

On Garde!

MSSP

Situation

Reacting to an increasing market demand for responsive network security services, On Garde! launched their full-service Managed Security Service Provider (MSSP) program in early 2001 and immediately discovered that the tools available on the market for network analytics were almost entirely stand-alone applications, and limited in their capacity to defend against the emerging threat environment. Few cost-effective outsourced security management services were available, and of those, full-featured threat management in an easy-to-deploy format, was not a common characteristic.

Consequently, On Garde! dedicated its efforts to developing and distributing the Security Intelligence Service (SIS) based on available best-of-breed Unified Threat Management (UTM) solutions. "The objective of the On Garde! service is to empower MSSPs to extract accurate and actionable knowledge from the flood of data that is produced by high-quality UTM anti-virus firewalls," said David Phillips, CEO. "The better the quality of data, the better knowledge can be derived to protect a network." On Garde!'s original suite of services supported most major vendors, such as Cisco, NetScreen, Watchguard, 3COM, and SonicWall. However, these hardware appliances were all limited in the scope of threats that they could detect, and furthermore, maintaining a generic multi-vendor supported service degraded the quality of intelligence that the On Garde! SIS was able to provide.

On Garde! required a partnership with a leading UTM appliance vendor. This requirement led to a painstaking research and testing process to narrow the security appliance field to the most cost-effective and powerful device for delivering high-quality log data.

Solution

To meet these dynamic data requirements, On Garde! decided that its flagship second generation security service would depend solely on Fortinet FortiGate Anti-virus Firewall and additional Fortinet logging and reporting systems. Existing and prospective Fortinet FortiPartner's can wrap their own high value security services around the FortiGate systems or reporting and the On Garde! SIS to provide robust security solutions.

"Fortinet's FortiGate Antivirus Firewalls exceeded our stringent standards for firewall analytical data," said Phillips. "These appliances provide a virtual goldmine of real-time data from which our service can extract unsurpassed information." Using the data gleaned from the FortiGate systems, On Garde!'s SIS-enabled MSSP partners are better able to serve their client's diverse security management needs.

By analyzing the FortiGate syslog output on a dedicated FortiLog reporting system, the SIS program is able to provide real-time, action-



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David Phillips
CEO
On Garde!

Fortinet Products/Services:

FortiGate-100A
FortiGate-200A
FortiGate-300A
FortiGate-400A
FortiGate-500A
FortiGate-800

FortiGuard Web Filtering

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able security intelligence, attack profiles and restricted activities. "This type of performance is exactly what the serious MSSP or Security Consultancy is looking for in protecting their customers' networks. Furthermore, it is being demanded by discerning clients'," said Phillips.

On Garde!'s reseller partners find the terms for incorporating the On Garde! SIS very attractive, since the SIS pricing for FortiGate systems is designated per device, with an unlimited number of users behind each device. Then entire product line-up of FortiGate appliances (from the FortiGate-50A appliance to the enterprise-level FortiGate-5000 appliance) and every FortiGate product feature capable of generating log data, is supported by the On Garde! SIS. The interface provides full reporting, alerting and escalation, as well as providing real-time notification of any logged event.

Success

"By deploying the full-featured and cost-effective FortiGate appliances, along with the SIS, our partners are now able to launch an MSSP capability in their IT management practice in no time", said Phillips. Existing MSSPs are also able to benefit from the FortiGate enhanced SIS web-based hosted extranet by consolidating and automating otherwise mundane manual human tasks such as backups, infrastructure administration, plus saving on research and development investment.

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A recent example of success comes from On Garde! partner KDC Consulting, a small general IT consultancy, which serves SMEs with networks ranging in size from 5 to 150 computers. "KDC's mission is to provide tangible and cost-effective security solutions at world-class standards within SME budgets", says Greg Walters, president of KDC. "We searched for the best combination of robust network security and actionable intelligence. Partnering with On Garde! and deploying the FortiGate appliances has provided us with the best solution, including recurring non-time based revenue", he added.

Greg Walters

President, KDC Consulting

Within the first 2 months of signing with On Garde! KDC closed and deployed dozens of managed security FortiGate solutions for their clients.

Learn more at Fortinet.com

Fortinet.com/contact

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