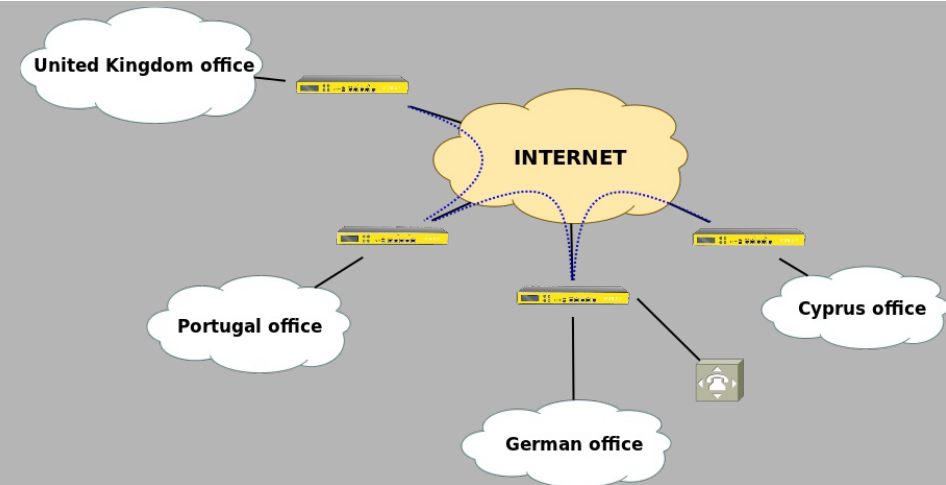


Monolith Group benefit with IPBrick Sector: Food Products

Reduced communication costs, high profit return,
investment in standar and non-proprietary technology



The Client

The Monolith Group is a German Industrial Group dedicated to the import and distribution of selected East European specialities, and has several offices around the world.

The Group employs about 300 people and is among the leading importers and distributors of selected East European Specialities.

Since its foundation in 1997 the company has now a chain of supermarkets - Mix-Market - in six countries - Portugal, Cyprus, United Kingdom, Germany, Italy and Russia.

The Challenge

The challenge proposed to IPBrick and its partner "IvanG, Informática e Telecomunicações" was to reduce the data and communication costs and improve security in the various office branches around the world.

But there were multiple reasons and features which immediately led to the expansion of this solution, such as the multiplicity of Gateway, Firewall, Proxy, Web server, mail relay, telephony and fax services, which are developed on a platform of interoperability and compliance with the market standards, on an innovative concept, ensuring the investment for the future.

The Solution

To solve the security problem in the Internet access the Monolith Group has an IPBrick.C which acts as Proxy and Firewall, connecting to the Internet. At the telephony level, today the offices in Portugal, Cyprus, UK and Germany have IPBrick.GT - the unified communications central - that ensures VoIP communications and connectivity to the public telephony network (PSTN).

The appliance IPBrick.GT located in Germany is a media gateway, connecting to the existing telephony centrals and to the public telephony network (PSTN).

Advantageous is the fact that these communications are free, since the connection to the IPBrick.GT is also without charge.

But this technology goes even further by allowing an employee who is in Cyprus and wants to make a call to a local number in Germany, calls the German affiliate (for free) because IPBrick.GT forwards the call to the desired number, getting the connection to the price of a local call.

Thus, the Group Monolith has a modern technology, based on open source, which provides very low call costs. Moreover, it has a technology with a Portuguese stamp and who has been asserting itself in the world.

IPBrick Client Testimonial



In 2008 I was looking for unified communications solutions for the Monolith group, in particular for our office in Portugal, where the costs of communication were still very expensive. It was imperative to find a solution that would allow a significant cost reduction with international calls. At that time, IvanG company, Informatics and Telecommunications, which supported our IT department, on the portuguese office, introduced me to the IPBRICK.GT server, the ideal solution to reduce communication costs. This solution had a very interesting price/quality relation, and even more surprising was the fact that it was also a unified communications solution. To make it even more unbeatable, the solution brings together all aspects of security, making the adoption of IPBrick technology extremely easier in our Portuguese office.

After some time, verifying the effectiveness and robustness of the solution, I decided to move on for the adoption of that technology in the UK. Communications between these offices began to be safe and free. And the adaptation was extremely easier. Now, I can manage the Portuguese and the UK IPBricks, as if such equipment were here in Germany with me. It was then that I realized that the IPBRICK was certainly the most simple technology that I ever seen. In the IT world, what is good and sophisticated usually is quite complicated. However, IPBrick's simplicity surprised me.

Of course that didn't take long to choose also the IPBRICK.GT, to Cyprus office, and finally the IPBRICK also came to the headquarters of the Monolith in Germany.

We embraced IPBrick in our search for solutions that were capable of responding to our requirements in price and quality. But we found much more! We found a technology that provides a drastic reduction in licensing costs, because it is based on Open Source technologies. But IPBRICK didn't stop with its surprises. I realized also, in the course of time, of its ease of support, rapid deployment and easy recovery of data and settings in case of disaster, without mentioning the easy adaptation period for users. I believe nothing more was needed to convince me to adopt IPBRICK's technology in the group.

Today the Monolith group are sincerely glad to use this European based technology (developed in Portugal) and we expect, as soon as possible, to purchase new IPBricks for other offices as well.

Monolith Group CIO
Dimitri Graf

IPBrick is the result of IPBrick International R&D work, a portuguese company founded in Porto in 2000. Apart from IPBrick Linux servers, we also produce two innovative softwares - iPortalDoc, an effective system of document management and workflow - and iTicket, a trouble ticket system. These products are present worldwide through a network of partners spread across all five continents.