

MASAN Group

Vietnam-based manufacturing company adopts Fortinet's security solution to protect its entire WAN infrastructure

Case Study

Situation

Founded in 1996 with just ten employees, Vietnam-based MASAN Group has achieved exponential growth to become one of the largest enterprises in the country with more than fifteen subsidiaries and 2,000 employees. The Group's business segments are well-diversified and include food manufacturing and trading as its core businesses, which brings in about USD110M annual revenue for the company. Other business areas include investment, minerals mining, industrial and property management, which contributes about USD40M annually.

Home to almost half of the Group's employees, the MASAN Group's manufacturing arm is headquartered in Ho Chi Minh City with four large factories across South Vietnam. The division also has an additional four factories and six warehouses in the Northern Region. To secure this space, MASAN's Group manufacturing arm has deployed Fortinet's network security solution to handle its entire WAN infrastructure with high availability.



M A S A N
G R O U P

The decision to adopt Fortinet came after doing extensive research on key network security vendors. The team decided that Fortinet presents the most compelling decision in terms of enterprise-driven cost-performance advantage for network security. To which, Vu Thanh Binh, MASAN Group's IT director surmised, "We had conducted a round of competitive testing and confirmed that Fortinet provides the strongest technical competency in its space and thus, decided to deploy Fortinet's security solution to protect our entire WAN infrastructure."

Solution

Prior to the Fortinet network security deployment, MASAN's network had a simple WAN infrastructure, which did not include security and connections. Due to corporate initiative and the goals of a world-class IT team headed by Vu Thanh Binh, MASAN Group revamped its IT infrastructure, which included choosing Fortinet as its preferred vendor to achieve the strongest cost-performance enterprise-grade security. Fortinet's FortiGate® multi-threat security systems came to the forefront, because of the ability to address the key network protection needs of manufacturing companies. Fortinet's ASIC-powered systems scan email, instant messaging protocols, Website content and file transfer content at the network edge and in real time - protecting the manufacturing network from viruses, worms and other inappropriate and malicious content before it can enter the network. In addition, every FortiGate system includes built-in intrusion prevention, firewall, VPN, Web filtering, spam filtering and traffic shaping functionality in one easy to install, maintain and update unit.

According to Vo Anh Chuong, MASAN Group's Network Infrastructure manager, "Fortinet was selected over the other vendors because of its UTM architecture, highly effective set-up, stability in performance with its ASIC network processor and ease in deployment. The flexible and close support from the vendor's technical team strengthened our final decision to choose Fortinet. The choice also presents a highly competitive CapEx provided to be a high ROI investment decision for us,"

In addition, he added, "Fortinet's comprehensive, multi-disciplinary security approach helps to maintain stability in our WAN infrastructure. The solution helped us overcome our security pain points with its UTM capabilities operating in intra- and inter-zones to achieve redundancy through company's WAN infrastructure."

Deployment:
FortiGate-800
FortiGate-100A
FortiGate-60B
FortiManager 400A
FortiAnalyzer-800B

Industry:
Manufacturing

Fortinet's products, namely the FortiGate-800, FortiGate-60B, FortiGate-100A, FortiManager-400A and FortiAnalyzer-800B, are widely distributed across MASAN's network covering the entire WAN infrastructure supporting the company's offices, factories and warehouses. In particular, the FortiGate-800 units are located at the headquarters and branch offices and are specially customized to provide the performance, flexibility and security necessary to protect today's demanding enterprise networks. Built to be deployed as a complete network protection solution leveraging firewall, VPN, intrusion prevention and anti-spam capabilities, the FortiGate-800 platform allows administrators to segment their network into zones and create unique security policies between zones to protect the company's data. Previously, there was no VPN tunneling and today, the FortiGate-



800 provides firewall, VPN, IPS and antispam security for MASAN Group. A FortiGate-100A sits at the HQ providing active firewalling and VPN security services. At layer two branches such as the warehouse sites and small offices, FortiGate-60Bs provide the full range of UTM security services.

Today, MASAN Group is currently utilizing nearly the full suite of security functions that Fortinet's unified threat management (UTM) security appliances provide, namely firewall, VPN, IPS, antivirus, antispam, anti-spam, Web filtering functions. This is possible as Fortinet's FortiGate UTM products can effectively deliver a network security platform comprised of robust and fully integrated security and networking functions. Protection must be provided against next generation application layer threats and offer centralized management from a single console without impairing the network's performance. To attest to Fortinet's solution strength, MASAN Group intends to expand its implementation project with the company outside Vietnam to its overseas subsidiaries.

Success

The MASAN Group has received many benefits including strong network security, functional stability and high availability through hot-redundancy IPSec VPN links over WAN. Fortinet's quick and effective technical support is yet another plus and the team finds Fortinet's security technology architecture both simple and scalable. According to Dang Minh Chinh, MASAN'S Group Security Consultant, "Fortinet's FortiGate all-in-one network security appliances help us resolve issues such as unauthorized access to network resources. This security solution has also helped us isolate the traffic between users and servers, provide high availability to connections from remote sites to HQ, change the network status from users to application based access and redirect users at remote sites."

MASAN Group estimates that they generate \$285 every minute and previously, as their WAN infrastructure is comparatively unstable leading to 20-25% downtime on average, the team spends an average of two hours per working day to troubleshoot. However, since deploying Fortinet's UTM network security solution, downtime has been decreased to approximately 3-5%, which arises mostly from ISP and network-based problems. Thus, this leads to a comparatively much lower troubleshooting time expensed and helps the enterprise achieve cost savings from the man-hours saved. Business productivity is also increased by about 20% on average and can be roughly translated into \$57 per minute saved for the company.

The value of Fortinet's consolidation network security approach for enterprises is both effective and transparent.

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

