



Solutionary

MSSP Builds Security Practice with Fortinet

Situation

Solutionary is a pure play managed security service provider (MSSP) and trusted security advisor to more than 1,000 customers in North America and Europe with one of the highest client retention rates in the industry. Ranked by Gartner as a "visionary" in the MSSP Magic Quadrant and, Solutionary works with cross industry, medium- to large-sized organizations with a wide range of security needs. Solutionary delivers comprehensive, best-of-breed offerings for security event correlation and information management, threat prevention, device monitoring, device management, security measurement, compliance management, IT planning, security platform and security consulting services. Based in Omaha, Neb., Solutionary has Security Operations Centers (SOCs) in Omaha and Pittsburgh, Pa.

Having worked closely with Fortune customers for many years, Solutionary came to realize a few key trends. First, the Fortune 1,000 list has only and will only ever have 1,000 names on it. In order to grow its business, Solutionary needed to come up with a new way to service these customers while increasing profits. Secondly, although Fortune customers generally have a dedicated IT team in place for the larger locations, smaller locations with less than 100 people tend to be a bit neglected. If there is a dedicated IT team in place at the smaller remote offices, the team generally doesn't want to deal with management of network security products. Finally, no matter what size a business, it's a pretty strong guess that they will have to deal with compliance and/or audit standards whether it be Sarbanes-Oxley (Sox), Payment Card Industry Data Security Standard (PCI DSS), Health Insurance Portability and Accountability Act (HIPAA), Health Information Technology for Economic and Clinical Health (HITECH) Act or Gramm-Leach-Bliley Act (GLBA).

"It was important for us to offer our remote and branch office Fortune 1,000 customers the same amount of network protection and compliance protection as their headquarters were receiving," said Carol Mueller, vice president of Marketing at Solutionary.

With this insight, Solutionary came up with the idea of creating an MSSP offering for the branch and remote offices of Fortune 1,000 and smaller customers. The next step would be to find the appropriate network security offering to support the service. After looking at multiple vendors, Solutionary selected the Fortinet® unified threat management solution to meet the needs of its new MSSP offering customers.

Solution

Solutionary UTM ActiveGuard® Complete was launched during the summer of 2008 and is Solutionary's patented enterprise security monitoring platform that integrates and correlates information from a firewall, intrusion detection/prevention and antivirus appliance. UTM ActiveGuard Complete allows Solutionary customers to quickly and cost-effectively address compliance reporting and analysis security events to enhance organizational security posture and reduce overall risk.

Fortinet appliances are being deployed at Solutionary customer sites as a CPE-based solution. Depending on the needs and the size of the customer, a particular FortiGate appliance is installed. For example, FortiGate®-80C's are generally deployed at locations where there are 25 or less users. FortiGate-110C's are for locations with 50 or less users and the FortiGate-200Bs are generally reserved for locations with 100 or less users. All appliances are deployed with full network security functionality enabled which includes antivirus, firewall, virtual private network, intrusion prevention, Web filtering, anti-spam and traffic shaping protection. If a customer chooses to turn off any of the functionalities it's very easy to do.

CASE STUDY

Challenges

- Securely protect remote offices while offering up to the minute network usage reporting

Objectives

- Create a remote and branch MSSP offering for Fortune 1,000 customers
- Offer network security that was the same for enterprises at remote offices as it is at the core

Deployment

FortiGate-80Cs
FortiGate-110Cs
FortiGate-200Bs
FortiManager-3000B
FortiAnalyzer-2000A
FortiGuard

Industry

MSSP

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- Carol Mueller
Vice President of
Marketing

Solutionary

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In order to most effectively scale the CPE solution to large number of customers, Solutionary has deployed Fortinet's FortiManagerTM-3000B and FortiAnalyzerTM-2000As at its Omaha headquarters. Depending on the needs of the customer, Solutionary can customize the reporting structure for each customer. As needed, reports can be run and sent on a daily, weekly or monthly basis. In addition, the amount of granularity for the reporting is based on the individual needs of the customer. The monitoring and analysis of customers' network has turned into the main offering and the most beneficial part of the security deployment.

"The new UTM ActiveGuard Complete offering is one of a kind in that we're meeting the network security needs of remote and small offices of Fortune customers," said Jarrett Miller, vice president of channel sales at Solutionary. "By offering comprehensive network security analysis and management of our customers' network using Fortinet's FortiManager and FortiAnalyzer; we are now able to provide granular reporting to each of our customers."

Success

Among the many benefits of the Fortinet deployment are scalability, reliability and the ability for Solutionary to enter a new market. No matter the size or the need of the Solutionary's customers, Fortinet ASIC-accelerated appliances easily scale to meet individual needs. In addition, the unified and integrated network security functionality allows for customers to choose which functionalities they want turned on. With the Fortinet appliances in place, Solutionary can ensure its customers that they are individuals rather than just a clumping within a customer group.

All FortiGate systems are kept up-to-date by Fortinet's FortiGuard[®] Network, which provides reliable and regular updates that help ensure protection against the most damaging, content-based threats from email and Web traffic such as viruses, worms, intrusions, other unwanted network traffic. Without having to download new updates and signatures, the FortiGuard Network allows for automatic update pushes to all Fortinet appliances no matter where they are located. This saves the Solutionary IT team hours upon hours of manual work.

"The FortiGuard Network is allowing us to focus on our core competency and that is providing unparalleled network security protection to our customers," added Miller. "Our IT team doesn't need to spend countless hours making sure that our networks are protected. We deploy a FortiGate and forget about it – the appliances work that well."

One of the most beneficial components of the Fortinet deployment is that Solutionary is now meeting the needs of a new customer base that they couldn't service before.

"Fortinet is allowing Solutionary to provide services to the branch office market which we couldn't do before," concluded Miller.

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GLOBAL HEADQUARTERS

Fortinet Incorporated
1090 Kifer Road, Sunnyvale, CA 94086 USA
Tel +1.408.235.7700
Fax +1.408.235.7737
www.fortinet.com/sales

EMEA SALES OFFICE – FRANCE

Fortinet Incorporated
120 rue Albert Caquot
06560, Sophia Antipolis, France
Tel +33.4.8987.0510
Fax +33.4.8987.0501

APAC SALES OFFICE – SINGAPORE

Fortinet Incorporated
300 Beach Road #20-01, The Concourse
Singapore 199555
Tel: +65.6513.3730
Fax: +65.6223.6784