

# Houston-based manufacturer works with Comcast Business to bolster digital operations.

Secure network solutions help Reef Industries deliver quality products and leading customer experience.

## Situation

- Reef Industries, a plastic film and laminate manufacturer, established its headquarters in Houston, Texas, and manufacturing facilities in both Houston and San Benito.

## Challenge

- Increasing security concerns in the manufacturing industry have made protecting operations and customer data a strategic priority
- Need for greater network visibility and control in an integrated solution

## Solution

- SD-WAN on the ActiveCore<sup>SM</sup> SDN Platform
- Unified Security
- Ethernet Dedicated Internet
- Comcast Business VoiceEdge<sup>®</sup>

## Results

- Reliable bandwidth and performance helps keep Reef connected with customers and employees
- Real time insights and powerful network control through the ActiveCore<sup>SM</sup> platform's one-of-a-kind digital experience
- SD-WAN and advanced security solution integrated into one platform to help with network protection

**“With Comcast Business’ added security and managed solution, we feel confident we have a strong technology partner to power our operations.”**

Don Webb  
IT Director  
Reef Industries

## Situation

Reef Industries has more than 60 years of experience developing industrial plastic film and laminate products for customers. Headquartered in Houston, Texas, it has two additional manufacturing facilities in both Houston and San Benito. The company works in tandem across its three sites to communicate and fulfill customer orders.

## Challenge

Manufacturers play an important role in the supply chain of today's digital economy. Relying on connectivity to communicate with customers, partners and suppliers, Reef Industries recognized a need to bolster digital operations. However, the company was using a router-based VPN and had limited visibility into when and why a site was down or how network and application performance were impacting operations. The company provides its customers with dependable and proven high-quality materials, and reliable connectivity is critical.

## Solution

Comcast Business offered [SD-WAN with Unified Security](#), a new UTM solution powered by Versa Networks that helps provide edge protection to block potential cyber intrusions and monitor potential threats. The advanced security capabilities provide an added layer of security against a constantly evolving threat landscape, protecting internal systems and data and providing notifications of potential threats in real-time.

“As we moved toward more digital-friendly operations, it was critical to implement enhanced threat management solutions, especially when it comes to protecting sensitive customer data,” said Don Webb, IT Director of Reef Industries. “With Comcast Business’ added security and managed solutions, we feel confident we have a strong technology partner to power our operations.”

Reef Industries also leverages Comcast Business VoiceEdge<sup>®</sup>, a scalable voice solution for communications and collaboration needs. With Comcast Business’ fast and reliable connectivity, Reef Industries employees are also able to communicate effectively to deliver premier customer service.

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## Results

Secure network solutions from Comcast Business combine connectivity, SD-WAN, and advanced security in an integrated solution to help protect networks and connected devices. With Comcast Business, Reef Industries can now leverage ActiveCore<sup>SM</sup>, a digital platform available via desktop and mobile, to aggregate, orchestrate and coordinate network management across their locations within one seamless experience.

"The visibility and control we receive through the ActiveCore<sup>SM</sup> portal was the primary factor in our decision to work with Comcast Business," said Webb. "Comcast Business has been the key to helping us stay connected and informed - and has been a trusted solutions provider as we pursue our network management strategy."

