

## Beck Management Group

### Situation

Beck Management Group, with nine employees, sought to upgrade its IT network to include a comprehensive web-based voice and data communications platform with a Cisco UC520 device. Seamless integration and comprehensive security were essential requirements for an effective deployment. Failure to achieve comprehensive network security and control of both data and voice traffic could jeopardize Beck's reliance on its new IT communications infrastructure.

### Enter Calyptix and AccessEnforcer

Working closely with its partner, Charlotte Techsupport, Calyptix assisted in integrating all network elements so that all access points were secured and monitored by AccessEnforcer. The implementation of data and voice networks required the participation of multiple organizations, including the VoIP phone service provider and the VoIP equipment provider. Charlotte Techsupport, as Beck's regular IT services provider, worked closely with Calyptix to quarterback the successful implementation and integration of voice and data systems.

### Implementation Details

Charlotte Techsupport began the Beck network upgrade and recognized the challenges in integrating the Cisco UC520 device to ensure continuity of service and security for the data network without jeopardizing the new VoIP system. The Cisco device imposed stringent network design requirements that presented unique challenges that could have required purchasing new expensive equipment and imposed downtime for the data network. By working together, Calyptix and Charlotte Techsupport successfully managed the introduction of the new VoIP systems without new and expensive hardware by leveraging the flexibility and scalability of AccessEnforcer to accommodate advanced network configurations. The entire network - including VoIP platform - was tweaked, tested and working flawlessly within a few days.

### The Results

Spam:	97% Eliminated
Network bandwidth:	20% Improvement
Network intrusions:	23 Blocked per day (average)
Employee Productivity:	28% Increase

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“Because of the complexity our network added to our upgrade, we were a little apprehensive at the onset. The implementation team quickly gained our confidence with the energy and diligence that they brought to meet our challenges. We're excited to have a fully functional, fully protected and fully improved network.”

Skipper Beck, Principal, Beck Management Group

“AccessEnforcer is the best device that we can provide for clients who are mid-sized businesses needing to provide top-notch protection for their networks. The device gives us - as IT managers - everything we need to do our jobs in monitoring and managing IT networks.”

Tony Shannon, Managing Partner, Charlotte Techsupport

Beck Management Group partners in the management and growth of Beck Automotive, Beck Motorsports, Skipper Beck and Beck Aviation.