

CPI

Virus Scanning Services Give CPI Competitive Edge in Web Hosting Market

Situation

CPI opened for business in 1997, at the beginning of the dot-com boom. Originally founded as an Internet marketing enterprise, the company moved into the shared hosting business when it saw the potential value in those services. CPI was a pioneer in affordable Web and mail hosting in Japan, and today it is a leader in the small business and SoHo segments of the hosting market. Most of its clients are Web design companies that offer hosting services to their customers on CPI's network.

In the hyper-competitive market for Web hosting, not only do service providers need to offer services and products that differentiate themselves from others, they also need to provide them cheaply –or offer them for free. In recent months, with the rise in frequency and sophistication of viruses and worms, the explosive growth in spam and the emergence of new “blended threats”, service providers in Japan have begun to offer virus scanning and anti-spam as additional services for its customers. CPI initially provided antivirus services for a fee to customers, but with some of its competitors offering virus scanning services for free, CPI needed to find a way to match them – without breaking the bank.

CPI's antivirus services were provided by an application service provider (ASP) that leased these services at a substantial cost to its customers. The monthly recurring charges meant that CPI could not offer virus scanning features for free. The only option that CPI had was to purchase, install and maintain their antivirus solution. This course of action was not without risk:

- Hosting providers need to honor Service Level Agreements (SLAs), so CPI needed something that would integrate easily and seamlessly into their network, with a minimum of downtime
- The antivirus engine needs to be effective and updated, preferably in real-time, as outbreaks begin.

Solution

“We wanted to provide free virus scanning for our customers’ mail. Because mail has become such a critical component of almost all businesses, we needed a solution that would cause minimum service disruption when installed, and that could keep up with the huge traffic we get everyday,” explained Mr. Tetsuo Saito, Systems Group Manager for CPI.

“We evaluated products and solutions from a wide range of vendors, from software-only solutions to different network appliances. We eventually chose Fortinet’s FortiGate-3000.”



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Systems Group Manager
CPI

FortiGate-3000
FortiGuard antivirus service

Industry: Internet Web
Hosting/Co-location

The FortiGate-3000 impressed the Information Services team at CPI on several counts: easy and seamless deployment into their existing network, low cost because of Fortinet's innovative licensing structure, and the high performance from the ASIC-accelerated hardware platform. Fortinet's ICSA certification was also a factor in the decision.

Added Mr. Tetsuo, "the throughput of the FortiGate-3000 was equivalent to some carrier-grade systems we tested."

CPI purchased a pair of FortiGate-3000 platforms, and deployed them in a High-Availability (HA) configuration on the edge of the network. The devices were configured in transparent mode, and provide firewall and antivirus services to the entire network. Both FortiGate-3000 platforms are automatically updated through the FortiGuard service, which pushes virus and threat signature updates to FortiGate systems around the world.

Success

Today, CPI offers free virus scanning services for mail as a standard feature of its hosting plans and the company will soon roll-out anti-spam services based on Fortinet's anti-spam engine.

"The FortiGate-3000 platforms have enabled us to offer better security, and additional services," said Mr. Tetsuo. "But to our customers, the most valuable thing we offer them is peace of mind."

The FortiGate-3000 provides gigabit performance and exceptional reliability for large enterprises and service provider applications. The FortiGate-3000 establishes new levels of price performance, and offers a complete array of antivirus, firewall, content filtering, VPN, network-based intrusion detection/prevention (IDP), and traffic shaping capabilities. The FortiGate-3000 deploys easily into existing networks and can be configured for HA operation, with redundant hot-swappable power supplies for non-stop operations. The FortiGate-3000 provides granular security with independent security zones and policies mapped to VLAN tags. The FortiGate-3000 is kept up to date automatically by Fortinet's FortiGuard service, which provides continuous updates that protect against the latest threats.

Fortinet is the confirmed leader of Unified Threat Management market. The company's award-winning FortiGate™ series of ASIC-accelerated multi-threat security systems, winner of the 2004 Security Product of the Year Award from Network Computing Magazine and the 2003 Networking Industry Awards Firewall Product of the Year, are the new generation of real-time network protection systems. They detect and eliminate the most damaging, content-based threats from e-mail and Web traffic such as viruses, worms, intrusions, inappropriate Web content and more in real time - without degrading network performance. Fortinet's solutions are the only security products that are certified seven times over by the ICSA (firewall, antivirus, IPSec, SSL, IDS, client antivirus detection and cleaning), and deliver a full range of network-level and application-level services in integrated, easily managed platforms. Named a Light Reading Top 10 Private Company and #4 on Silicon Valley/San Jose Business Journal's "Fast 50" list, Fortinet is privately held and based in Sunnyvale, California.

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