



EFS Networks maximizes growth utilizing Fortinet for custom security deployments

Situation

EFS Networks Inc is a full service business process and technology consulting firm that specializes in high-end hospitality, hotel, and restaurant deployments. EFS Networks uses its special knowledge to provide on-site managed security and network solutions that range depending on the individual customer's needs. EFS Networks has driven exponential growth since it was founded in 2005 and has expanded their success by building a positive customer-to-customer referral network, helping to drive their sales and presence up. This success comes from their unique capabilities and focus, as well as providing high level service for their clients. Positive relationships and rapport with customers has driven a solid and expanding base of clients.

We spoke with Evan Solomon, the CEO and owner of EFS Networks. EFS Networks was incepted in a Drexel dorm room and has been able to achieve consistent exponential growth since its creation in 2005 and operates with a staff only of three managing all of its customers. EFS Networks' customers are located all across the United States, but with a focused presence in the northeast.

Evan shared with us a recent deployment they completed in the luxury hospitality space. In addition to being an extremely high end hotel, [The Reeds at Shelter Haven](#) has extremely adaptable spaces for events right on the southern New Jersey shoreline. It is a scenic location that holds many high end events ranging from weddings to corporate retreats. Due to the adaptability of the space, it had specific needs for a highly adjustable network with multiple layers both wired and wireless.

Solution

As the location required such versatility it needed to have multiple overlapping layers on networks for a variety of purposes. The site currently has one FortiGate-300C for the main firewall and security, as well as functioning as the wireless controller. It also includes forty FortiAP-221Bs, four FortiAP-112Bs, and two ruggedized FortiAP-222Bs. These are distributed all across the building and provide access to the

Challenges

- Provide multiple levels of security that can scale for events
- Cover entire location with multiple networks (Wired/Wireless) for a variety of functions

Objectives

- Provide a solution that can standardize over a set of products
- Acquire a "single pane of glass" management interface for ease of use

Deployment

FortiAP-112B
FortiAP-221B
FortiAP-222B
FortiGate-40C
FortiGate-300C

Industry

Hospitality

networks. What is particularly impressive about the layout is that there are seven networks overlaid for various features. The largest is a guest access network, but it also includes joined wired and wireless network segments for energy management and lighting, audio/visual systems, conferences and events, an internal data network, voice network, and PCI compliant point of sales system.

The number of networks allows for everything to remain compartmentalized and secure. As the venue can be moved around inside or outside the building, various locations can be scaled up for whatever numbers of users need to be supported.

After comparing boxes from competitors prior to deployment, EFS Networks chose Fortinet for the available features, but especially because it had a high level of performance. "Cisco was unnecessarily complex, and SonicWall's features were limited." Having something that could be command line driven allowed EFS Networks to get the most out of the product, and from a price to performance perspective could not be beaten even by one of the larger actors in the industry.

As experts in the field, EFS networks identified the need for unified management and the ability to control of both firewall and applications. As well as the powerful ability to monitor, deploy, manage, and scale system components and security policy across all devices from a single panel. Fortinet's strength and performance is what allows it to be placed at the edge of the network, the location of the greatest vulnerability. In the future, EFS Networks plans to scale up on content filtering and antivirus features.

Success

"Our knowledgeable support team is focused and dedicated to using Fortinet for their network solutions." EFS Networks has already been with Fortinet for several years and has expressed desire to grow with Fortinet into the future. Evan mentioned that "Fortinet has a very robust product; that allows us to scale and adapt." Fortinet's ability to scale up and down on the fly in a custom versatile environment makes it the clear winner for EFS Networks. Combining a better overall TCO than it's competitors, leads many companies and individuals, like EFS Networks, to fall into Fortinet's camp.

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Evan Solomon
CEO

EFS Networks



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