



Casablanca Secures Network with the FortiGate Advantage

Situation

Casablanca is a textile company with decades of experience in the industry. Founded more than 30 years ago, the company is an integral provider of home textiles in Argentina and is known for its strong character and family tradition, its high-quality products, strong growth trajectory and prestigious brand.

The Challenge: A Stable & Secure Connection

Casablanca’s Argentine headquarters currently employs around 200 people, and its Information Technology (IT) department is charged with managing operations, high levels of service and the company’s network security. Prior to selecting Fortinet as its primary network security vendor, Casablanca utilized multiple open source unified threat management (UTM) applications on intermediated computer hardware.

“This network security architecture proved to be incredibly unstable; it crashed frequently and required a level of support that was costly and inefficient. We only had one person on staff assigned to keeping the network running, and training other team members wasn't a viable option,” said Emiliano Abib, IT manager at Casablanca.

After months of frustration, the company made the decision to re-architect its entire security infrastructure. After carefully evaluating a number of competing UTM manufacturers, it was determined that Fortinet offered the most technological advantages, the highest performance and lowest total cost of ownership.

Challenges

- Creating a stable and secure connection
- Manage network with limited staff

Objectives

- Radically reduce network failures
 - Strengthen security posture

Deployment

FortiGate-60C
FortiGate-80C
FortiClient

Industry

Textile

Unlike competing UTM manufacturers, Fortinet offers a unified and centralized architecture that combines the full suite of unified threat management protection, secure wireless access control and custom ASICs that guarantees fast and secure throughput with minimal impact to a network's performance.

Upon evaluating Fortinet's FortiGate product line, Casablanca decided on four FortiGate-60Cs and two FortiGate-80Cs at the company's headquarters.

The FortiGate Advantage

The FortiGate-60C and FortiGate-80C are compact, all-in-one network security appliances that are purpose built for remote locations, customer premise equipment (CPE) and retail or healthcare networks. The high performance devices integrate broad enterprise-grade protection with a broad range of wired and wireless connectivity that can be centrally managed.

"We truly appreciate the FortiGates' single-pane-of-glass user interface, which makes them exceptionally easy to manage," Abib continued.

The broad network security features found in all FortiGates include application control, intrusion prevention, advanced anti-malware, Web filtering, VPN and WAN optimization.

By implementing the FortiGate appliances into their infrastructure, Casablanca's network has gone from three to four crashes a month to zero.

"The network and product stability the FortiGates offer allows us to spend less time and resources on IT and more time growing our business," Abib continued. "The FortiGates also offer a level of scalability that will help us accommodate our influx of new employees."

To further strengthen the company's security posture, Casablanca began implementing VPNs through Fortinet's FortiClient endpoint security management software. FortiClient is an all-in-one security solution that extends the power of FortiGate's Unified Threat Management to endpoints on the network. Desktops, laptops, tablets and smartphones, FortiClient enables every device - local or remote, stationary or mobile - to integrate with a FortiGate. With no per-seat license fees, FortiClient takes the headaches out of managing multiple endpoints so users and guests can work efficiently anywhere at any time, without compromising security.

Improved Resource Allocation

With an acceleration of Casablanca's market growth, the company needed to stop investing time and resources into its own information security administrators, and give consideration to external providers that could fulfill or exceed its expectations regarding security infrastructure.

"The simple implementation and administration of Fortinet's equipment has made it easy for everyone in the department to effectively use it," Abib said.

"Fortinet provides us with a consolidated security platform that allows dynamism in our commercial operations and processes. That in turn helps us exceed the expectations of our clients, with whom we're committed to providing top-notch service in every area."

- Emiliano Abib
IT Manager

Casablanca

“Our choice of Fortinet also contributed to the development of our human resources department, allowing us to reallocate tasks and manage time more effectively, as well as establish a much stronger company strategy.”

Secure Connectivity & Growth

Casablanca plans to build out its information security infrastructure in order to maintain its reputation as a trusted company. Looking ahead in 2014, Casablanca predicts it will add more FortiGate equipment into its IT environment, with specific emphasis on the FortiGate-20 and FortiGate-40 lines for the company’s smaller, distributed sites.

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GLOBAL HEADQUARTERS

Fortinet Inc.
1090 Kifer Road
Sunnyvale, CA 94086
United States
Tel: +1.408.235.7700
Fax: +1.408.235.7737
www.fortinet.com/sales

EMEA SALES OFFICE

120 rue Albert Caquot
06560, Sophia
Antipolis, France
Tel: +33.4.8987.0510
Fax: +33.4.8987.0501

APAC SALES OFFICE

300 Beach Road 20-01
The Concourse
Singapore 199555
Tel: +65.6513.3730
Fax: +65.6223.6784

LATIN AMERICA SALES OFFICE

Prol. Paseo de la Reforma 115 Int. 702
Col. Lomas de Santa Fe,
C.P. 01219
Del. Alvaro Obregón
México D.F.
Tel: 011-52-(55) 5524-8480