



Objective

- Create new revenue streams based on the provision of an 'as a service' product portfolio to enterprise customers
- Provide a low-latency, highly-available secure gateway for customers
- Partner with a vendor that can provide technical skills and a wide range of additional products and services to support further managed services initiatives

Benefits

- Fortinet's highly-secure, enterprise-level infrastructure gives Advent One a competitive edge in attracting and retaining 'as a service' clients
- Fortinet's scalability and advanced functionality enables Advent One to introduce new products and services to the marketplace in a cost-effective manner
- Fortinet's extensive range of Next Generation Firewalls provides Advent One with the opportunity to maximise their engagement with existing and potential customers and uncover new revenue streams.

Deployment

- 2x FortiGate 1000C Next Generation Firewalls for 'as-a-service' Tier III datacentre support
- 1x FortiGate 1000C Next Generation Firewall for Advent One's 'disaster recovery as a service' solution
- FortiGuard Unified Threat Protection Security Subscription Service
- Professional services provided by Fortinet

Fortinet secures Advent One's Tier III data centre

Suite of three FortiGate 1000C enterprise-grade Next Generation Firewalls ensure fast, secure access with 8Gbps IPSec VPN throughput.

Advent One, an emerging leader in the provision of managed services to Australian enterprises, needed industrial-strength protection to provide a secure, fast and manageable gateway between customers and their Tier III data centre. After a thorough investigation of the options available, they selected a suite of Fortinet FortiGate 1000C Next Generation Firewalls (NGFW) to protect their perimeter. Their adoption of Fortinet's enterprise-level infrastructure has given them the capacity to continue their aggressive growth strategy, add additional products and services to their managed services portfolio and reduce administrative and operational overheads.

Fortinet ticks all the boxes

"Fortinet's FortiGate 1000C Next Generation Firewalls scored higher in every category during our evaluation process," says Hammad Akbar, network consultant at Advent One. "We wanted 10Gbps firewall throughput, the ability to set up and manage virtual domains for added redundancy for enterprise clients and the ability to shape traffic and monitor activity. At the same time we were building our managed services initiative from the ground up so we didn't have an unlimited budget. When we added up the features that Fortinet brought to the equation and looked at the price/performance, the decision was clear-cut. Fortinet's FortiGate 1000C NGFW firewalls were, dollar-for-dollar, the most cost-effective and function-rich enterprise solutions on the market."

Advent One now operates three FortiGate 1000C Next Generation Firewalls, two to support their managed services customers, including their own internal operations, and one dedicated to support their 'disaster recovery as a service' customers.

IT infrastructure specialists

Before making the decision to offer managed services, Melbourne-based Advent One had built an enviable reputation as an IT infrastructure design and deployment specialist with expertise in anti-money laundering. An IBM Premier Business Partner, Advent One had shown steady growth in their traditional markets. Recognising that their clients were looking for increasingly sophisticated hosted and managed IT services, Advent One began executing a strategy to build a cloud-computing capability that would allow it to offer a range of new services to clients.

Wanted: Secure access without performance bottlenecks

“While we had highly effective security infrastructure in-place for our then-current operations,” continues Akbar, “we knew that we would have to significantly upgrade our firewall capabilities to handle our expected growth. We were installing a suite of powerful servers to support our proposed ‘as a service’ offerings including infrastructure, storage, software, telephony, backup, disaster recovery and monitoring. Plus we had seen a dramatic growth in clients wanting virtual desktop infrastructure. Provisioning a Tier III data centre is not a trivial undertaking and we wanted to ensure that we could provide secure 24/7 access without any performance bottlenecks what-so-ever.”

Mr Akbar had considerable hands-on experience with many of the leading enterprise-grade firewall solutions on the market. “There were only a handful of firewalls that could support our ambitious growth projections,” he says. “We eventually narrowed our short-list down to two competing brands, Fortinet and one other. Both vendors loaned us demo units which we set up for a comprehensive benchmarking exercise that simulated anticipated loads.”

Perfect match

“Advent One was perhaps the perfect candidate for our equipment,” says Ebony Williams, regional account manager – international at Fortinet’s Melbourne office. “They were anticipating significant growth, so scalability was a key factor. They, of course, wanted tight security and our NGFW capabilities are second to none. And they wanted to be able to run multiple sessions – the FortiGate 1000C can support up to 10,000 concurrent gateway-to-gateway IPsec VPN tunnels – so capacity was a major consideration.”

Fortinet provided the initial technical expertise to support the ‘proof of concept’ benchmarking exercise and the subsequent installation and configuring of the three 1000C gateways.

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“Fortinet’s team of system engineers were always available during the pre- and post-sales activities,” says Akbar. “Having their office close by made site visits and communications convenient but much of the provisioning was handled remotely. The SEs from Fortinet were especially proactive in showing our team how to configure the firewalls and set up the various features including traffic shaping, monitoring and reporting.”

Moving forward

Advent One now has enough capacity to fully support all of their new managed services customers. “We have many small, medium and large organisations subscribing to our various ‘as a service’ solutions and have thousands of concurrent sessions at any given time,” says Akbar, “with no bottlenecks or latency issues what-so-ever. Our larger enterprise customers like the idea that they have a dedicated virtual domain that they can monitor themselves. This multi-tenancy capability was a key consideration for us and it has given us a competitive edge in the marketplace.”

Advent One now bundles Fortinet gateways to their own ‘as a service’ customers. “Having a Fortinet gateway at both ends of the connection provides exceptional throughput without any compromise in security,” notes Akbar. “Plus we can offer the equipment on a contract basis which keeps initial costs for customers at a minimum. Our partnership with Fortinet is just beginning and we anticipate a stronger relationship as we build both our customer base and our own internal expertise on the Fortinet infrastructure. We are looking forward to a period of sustained growth and with Fortinet as our secure infrastructure provider we have every confidence of attaining our ambitious goals.”



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