

# Midland Federal Savings & Loan

## Consolidation increases bank's network performance

Case Study

### Situation

Midland Federal Savings & Loan serves southwest Chicago, Ill. and its suburbs through its headquarters office and three branch offices. The savings and loan offers a variety of products, including checking and savings accounts, money market accounts, CDs and IRAs. The company sells life, health, property/casualty and business coverage through its subsidiary, Midland Insurance Services.



Protecting critical assets such as individuals' banking and insurance information is a core requirement for the bank. If information can't be protected then the bank runs the risk of losing clients. A few years ago, Midland's network consisted of a primary branch office, which was the core for all banking systems and three branches that were connected via point-to-point circuits. The primary branch office had the only Internet connection, which was shared across a point-to-point circuit to each of the remote branches. If the main branch should experience any outages or security threats, it would directly impact the business operation and data integrity of the entire organization.

Midland Federal realized that its previous network security solution was not going to meet the needs of the growing 100+ employee organization and the needs of its clients and turned to BAI Security to evaluate the organization's security posture. As a leading managed security service provider (MSSP), BAI Security helps organizations of all sizes protect their IT infrastructure and comply with ever-changing regulations.

Deployment:  
FortiGate-60B  
FortiAnalyzer

Industry:  
Finance

"With the assistance of BAI Security, we were able to identify our security weaknesses and properly assess the best long-term approach to securing the organization. Fortinet proved to be the ideal solution that could provide the reliable security protection we needed, while incorporating significant productivity enhancements. Furthermore, we were able to reduce IT administrative resource expenses incurred by our previous in-house managed Checkpoint solution," said Rich Taylor, vice president of Midland Federal Savings & Loan.

### Solution

After deciding on the critical requirements such as an intrusion prevention system (IPS), virtual private network (VPN) access, perimeter antivirus, spyware/malware protection, spam/email content filtering and Website filtering, Midland Federal selected and deployed the Fortinet® Unified Threat Management (UTM) solution.

A FortiGate®-60B appliance is located at Midland's Chicago headquarters and at each of the three branch locations. The FortiGate appliance protects all the branches from Internet and interoffice network threats, while users show significant gains in productivity due to the reduction in spam and non-business Web browsing. Midland Federal is relying on BAI Security to remotely manage all the Fortinet appliances for the bank with a FortiManager™-400 appliance. BAI Security provides 24/7 advanced security event management for Midland Federal from their Security Operation Center located near Chicago, Ill.

"The Fortinet appliances are working great and the improved security, performance and productivity benefits, as well as the peace of mind that BAI is monitoring our environment 24/7, is just what we needed," said Taylor.

### Success

Since deploying Fortinet UTM appliances managed by BAI Security, Midland Federal has realized the benefits of a comprehensive security solution and an increase in productivity. The solution now includes a managed IDP, perimeter antivirus, spyware/malware protection, spam filtering and Web content filtering. The combination of data correlated from each of these key systems provides a superior level of protection for the organization. Fortinet uses a unique ASIC

processor when combining these multiple protection systems within the UTM appliance for a truly high performance solution.

Midland Federal has seen an improvement in employee productivity with the deployment of spam protection and Web content filtering. The spam filtering has eliminated more than 500,000 spam messages per month from user inboxes. In addition, the Web filtering system blocks thousands of unauthorized Websites per month, which further increases productivity, reduces legal liability and prevents malicious Website redirection. Midland Federal has also benefited from a reduction in IT staff hours used to manage the day-to-day administration and monitoring of the environment by utilizing BAI Managed Security Services.

“In less than a year of using the Fortinet appliances we have more than paid for the equipment and implementation costs due to network performance gains, reduced general administrative resources needed for network security management and reduced support costs,” concluded Taylor.

## 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 ICSC Labs: (Firewall, Antivirus, IPSec, SSL, Network IPS and Anti-Spam). Fortinet is privately held and based in Sunnyvale, California.

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