

Seccom

MSSP Offers Network Security Pain Relief

Situation

Seccom Networks is a managed security services provider (MSSP) providing network security management along with network security auditing, reporting, training and consulting services to medium and large enterprise customers throughout Asia and Australia. Focused specifically on data and network security, Seccom has developed a successful MSSP business powered exclusively by Fortinet products.

Australia's increasingly demanding legal and regulatory environment is driving many groups to re-assess and improve their network security. The Financial Services Reform Act places stringent demands on corporate accountability; the Australian Securities and Investments Commission actively oversees associations involved in financial services; Gramm-Leach-Bliley Act (GLBA) regulations apply to Australian companies working with US companies subject to GLBA.

At the same time, IT security is becoming increasingly complex. Seccom is gaining customers from across Australia and Asia who find their IT personnel are not equipped to handle modern threats, where email, VPN, ftp, e-commerce and Web services present significant new security challenges. Outsourcing their network security allows Seccom's customers to save cost and remain focused on their core competencies.

Challenge

"About 70% of our customers come from areas of network security pain," describes Colin MacKenzie, Seccom's Managing Director.

"These organizations had experienced attacks or virus outbreaks that had harmed their operations - some were taken offline for as long as three to four days. Another segment of our customers come to us after assessing their network security, realizing that it is completely inadequate to comply with regulatory requirements."

"When we looked at the difficulties that companies were having with employing different security devices - one as a firewall (FW), another for intrusion detection and prevention (IDP), and a third for antivirus (AV) - we knew that the only way for us to offer managed security was to do so with a single, integrated unified threat management security appliance," explains Gavin Matthews, Seccom's Chief Information Officer.

Matthews continues: "We saw other MSSPs fail when they tried to manage a multi-vendor environment. Even client companies with large IT staffs have found that the effort to learn and master multiple platforms and to handle the resulting management and reporting functions can be overwhelming. Inevitably, security holes existed in those networks too."



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Solution

FORTIGATE™ UTM APPLIANCE

Directly addressing the needs of the MSSP, Fortinet's award-winning FortiGate series of ASIC-accelerated Antivirus Firewalls are the new generation of real-time unified threat management (UTM) systems. 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.

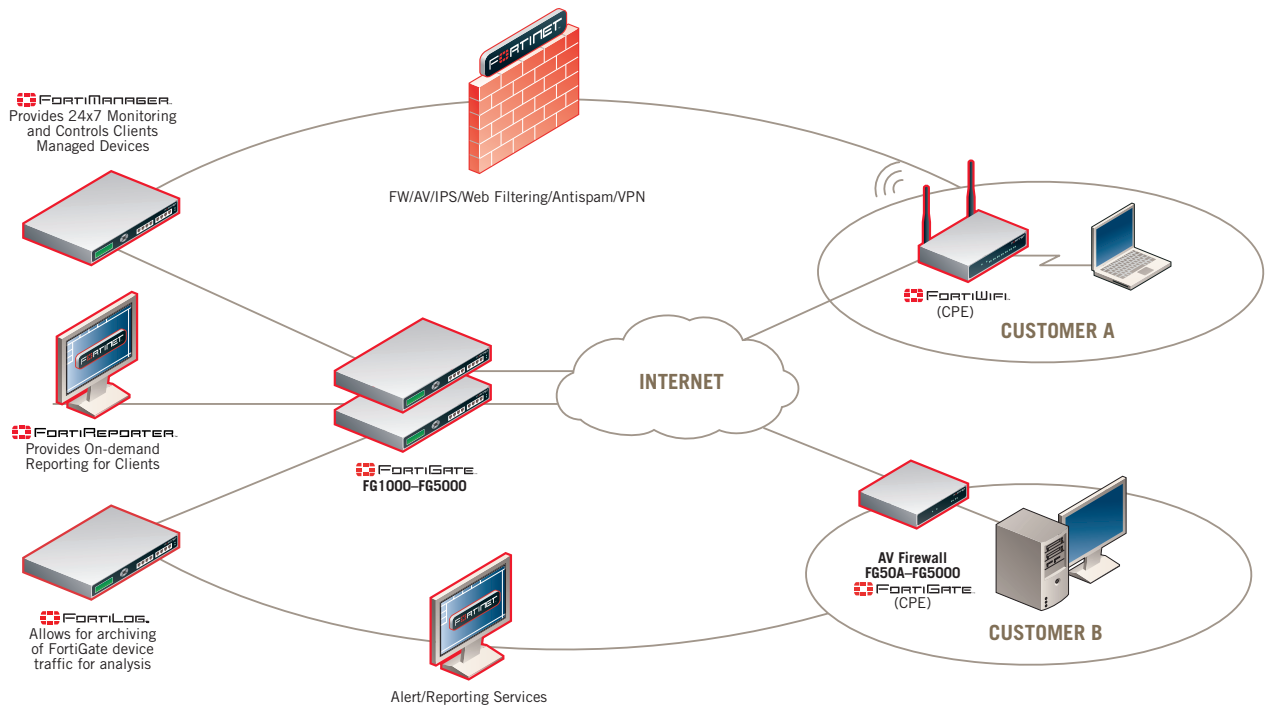
"Fortinet's products allow us to offer all the protection services our customers demand, in one easily managed platform, and operate at speeds not seen with any other solution," states Matthews.

CPE PERIMETER PROTECTION

Seccom employs the full range of FortiGate products - 50A up through 1000 depending on access bandwidth - to provide customers with full network-perimeter protection. Often, a customer wants to keep their existing FW or VPN device, in which case Seccom configures the FortiGate system to provide just the additional security functions such as AV or IDP. Eventually however, most customers request that the FortiGate system be leveraged for its entire suite of security functions to replace the legacy devices, thereby saving operational expenses and license fees associated with these other devices. New service additions and user adds, moves or changes are handled remotely with no hardware change-out.

CLEAN BANDWIDTH ISP SOLUTION

In situations where remote site CPE is not the appropriate choice, Seccom instead teams up with ISPs to provide "clean bandwidth" pipes to the ISP's customers, using for example the FortiGate 3000. By supporting virtual domains, these larger systems enable the ISP to offer full security services to multiple customers from single devices.



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Success

SUPERIOR PROTECTION

"We have built a very successful and scalable business around Fortinet's technology and products", explains Matthews. "One very large client was hit by the Blaster worm, which penetrated what they thought was a well-protected network. Then, after we installed the FortiGate solution, a subsequent attack was successfully defeated, while some of their suppliers - who had spent a fortune on various security solutions - were taken down for a day. Just like with all our customers, this one is extremely happy with the FortiGate protection we now provide them."

RELIANCE ON FORTIMANAGER™

Seccom's security operations center (SOC) staff relies on FortiManager and its group control capability to rapidly deploy custom profiles to meet the different customer SLAs. Matthews describes the benefits: "When Sasser worm hit, it took our SOC team only 20 minutes to deploy new policies across all our managed FortiGate systems. If we had instead been managing a multi-vendor security solution, it would have taken hours - probably resulting in serious security breaches."

"By offering strong, central management, reporting and logging capabilities, Fortinet's products are instrumental in building a successful MSSP business", said Matthews, and "using FortiManager reduces our ongoing SOC management effort by 80%. It easily saves us the equivalent of three additional full-time staff."

"Our reliance on Fortinet enabled our business to grow in excess of 50% last year alone. The Fortinet story is such a great one, and their products really back it up. We're looking forward to providing the same peace of mind for our future customers that we have been able to provide to date for our current customers."

- Colin MacKenzie,
Managing Director
Seccom

Learn more at Fortinet.com

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