



Troon Golf

The largest golf management company in the world

Situation

[Troon Golf](#) is headquartered in Scottsdale, Ariz., with international offices in Hong Kong, Australia, Switzerland and Dubai. Representing 190 golf courses in 32 states and 32 countries, Troon Golf is the largest golf management company in the world. As an unparalleled leader in upscale golf course and private club management, Troon Golf offers a comprehensive turnkey solution to all aspects of golf facility development and operations. Thirty six Troon Golf-managed courses have received "Top 100" rankings from leading golf industry publications such as Golf Digest, Golf Magazine and Golf Week Magazine. Recently, Troon Golf's golf courses, Abu Dhabi Golf Club, home to the European PGA Tour's Abu Dhabi Golf Championship, and The Montgomerie Dubai, won the coveted "Golf Club of the Year" as well as the award for "Best 18 holes" for its national course.

A more inconspicuous part of the Troon Golf service offering is information technology. Troon Golf currently manages the IT networks of 65 North American based golf courses and was previously using a frame relay network for its private wide area network connectivity. Cisco routers and a GNAT appliance were used for its firewall needs. Symantec antivirus was only managed at the desktop level.

With the lack of a gateway antivirus solution and a lack of visibility into network performance or what was traversing the network, Troon Golf knew that they needed to make some changes. In an effort to minimize costs at the 65 managed sites, the company looked at an all-in-one network security solution that could replace multiple vendor products. In addition to a secure antivirus, VPN and firewall solution, Troon Golf also wanted to tame the spam that was clogging the network.

Solution

After looking at vendors such as Sophos, McAfee and Symantec to solve the complex network security problems, Troon Golf selected [Fortinet's](#) unified threat management (UTM) solution so that the small IT staff could easily consolidate network security functions within a single appliance. Fortinet was selected to protect the core and distributed network with firewall, antivirus and IPSec VPN connectivity protection for its headquarters in Scottsdale, Ariz., and its remote golf courses located throughout the United States. By consolidating network security functions, the small Troon Golf IT staff can focus on more strategic tasks rather than having to manage multiple vendor products and licenses and training on each vendor's product.

"Fortinet allowed us to purchase a unified threat management solution rather than multiple solutions," said Cary Westmark, vice president of technology at Troon Golf. "This gave us the freedom to consolidate up to six security functions on an as-needed basis. In turn, it will save us a great deal of money working with one instead of multiple vendors."

Located at the Scottsdale headquarters is a FortiGate-500 appliance, which is helping to provide antivirus, firewall and IPSec VPN protection for the main network. In addition, using the IPSec VPN capability, Troon Golf can remotely service the golf course networks if there is a problem.

Fortinet's FortiGate-500, FortiGate-100A and FortiGate-60 appliances are deployed at 65 of Troon Golf managed golf courses located throughout the United States. The FortiGate appliances are helping to provide antivirus, firewall and IPSec VPN protection for the golf course networks and allowing employees to securely connect to the network headquarters to access corporate email servers, human resources, payroll systems and the company's intranet. To manage the [FortiGate](#) appliances, Troon Golf is using Fortinet's FortiManager which centrally manages the remote appliances.

CASE STUDY

Challenges

- Lack of gateway antivirus solution
- Lack of visibility into what was traversing the network

Objectives

- Minimize network security costs
- Reduce amount of spam hitting the network

Deployment

FortiGate-500
FortiGate-100A
FortiGate-60
FortiMail-400

Industry

Entertainment

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– Vice President of Technology

Troon Golf

Troon Golf was previously using a desktop software solution for antivirus protection, but realized that there was a plethora of spam clogging the corporate network because there was no spam protection at the network border. Because of the previous success of the Fortinet appliances, Troon Golf selected Fortinet's [FortiMail-400](#) solution to help manage the growing problem of spam. The FortiMail solution is located at headquarters and is delivering a wealth of reliable and high performance features to detect, tag and help block spam messages and their malicious attachments for the more than 1,500 computer users at Troon Golf. FortiMail can inspect email traffic to block unwanted spam, information-stealing phishing scams, dangerous viruses and a host of other email-borne threats. Deployed in front of the email server, FortiMail prevents unwanted email messages from clogging mail server resources unlike client-based solutions.

FortiMail brings a new generation of anti-spam and anti-virus protection that increases speed and accuracy while simultaneously improving policy granularity. Backed by Fortinet's in-house team of security researchers, the FortiMail solution blocks unwanted spam and email threats without reliance on 3rd party technologies. Incoming and outgoing messages are inspected from a single device that can easily be deployed in networks of any size with no per-user licensing fees.

Success

Troon Golf has realized many benefits since its first Fortinet deployment. Firewall and antivirus protection, secure VPN connectivity and spam blocking are just a few of the benefits. By consolidating network security functions into a single appliance, Troon Golf has been able to reduce costs because Fortinet's integrated security solution allows for one appliance for firewall, antivirus and VPN rather than having multiple appliances offered by multiple vendors which each require licensing, training and maintenance. Because all of Fortinet's technologies and subscription update services are developed in-house, Troon Golf never has to worry about multi-vendor interoperability issues or market politics.

The deployment of Fortinet's FortiMail solution has drastically changed the way that Troon Golf does business. "Since deploying FortiMail we have seen a positive and dramatic change in the stability of our email server. FortiMail is blocking roughly 30,000 spam emails a day – that's more than ten million less junk emails a year our employees have to be bothered with," continued Westmark. "To add to our success with the Fortinet products, we are also saving on average \$250,000 a year in communications costs alone."



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