

# Ideas del Sur

## Spam dramatically decreases while network security increases

### Case Study

#### Situation

Ideas del Sur is a leading TV and film production company in Argentina and since 1996 has been led by Marcelo Tinelli, chairman and founder. The company is best known for shows like Good Neighbors, Fugitivos in the City, all x 2 pesos, Patito Feo, Bailando por un Sueño and others. The company comprises of a staff of approximately 400 people and generates more than 400 hours of content for television.

The company's network is very large and with an intensive use of Internet resources related to its core business. The network supports more than 400 internal users, hundreds of mobile phones and internal mail servers. With digital broadcast technology and satellite connectivity to broadcast live around the world, the latest technology is needed to support the needs of the shows and films that Ideas del Sur produces.



In order to prevent security threats from attacking the network and to manage the increasingly large amount of email spam hitting the inboxes of employees, the company turned to their trusted partner GlobalGate, for their security needs. GlobalGate's core business is security managed services and therefore it was a perfect fit for the company to work with Fortinet®. Since 2003, the combination of GlobalGate and Fortinet has allowed customers to install world-class network security.

Mr Juan Pablo Gualdo, head of information systems at Ideas del Sur said, "We have a long standing relationship with GlobalGate and were confident that they could help us find a solution to our network security headaches. They know our network and understand our business model and what we required."

#### Solution

Ideas del Sur employees were being bombarded with spam. In fact, about 90% of their emails were spam. Carlos Vidaurre Dancourt, founder of GlobalGate commented, "Besides spam protection, some of the other needs Ideas del Sur had was to have a firewall that allowed for granular control over the perimeter of their network. In addition, they wanted the ability to have employees VPN into the network, antivirus, IPS and Web content filtering protection."

Working with GlobalGate, Ideas del Sur started looking at solutions for the problem and quickly realized that by using FortiGate® appliances, not only could they protect themselves from spam, but could also have other network security functionality in a single robust platform that was easy to manage.

A FortiGate®-500 is deployed at Ideas del Sur's data center and is protecting the network perimeter. With all network security functionalities turned on, the FortiGate appliance is providing protection against blended attacks. The appliance is also allowing remote mobile users to access the corporate network through secure SSL and IPSec VPN tunnels.

FortiGate-60s are deployed at branch offices located throughout Argentina. These offices are now protected from multi-threat attacks because the Fortinet appliances are providing full UTM protection including firewall, VPN, antivirus, anti-spam, Web content filtering and intrusion prevention.

A Fortinet FortiMail™-400 is located at Idea del Sur's data center and is providing multiple layers of email security that removes unwanted spam, provides maximum protection for the email-related threats and facilitate regulatory compliance.

**Deployment:**  
FortiGate-60  
FortiGate-500A  
FortiMail-400

**Industry:**  
Media and  
entertainment



## Success

Among the many benefits that Ideas del Sur has seen since deploying Fortinet's network security appliances is consolidation. By using one appliance and one vendor for multiple security functionalities, the company is able to save money and time associated with managing the appliances. There is only one vendor to speak with and one user interface to learn and manage.

Juan Pablo Gualco, controller at Ideas del Sur commented, "The Fortinet solution has been excellent and we haven't had any downtime or issues with the appliances."

Having to manage and control the large flow of incoming spam that was hindering the network and bogging down the employees, Ideas del Sur needed to find a way to remove the unwanted email. "Since the FortiMail deployment, Ideas del Sur has been able to stop almost all of the spam traffic crossing the network," said Carlos Vidaurre. "This has saved our employees countless hours of wasted time which directly relates to ROI."

## About Fortinet

Fortinet is the pioneer and leading provider of ASIC-accelerated unified threat management, or UTM, security systems, which are used by enterprises and service providers to increase their security while reducing total operating costs. Fortinet solutions were built from the ground up to integrate multiple levels of security protection—including firewall, antivirus, intrusion prevention, VPN, spyware prevention and anti-spam -- designed to help customers protect against network and content level threats. Leveraging a custom ASIC and unified interface, Fortinet solutions offer advanced security functionality that scales from remote office to chassis-based solutions with integrated management and reporting. Fortinet solutions have won multiple awards around the world and are the only security products that are certified in six programs by ICSA Labs: (Firewall, Antivirus, IPSec, SSL, Network IPS and Anti-Spam). Fortinet is privately held and based in Sunnyvale, California.

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