

AeroNimbus

Fortinet Keeps AeroNimbus Flying High

Situation

Headquartered in the Cayman Islands, AeroNimbus is a ground-breaking Asian startup aircraft designer and maker in the commercial light plane category. The company's line of 1+5 seater twin-engine light business planes will be certified by the US Federal Aviation Authority (FAA) when the first production models take off in 2006.

AeroNimbus' line of multi-role aircraft are competitively priced at US\$2.0-2.5 million apiece targeted at the commercial air travel and VIP transport segment in the Asian market focusing on China, India, Indonesia, Vietnam and Malaysia.

Challenge

With operations in Thailand, Indonesia, Singapore and Malaysia, AeroNimbus is a tightly-run company without the luxury of a dedicated IT department to deal with environmental difficulties such as computer viruses, spam and Trojans that threaten the security and flow of its operations.

Faced with the need to securely exchange confidential data, such as large design files, email and other documents with a network of over 50 vendors and business partners, AeroNimbus needed a "fire-and-forget" integrated antispam, antivirus firewall that will work behind its own private network.

"The nature of our business motivated the buying decision to go with Fortinet," says Mr. Y.C. Ma, managing director of AeroNimbus.

Solution

"So far we've had very good results with the product after it has been installed," says Mr. Ma.

According to Mr. Ma, AeroNimbus saw a "massive drop" in the amount of spam received as well as increased isolation and protection from viruses.

In addition, the "fire-and-forget" integrated solution eased the learning curve for the technology support staff and freed AeroNimbus' resources from routine maintenance. Fortinet's FortiGuard Distribution Service provides automated push updates of the latest virus signatures to ensure that AeroNimbus would get up-to-the-minute protection from the latest computer threats, thus providing peace of mind to the support staff and Mr. Ma.

The installation of the whole solution took mere days for four of its locations in Thailand, Malaysia, Indonesia and Singapore.

"Installation was smooth and painless, and we are satisfied with the



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- Y.C. Ma
Managing Director

FORTIGATE-60 (2 units)
FortiGate-200A (3 units)

Industry: Aircraft Manufacturing

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whole package. We were also pleasantly surprised at the performance of our network. My tech support guys had assumed that, with the many features built-in to the security appliance, network performance would suffer, but it has not. And with the reduction in viruses and spam, things actually go faster. I sleep well at night knowing that I get this kind of protection," says Mr. Ma.

Security and performance - two qualities that help keep AeroNimbus and its planes flying high.

Success

After a thorough search of competing solution, AeroNimbus decided on Fortinet's FortiGate-60 and FortiGate-200A antivirus firewall platforms for its needs.

According to Mr. Ma, the integrated multi-role capabilities of Fortinet's solution was exactly what the company was looking for to deal with the multi-dimensional threats that AeroNimbus faced in controlling the deluge of spam and proliferation of viruses.

In particular, Fortinet's load sharing features in the processing of incoming and outgoing traffic as well as its multi-ISP capabilities informed the buying decision.

"We were also impressed with the price performance-ratio of the Fortinet solution. With a feature set as rich as it had, the overall package was surprisingly competitive," said Mr. Ma.

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