Security is No Longer Optional

Optical Networks is a Peruvian telecommunications company that has provided Internet services, LAN-to-LAN connection (L2L), and landline telephone service (Analog, Digital, and IP) for more than 12 years in the Peruvian market. Optical Networks is the only telecommunications company in Peru that focuses on catering exclusively to the business sector by offering Internet services, data transmission, VoIP, streaming live and on demand, landline telephone service, and information security, among other solutions for more than 2,500 customers in both the private and public sector.

Focusing on the corporate sector allows the company to identify and meet the needs of its customers by providing innovative and high-value solutions that are always one step ahead of the market requirements. In 2015, Optical Networks grew at a rate of 75 percent per year and has an 18 percent market share in the corporate sector. In a highly competitive market, its customer retention rate is 95 percent.

Since 2012, Fortinet has been a strategic ally for Optical Networks by providing a secure access architecture that is key for the telecommunications company, particularly when delivering its security services as a solution, with the security perception and adoption issues in the Peruvian market.

"Optical Networks focuses on the corporate market and understands its requirements. We see that the market is vulnerable because options for cybersecurity adoption and mechanisms can be costly. As a result, security is still perceived as an expense and is not adopted at the same pace as the growth of IT risks. Through our partnership with Fortinet, we seek to bring security to all business

Details
Customer: Optical Networks
Industry: Telecommunications
Location: Peru

Products & Services Included

FortiGate, FortiMail, FortiAnalyzer, FortiWeb, FortiManager, FortiDDoS, FortiADC, FortiAP.

sectors without incurring an additional expense," explains Juan Carlos Albújar, Product Manager for Managed Security Services at Optical Networks.

This concept led to the creation of Optical Networks Internet Security, a product that seeks to become the new standard of Internet marketing in Peru by promoting default enterprise security features that elevate cybersecurity and business productivity. This solution was launched in September 2016.

Providing Secure Internet Service

"Internet Security is an evolutionary leap for communications in Peru. We seek to provide the Internet market with embedded security by delivering a tool that counters the growing cyber risks created by the evolution of communications," says Albújar.

Optical Networks Internet Security's main product is based on the perimeter protection solution provided by Fortinet FortiGate. The company also has customizations that allow customers to provide advanced solutions with FortiMail, FortiAnalyzer, FortiWeb, FortiManager, FortiDDoS, FortiADC, and FortiAPs.

"We believe that security is not optional. Businesses and organizations can no longer risk managing sensitive information through unprotected links, since such actions can affect business continuity. Internet Security is our commitment to change the security solutions market model in order to democratize cybersecurity in the Peruvian market," adds Albújar.

Optical Networks offers its services through Fortinet's secure technology architecture to both emerging companies with the vulnerable services or infrastructures targeted by cyberattacks, and mature companies that require more advanced layers of protection. It also offers a report platform with global reach that provide companies or institutions with a decision tool for creating and setting security policies in their communications.

Fortinet's Security Fabric is designed to function as a whole, providing integrated, high-performance, end-to-end security at low total cost of ownership (TCO). This approach makes Fortinet the most suitable for managed security services providers like Optical Networks that need assurance and high performance to dynamically adapt to the changing threat environment, as well as scalability to protect thousands of customers at a time, even during unexpected traffic spikes.

Raising the Security Standard in the Market

"The market will start to perceive Optical Networks Internet Security as the new standard in security that local telecommunications providers should follow. Companies and organizations must begin to understand that navigating the Internet without security is a risk to their business. Our goal is to raise the standard of cybersecurity in Peru," said Albújar.

Optical Networks and Fortinet support similar strategic business visions based on innovation, reliability, efficiency and continuous improvement. Since the beginning of their partnership, they have been committed to bringing the most advanced cybersecurity solutions, with all the benefits derived from a managed security service, to the Peruvian market. This has allowed their relationship to evolve, and today Optical Networks is also a Fortinet Gold Partner that complies with all business and technical requirements of this level.

"Internet Security is only our first step. We will continue to expand our range of cybersecurity solutions to include services like Advanced Threat Protection (ATP) based on Fortinet solutions such as FortiWeb, FortiSandbox, and FortiDDoS, among others," concludes Albújar.

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