

# Guarded Networks

## MSSP

### Situation

Guarded Networks is a Florida-based managed security services provider (MSSP) providing network security management, assessment, reporting and training services to small, medium and regional organizations. For companies subject to regulatory compliance, Guarded's BorderShield™ managed security service provides proven, customized security and reporting services that meet the stringent requirements of GLBA, HIPAA and the Sarbanes-Oxley Act. Guarded has leveraged its early experience in the banking industry to provide these services to other financial, health care and general corporate customers as well.

BorderShield is also provided through channel partner programs to a broad set of customers not necessarily driven by regulatory compliance, including VARs that provide it to their customers, and ISPs and Telcos that bundle it with their bandwidth services. Guarded Networks recently completed a merger with Connecticut-based Perimeter Internetworking™, a leading provider of managed network and security services for community financial institutions.

### Challenge

A number of Guarded's customers were facing new regulatory requirements while their networks were growing in complexity and subject to increasing threats. Regulatory compliance required moving beyond basic firewall protection to include intrusion detection/prevention (IDP). A security solution was needed that provided IDP with the necessary reporting and logging to demonstrate compliance, while also being scalable to support future security functionality. Guarded's VAR and ISP customers needed the same flexibility and scalability in a low-cost security platform.

### Solution

#### FORTIGATE UTM APPLIANCE

Ideal for the MSSP, Fortinet's award-winning FortiGate™ series of ASIC-accelerated Antivirus Firewalls are the new generation of real-time unified threat management (UTM) appliances. Each member of the scalable, flexible FortiGate family of appliances provides the full range of network-level and application-level protection services in a dedicated, easily managed platform. Full protection is provided without degrading network performance. These are the only security products certified in four ISCA lab categories: Firewall, VPN, IPS and Antivirus.

## BorderShield™

*"We leverage the customer's investment in the Fortinet appliance to provide a full range of managed security services, both bundled and unbundled, without having to invest in additional devices. The combination of low capital and operating costs associated with the Fortinet solution enable us to offer highly-competitive services while growing a financially successful business."*

Mariano Dy-Liacco X  
Guarded Networks Executive Vice  
President, Chief Operating Officer

### Fortinet Products:

FortiGate-60  
FortiGate-100  
FortiGate-200  
FortiGate-300  
FortiGate-500  
FortiGate-800

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### PROVIDING FULL NETWORK PROTECTION

"Fortinet offered a compelling solution: firewall, antivirus and intrusion detection/prevention integrated into a single device," said Mariano Dy-Liacco X, Executive Vice President and Vice President of Enterprise Sales, Guarded Networks. "Our customers outsource to us the monitoring and management of various vendors' devices, but for new installations we strongly prefer FortiGate appliances."

### MANAGED SECURITY BUNDLED WITH ISP BANDWIDTH

An important segment of Guarded's business is providing FortiGate appliances to ISPs for bundling with their broadband Internet access services over T1, DSL and DS-3. In a typical situation, Guarded manages Fortigate-60s installed as customer premises equipment (CPE), and provides logging and reporting services for the ISP.

## Success

### MEETING REGULATORY REQUIREMENTS

"FortiGate solutions are ideal for our customers with regulatory-compliance requirements. Take our banking industry clients for example. With the high level of security that the FortiGate appliances enable us to provide, and the custom reports we're able to generate, these clients easily pass banking industry audits for GLBA compliance," explains Dy-Liacco. "As their needs for protection grow, we can provision any new services or policies that they require on the already-installed appliances."

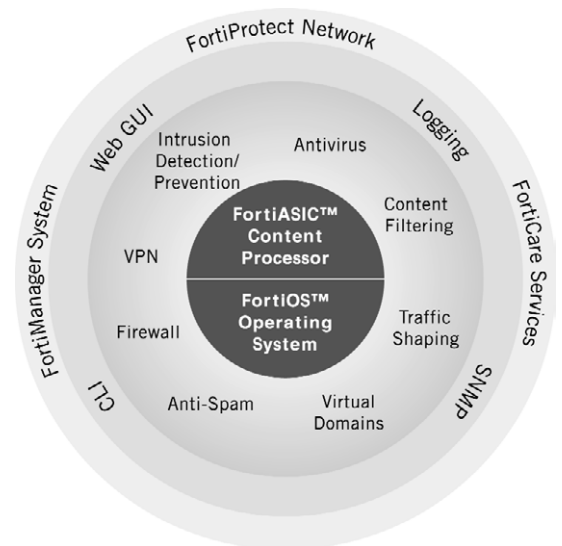
### PROVEN SUCCESS WITH AN OUTSOURCING MODEL

Network-equipment VARs, regional and vertical market service providers, ISPs and Telcos can provide proven, sophisticated network security management and reporting services to their customers by partnering with established MSSPs such as Guarded Networks. Guarded's BorderShield service fully leverages the functionality of the FortiGate appliance to offer managed firewall, IDP, email and web content antivirus and worm protection, antispam protection and filtering of inappropriate web content and more, in flexible bundled and unbundled service configurations.

Dy-Liacco describes the win-win business relationship: "They already provide some combination of network equipment, connectivity, IT and e-commerce services to their customers. By bundling BorderShield with these offerings, they're able to leverage our substantial investment and security expertise instead of having to develop their own capability. They can offer a high value, turnkey solution to their customers immediately at low risk and low cost."

### RAPID, COST EFFECTIVE RESPONSE

"The FortiProtect™ Dynamic Update Service is key to our being able to resell our BorderShield services. It loads our FortiGate systems with new attack signatures quickly and automatically, enabling our SOC staff to respond rapidly to virus and worm outbreaks across our entire customer base. It frees them up to focus on individual customer requirements," describes Tom Neclerio, Guarded Network's Executive Vice President, Technology.



*"As our customers' network needs grow, we can easily provision customized suites of security services without sending a network engineer on site. And the ease with which FortiGate's integrated devices can be managed enables us to offer superior network security and reporting services in a cost-effective manner. Fortinet's products are ideal for the MSSP."*

Tom Neclerio

Guarded Network's

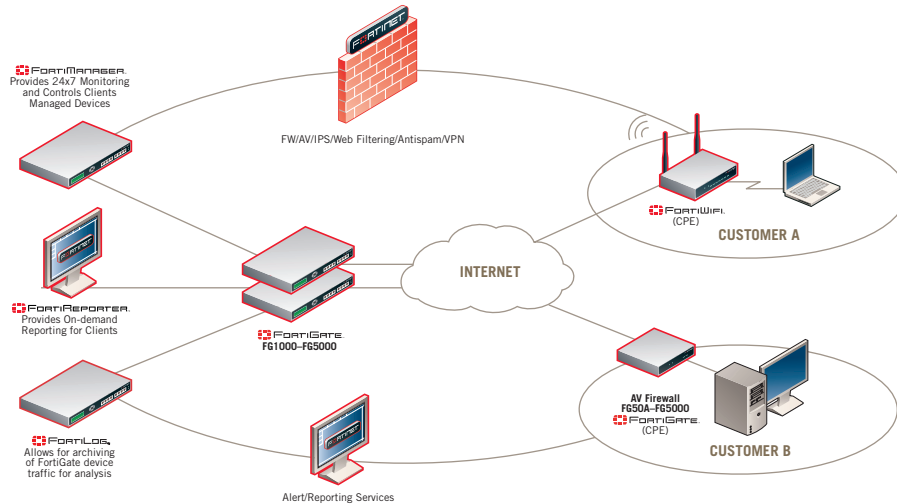
Executive Vice President Technology

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### SUPPORT FROM THE FORTIPARTNER MSSP PROGRAM

Leveraging services offered by Fortinet's FortiPartner™ MSSP Program to VARs, MSSPs and other partners, Guarded Networks has been able to expand its business and offer the highest-value services to its direct customers and channel partners.



"Fortinet understands and supports the unique requirements we face as an MSSP", explains Dy-Liacco. "This is in contrast to the other major network security device vendors who just don't provide the flexibility we need to help build our business."

### Bottom Line

Guarded achieved 100% growth in their customer base last year without increasing the size of their SOC staff, a testament to having reached critical economies of scale in providing security monitoring, management and reporting services. For its outstanding performance, Fortinet awarded Guarded Networks North America MSSP of the Year 2003-2004.

### To learn more about Guarded Networks:

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