



*“Fortinet gives us the security, control, and performance that we need to stay ahead of the competition.”*

– John Bryant,  
Chief Technology Officer,  
Options

## Security and Performance Drive Financial Services Clients to Choose Options

Options is a global leader in providing managed services and IT infrastructure products to the financial services sector. Recognized as the first provider in the industry to offer cloud services, Options has become skilled in balancing the application of leading-edge technologies with the need to provide financial institutions a secure, scalable environment within which to operate.

As a key provider of ‘infrastructure as a service’ (IaaS) solutions to financial organizations, Options is subjected to the constant scrutiny of multiple industry and governmental bodies to ensure compliance with numerous standards and requirements.

John Bryant, Options’ chief technology officer, commented, “Part of what sets Options apart from the competition is our ability to blend security, compliance, and engineering best practices with the latest advances in cloud and mobile technology. This permits us to deliver more agility, performance, and cost certainty than anyone else.”

He continued, “The success of our strategy has always been dependent on identifying partners that have a track record in creating world-class products and an ability to move at the pace we need. We continually evaluate our solution vendors to ensure that they are meeting or exceeding our expectations.”

As part of an initiative to further develop its portfolio of IaaS offerings, Options identified the need to elevate the capabilities of its integrated security measures, especially in the areas of multi-factor authentication, service provider multi-tenancy/virtual firewalling, and Virtual Private Networks (VPN) access for clientless and site-to-site deployments. Bryant explained, “We needed a solution that could provide exemplary protection combined with the speed and throughput necessary to transparently support the enhanced functionality we were planning.

### Details

**Customer Name:** Options

**Industry:** Financial Services

**Locations:** London, New York, Hong Kong and Singapore

**Use Case:** Financial Services Data Center

### Impact

- Improved security effectiveness
- Optimized protection built to exceed the demands of an intense deployment environment
- Enabled release of a series of fully compliant new services and capabilities
- Minimized operational overhead and deployment complexity

“The financial services sector has some very unique characteristics. We always need performance, but a seemingly random event occurring anywhere in the world can be the trigger for massive spikes in the volume of transactions. This means that our infrastructure – and all of its constituent components – needs to be capable of handling anything that gets thrown at it and still continue to deliver at the expected levels of performance.”

## Low Latency, Low Burden

Options embarked on a structured investigation of viable enterprise firewall solutions. Bryant recalled, “After extensive research, the team came to the conclusion that the Fortinet FortiGate was the optimal match for our environment and requirements.

Fortinet immediately stood out in the way its pre-sales team members engaged with us. Their open, collaborative approach quickly instilled confidence in our engineers that the products met our selection criteria. We were impressed by the ease of adoption and administration of the products, which alleviated any concerns about increasing the existing burden on our IT team.

The FortiGates had clearly been built to support the demands of the ultra-low-latency infrastructure that we provide to our clients. The ability to perform dynamic load balancing means that we can continue to meet expectations, irrespective of market activity or trading volumes.”

## Protection, Power, and Agility

Options implemented a number of FortiGate next generation firewalls for Internet-facing services and for non-data center projects.

“The breadth of the FortiGate range enables us to pick exactly the right appliance for each situation. For example, we use enterprise-class FortiGates in our most demanding, performance-sensitive locations, and we’re utilizing the smaller models to create Dynamic Multipoint VPN-enabled home networks where the benefits of having a firewall, web filtering, and Wi-Fi integrated into one box are compelling,” stated Bryant.

After implementing the Fortinet enterprise firewalls, Options’ network administrators witnessed a significant decrease in the number of IPS/IDS-related false positive incidents.

Following the success of the FortiGate deployments, another industry-leading Fortinet product – FortiMail – was implemented to heighten protection against email-based inbound attacks, as well as outbound threats and data loss.

“We’re attracting more clients all the time, and Fortinet enables us to rapidly deploy our services. Options was further drawn to the FortiGates because of the use of ASICs within the chassis rather than being at the mercy of the CPU variability found in most other vendors’ offerings. And, very importantly, in addition to allowing us to offer enhanced protection and control, they contribute to us remaining in full compliance with all of the prevailing standards,” commented Bryant.

He summarized, “Our strategy to partner with best-in-class solutions providers has made it possible for us to create a world-class financial technology infrastructure for our clients. Fortinet gives us the security, control and performance that we need to stay ahead of the competition.

To succeed in our industry requires agility, flawless execution, and creativity. Our partnership with Fortinet is enabling us to achieve this.”



GLOBAL HEADQUARTERS  
Fortinet Inc.  
899 Kifer Road  
Sunnyvale, CA 94086  
United States  
Tel: +1.408.235.7700  
www.fortinet.com/sales

EMEA SALES OFFICE  
905 rue Albert Einstein  
Valbonne  
06560, Alpes-Maritimes,  
France  
Tel +33 4 8987 0500

APAC SALES OFFICE  
300 Beach Road 20-01  
The Concourse  
Singapore 199555  
Tel: +65.6513.3730

LATIN AMERICA SALES OFFICE  
Paseo de la Reforma 412 piso 16  
Col. Juarez  
C.P. 06600  
México D.F.  
Tel: 011-52-(55) 5524-8428