



## Security7 Helps OCB Realize their Vision of a Secure and Reliable Network.

### Situation

Ophthalmic Consultants of Boston (OCB) is a healthcare organization dedicated to laser vision correction, optometry, and high-end optical surgery. Founded in 1969, OCB provides full spectrum care of eye services across seven locations, in addition to three specialized surgical centers. OCB maintains a staff of over 25 ophthalmologists and 300 staff members caring for over 150,000 patients annually with varying eye disorders and diseases. OCB provides excellent service for its patients and is an example of security in the health industry.

Faced with an aging networking solution, OCB was looking for a cutting edge, secure and scalable network security technology. The network needed to ensure that the organization remained HIPAA and HITECH compliant while minimizing the potential expense of downtime related to an outage or threat of service attack. OCB decided to partner with Security7 Networks – a managed security service provider – to provide a first-class security solution for its organization.

Security7 is an expert in delivering superior, next-generation multi-threat security solutions. An MSSP Fortinet Platinum Partner with a SSAE16 and UCS Certification, Security7 has the experience and solution set to deliver exceptional levels of support and service required for a project of this scope.

### Challenges

- Create greater network reliability
- Operate efficiently across all locations with only a small number of available IT personnel

### Objectives

- Generate a solution capable of future expansion
- Replace outdated network equipment with cutting-edge network security technology
- Interface with multiple other technologies including Managed Werx

### Deployment

FortiAP-221B  
FortiGate-100D  
FortiGate-111C  
FortiGate-200B  
FortiWifi-60C  
FortiWifi-80CM  
FortiAnalyzer  
FortiManager

### Industry

Healthcare

## Solution

Working with the OCB team, Security7 designed a top tier solution that ensured greater redundancy, security, and scalability. They deployed units across ten locations within the state of Massachusetts. Each location has multiple WAN connections primarily with private fiber and public copper broadband as a backup, allowing greater redundancy within the deployment at the site. Integral to the deployment was the ability to simply manage multiple policies and edit multiple WiFi SSIDs at each location to quickly address staff changes and evolving security needs. Previously, if there was a fail, a single device could put the entire network at risk. Now the units operate in High Availability active-passive pairs at locations and are generally matched with a FortiGate-100D or FortiGate-200B based on the performance needs of the environment.

Another driving feature of the Fortinet solution is the ability to cooperate with Security7's ManageWerx monitoring and management platform, which is deployed across ten locations in the state.

The solution was also crucial in helping OCB successfully comply with federal standards that protect patient information. The utilization of FortiManager and FortiAnalyzer for management reporting purposes helped OCB meet both HIPAA and HITECH privacy and security requirements.

## Success

OCB management said the solution greatly outperformed their initial T1 solution. "The difference between the initial solution and Fortinet is night and day," said Nick Pannoni, Director of Information Technology, OCB. "Fortinet simply beat out the competition on a price to performance basis. Because of the unique combination of speed, security and routing, it was no comparison." With the upgrade from the FortiGate-60C's each new FortiGate-100D is capable of running over 2G of traffic. Thanks to the Fortinet solution deployed by Security7, each OCB location enjoys more security, wireless LAN controller functionality, an efficient distributed environment and at the price point that was a simple choice over competitor's offerings. For Security7, Fortinet products are a powerful tool in its portfolio of security solutions. "It's a strong box, and for us there is simply no replacement," said Jay Smith, President of Sales, Security7 Networks.

"The speed combined with the available features makes it unmatched at its price point."

Jay Smith  
President of Sales  
&  
Fortinet MSSP  
Platinum Partner

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