

Fortinet plans centre in Mumbai

V. Rishi Kumar
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FORTINET, San Jose-based network security provider, is bullish on the Asia-Pacific market, and plans to set up its regional implementation-cum-technical support centre in Mumbai shortly. It is currently being handled out from Kuala Lumpur for the region.

The Country Manager and Head of Fortinet's SAARC Operations, Mr Vishak Raman, told *Business Line* that the company established its sales-cum-support centre this year and has garnered over 110 installations in the country (it has over 50,000 across the globe). They include technology companies like Virtusa, C-Dac, Innova and banking and financial services companies. "While we have chosen Tech

Pacific as the distributor, the business is driven through a chain of channel partners and systems integrators," said Mr Raman.

"Given the potential in the region, Fortinet is forced to look at establishing a centre in Mumbai, which will provide both integration services and technical support for clients. We are looking at this centre to support the Asia-Pacific region as well. The expansion would mean induction of more people and additional investments," he said.

Mr Raman said, "Security needs of customers are going through drastic changes primarily driven by explosion of both network based attacks and content based attacks via e-mail, Web and file transfers. This can be seen from Sasser, Nimda, CodeRed and Mydoom attacking various points of net-

works. This is further fuelled by explosive growth in bandwidth from 64 kbps to 1 mbps lines, due to falling prices on bandwidth."

Mr Raman said security gear must be more intelligent and analyse the various network and content-based traffic at the gateway, which can be handled with processing power at the hardware level. "Fortinet does this for enterprises at affordable level. Fortinet product was rated by Red Herring as one of the top 100 products," he said.

Fortinet was founded in 2000 by Mr Ken Xie, the CEO of Net-Screen Technologies, which was acquired by Juniper Networks. Fortinet, which provides integrated appliance covering Gateway anti-virus, content filtering, anti-spam and traffic, is now targeting the Indian market.