

# MegaPath

## Leading MSSP Fuels SecureConnect Managed Security Service with FortiGate-5000 Series Security Systems

### Case Study

#### Situation

The rapid proliferation of broadband connectivity has helped businesses of all sizes improve productivity and competitiveness, but it has posed a challenge for leading Internet Service Providers like MegaPath to distinguish their offerings in an increasingly commoditized market.

MegaPath is the leading provider of managed IP communications services in North America. To preserve this market leadership, MegaPath determined that the company needed to provide its customers with value-added services that complemented their broadband connections.

The Costa Mesa, Calif.-based company responded with a new business strategy of providing value-added multi-threat security services that could be self-provisioned by customers. The business plan included a way to keep total costs low by eliminating any requirements for customer premise equipment (CPE) or client-based software. In essence, security for customers would be provided on demand through the network no matter what size of organization used the new services.

After a systematic year-long evaluation to find the right solution to underpin its new security services, MegaPath decided to purchase and deploy Fortinet's high-end enterprise unified threat management systems.



#### Solution

MegaPath approached the process of selecting a security technology provider for its new services by weighing merits of both financial considerations as well as technology performance. "We sought a solution that would enable us to provide our customers with enterprise-class managed security services at an affordable price," says Greg Davis, Vice President of Product Marketing at MegaPath. "We knew that, by adding value to our broadband offerings, we would be able to distinguish ourselves from the competition."

"It wasn't until Fortinet that our engineers felt strongly that we had the right technology and platform flexible enough to cost-effectively do what we wanted," said Davis. "By partnering with Fortinet we had the confidence that our new service would be robust and reliable and we knew we would have a viable company behind it when we went to market."

In particular, MegaPath sought technology to address blended security threats – a combination of multiple threats in one attack – which was the number one problem facing its customers. Most of the competitive solutions required the use of multiple point security solutions. With Fortinet, MegaPath could immediately address blended threats through its network with just one integrated platform.

According to Davis, blended threats are of particular concern for one segment of MegaPath's customers, "The effect of blended threats is more catastrophic for our small and medium-sized businesses because they don't have sufficient resources to deal with the issues."

The top three security technology issues of interest to MegaPath were access control, such as using intrusion detection and prevention, Web filtering, such as with white and black lists and countering malware attacks. The MegaPath evaluation engineers wrote their own suite of performance tests on these and other security technologies offered by the short list of potential vendors. The carrier-class capabilities of Fortinet's ASIC-powered, modular chassis-based solutions for service providers outperformed the competition in MegaPath's evaluation. "Fortinet was far superior in price performance of its blended threat capabilities, network performance and return on investment," Davis says.

**Deployment:**  
10 x FortiGate-5050  
10 x FortiGate-5001  
FortiGuard Subscription Services

**Industry:**  
MSSP

**Customers:**  
Burger King  
Jamba Juice  
RadioShack

The initial phase of MegaPath's purchase included 10 FortiGate™-5050 systems, 10 FortiGate™-5001 security blades with Virtual Domain (VDOM) capabilities, FortiAnalyzer™ and FortiManager™ for centralized management of these platforms and their blended threat security services and a multiyear contract for Fortinet's FortiGuard subscription services and 24x7 support. Fortinet's FortiGuard™ Services, which provide continuous updates to ensure protection against the latest viruses, worms, Trojans and other threats, also serve as the backbone of MegaPath's SecureConnect services.

## Success

MegaPath deployed the FortiGate-5050s in 10 points of presence across the U.S. where it aggregates circuits with other Tier 1 providers. The Fortinet infrastructure underpinning MegaPath's new SecureConnect Managed Security Service is implemented under the company's Multiprotocol Label Switching (MPLS) fiber optic backbone network for two types of customer deployments. One is for "site protection" aimed at a single location using T1 or DSL for broadband access. The other is for "VPN protection" when a customer's network extends to multiple sites.

"Our strategy is to offer all services as network-based," says Davis. "MegaPath finds that the network-based approach provides our customers with a cost-effective security solution that is more reliable and flexible than alternative solutions."

Another big source of lower costs is network-based provisioning, according to Davis. "Network-based provisioning costs less and we pass that benefit on to our users," he notes. "There is a very low barrier of entry to getting security protection from MegaPath. With Fortinet, provisioning takes just a few hours so customers get multi-threat security protection right away."

The SecureConnect Managed Security Service provides MegaPath business customers with a managed firewall and intrusion prevention for attack mitigation, anti-malware including anti-virus and anti-spam, Web filtering, site-to-site VPN with MPLS and IPSec and remote access VPN using IPSec or SSL – all provisioned through the network.

By offering customers a self-service portal powered by Fortinet's security resource center, MegaPath allows on-demand provisioning for rapid implementation of service changes. For example, a customer can easily change firewall rules and is automatically protected from making bad choices in configuration selections, according to Davis. "We could never do that if CPE or client-based software was required," he adds.

Another huge benefit of the Fortinet-powered multi-threat security service is regulatory compliance. A big part of MegaPath's customer base is from the retail industry and anyone there that takes credit cards for payment is subject to compliance with the Payment Card Industry (PCI) security standard. PCI mandates retailers to implement a variety of security provisions. By using SecureConnect, retailers can immediately comply with PCI requirements and provide their own customers with a strong measure of protection for personal financial information.

## Bottom Line

Fortinet has allowed MegaPath to implement a new breed of security service that can be provisioned on demand for any sized business. In addition to providing MegaPath's customers with strong, affordable network security, the Fortinet platform also enables a solution that makes financial sense – from acquisition, to deployment and for ongoing support.

"Fortinet provides the breadth of features and capabilities that allow us to offer a wide variety of critical security services to our customers in any market, which we could not have done with any other platform."

Davis says the Fortinet platform has also paid off by reducing requirements for expensive support operations. "It's been relatively easy for our staff to support Fortinet because we've automated so much of the process with scripts," he says.

Ultimately, MegaPath aims to protect and reinforce its position as the top national provider of managed IP communications with value-added network services such as the Fortinet-powered SecureConnect Managed Security Service.

"We chose Fortinet because this one investment provides a framework for supporting multi-threat security protection for small, medium and large enterprises alike," concludes Davis.

## 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 multiple threats as well as blended 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 eight times over by ICSA Labs (firewall, antivirus, IPSec, SSL, IPS, client antivirus detection, cleaning and antispymware). Fortinet is privately held and based in Sunnyvale, California.

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