WinRoute Firewall

Rowland Design's reach spans from the contemporary Indiana Business College campus to the American interpretation of classic 19th century Beaux Arts style in their Indianapolis Monthly Dream Home. Their work on Floyd Memorial Hospital, Crow Valley Country Club and Celina Insurance has earned the firm a place amongst the Top 200 Design Giants in Interior Design Magazine.



Good design goes well beyond what works for the moment, figured Sally Rowland when she founded Rowland Design in Indianapolis, Indiana back in 1968. The clear vision that design elements must work together steered the company toward integrating architecture, interior design and graphic design.

Dreadful task

Glen Seay, Director of Technology at Rowland Design, joined the company in October 2006. He oversees all network and computer systems for a team of 40 architects and designers in two offices in Indianapolis and Louisville, Kentucky and is well aware that good design applies to computer systems just like it does to architecture.

“Not long after I joined Rowland Design our firewall crashed,” explained Glen Seay. “The previous administrator built a Linux firewall running on FreeBSD. There was no backup. Technical support for the product was in New Zealand. I was able to rebuild and maintain the firewall but it became definitely one of those dreadful tasks to do.

Choosing what matters

Mr. Seay set his top three priorities for choosing a new firewall solution – ease of setup, ease of maintenance and reasonable price. He also needed to pick between running a firewall appliance or a software firewall. “I’ve run appliances in the past, Cisco PIX 525 for example. But with firewall appliances I never experienced what is important to me – the ease of setup and administration,” said Mr. Seay.

Rowland Design being an all-Windows facility, Mr. Seay looked to Microsoft to research Microsoft ISA Server, a software-based gateway firewall solution. “It was very expensive, very difficult to configure and very dependent on other parts of Microsoft’s server infrastructure which I wasn’t keen on deploying in our network, but I wanted to stick with Windows.”

Then Mr. Seay turned to Kerio WinRoute Firewall 6. He downloaded the product from the Internet, installed it and found himself up and running within 30 minutes.



Bretford Showroom design
featured at Chicago's Merchandise Mart

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“The technical support center in California was a big plus,” says Mr. Seay. “I value being able to get a knowledgeable person on the phone right away. The pre-sales technical support engineer helped me configure some of my more complicated firewall rules.”

Overall the firewall selection process took 45 days – from first download to having Kerio WinRoute Firewall protect the Internet gateway. Rowland Design purchased the product from a local Kerio Business Partner recommended by Kerio’s sales team.

Things that make us happy

Employees at Rowland Design didn’t notice any difference except for one thing. “They got VPN. Previously we had no VPN access. We have quite a few young couples with children and children tend to be sick. With Kerio’s VPN Client I’m able to give them full, unrestricted access to our network from their notebooks. There is no loss in productivity if they need to stay home with kids. We are able to give them a better life-work balance. In a small team, like the one at Rowland, that really matters.” Kerio WinRoute Firewall now

sits on a Windows 2000 box with two T1 network adapters attached to it. Mr. Seay configured the firewall to use one T1 Internet line as a primary connection and the other as a fail-over connection.

“My setup makes me happy,” continues Mr. Seay. “I keep a spare server for emergencies in case some hardware failure knocks one of my servers down. You need to have a crisis plan if you are a responsible administrator. I did a few trials and found that I can rebuild my firewall box within 30 minutes. With a Cisco PIX firewall it might take me a day to replace it. There is just less downtime this way.”

Designers and support staff at Rowland Design are dependent on easy and safe access to the Internet. Mr. Seay configured Kerio WinRoute Firewall to pass all Internet traffic through his favorite anti-virus Alwil, which is installed on the same box as the firewall and connected using a Kerio-supplied plug-in.

It's a Question of Trust

“We are pretty responsible people here so I chose to enable only the default keyword-based web filtering that ships with WinRoute and it works. I believe it is more important to tell people that you can restrict access to websites and you would if necessary, but otherwise show them some trust,” shares Mr. Seay of his experience. Kerio WinRoute Firewall has an optional Orange Web Filter module that gives administrators much more control over the types of websites user can visit.



Rowland Design's work at Celina Insurance helped earn them a place amongst the top 200 Design Giants in Interior Design Magazine.

“WinRoute helped us limit downtime and increase productivity.”

“They got VPN and a better work-life balance.”



Young and Laramore Advertising commissioned Rowland Design to transform their corporate headquarters in Indianapolis, IN.

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Restaurant design for Music Mill, a popular entertainment and event venue in Indianapolis, IN.



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Kerio WinRoute Firewall

- ▶ Quick setup and recovery
- ▶ Low cost of ownership
- ▶ Knowledgeable support
- ▶ Flexible web filters
- ▶ Remote VPN access
- ▶ Virus-free Internet access

Peer-to-peer networks are prohibited at Rowland Design. “We don’t normally use P2P and I don’t want to take chances, so I configured WinRoute to block them. It was one click of a mouse.” Kerio WinRoute Firewall has an adaptive blocking technology that recognizes P2P network behavior even for more deceptive P2P network protocols.

Rowland Design’s 40 employees are assigned their individual network access policies and managed through the built-in user database. “It’s just simpler for me to do it this way. I know I can link WinRoute to an Active Directory server, but it would be an overkill for what we need right now.”

Piece of advice

“My recommendation for choosing a gateway firewall is simple– look for ease of setup, ease of use for administrator and users, and speedy backup. At Rowland Design WinRoute definitely helped us limit downtime and increase productivity,” concluded Mr. Seay.

