FORTINET

MSSP'S CLOUD OFFERING ENHANCES SECURITY AND REDUCES CAPITAL EXPENDITURES

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>
> *– Brian Thomas, chief technology officer, Security7*

SECURITY 7

DETAILS

CUSTOMER: Security7 Networks
INDUSTRY: IT Services
LOCATION: East Coast United States

BUSINESS IMPACT

- Significantly reduced time-to-value
- Operational efficiencies
- Shifted expense from capital to operational budget
- Less hardware to manage

SOLUTIONS

- Fortinet FortiAnalyzer VM on AWS
- Fortinet FortiGate

Security7 Networks is a managed security services provider focused on delivering security and compliance services to small and medium-sized enterprises. Under the banner of Intelligence in Depth, the company provides an innovative suite of solutions — to identify risk and improve an organization's ability to defend against cyber threats. Intelligence in Depth is a cloud-based approach that supplements traditional security technologies, such as on-premises security appliances and modernizes endpoint security and managed SIEMs. This approach leverages the latest data science techniques to address today's sophisticated cyber attacks, while reducing management complexity.

The Security7 solutions apply overlapping layers of automated prevention coupled with rapid machine-learning detection techniques to mitigate security risks and lower conventional incident response times by orders of magnitude.

THE EVOLVING CHALLENGES OF IT SECURITY

Founded over a decade ago, the company started as a managed security service provider offering traditional managed network and security services using an on-premise model. Over the last several years, the company has observed the substantial shift in the way attacks are being executed; specifically identifying a marked increase in the sophistication and diversity of threats.

Brian Thomas, chief technology officer at Security7 commented, "As use of the cloud gained momentum, it was clear that continuing to rely on conventional on-premise measures for protection would not be sufficient. We saw the opportunity to create a more intelligent, cloud-based, distributed strategy that would alleviate the vulnerabilities for clients."

FORTINET IN THE CLOUD

As a long-time Fortinet partner, selection of the FortiAnalyzer VM was a key element of Security7's evolving cloud-based model. The virtual appliance is compatible with both Amazon Web Services and Microsoft Azure environments and is an integrated component of the Fortinet Security Fabric, providing unified protection from on-premise infrastructures into the cloud.

The FortiAnalyzer VM securely aggregates log data from both Fortinet appliances and other syslog-compatible devices. The appliance includes a comprehensive suite of easily customized reports, which Security7 staff filter to review traffic, events, virus attacks, web content and email data. Mining this information enables the team to determine the optimal security stance for each client and contributes to assuring ongoing regulatory compliance.

Security7 utilizes Fortinet FortiGate next-generation firewalls in its data center to deliver high-performance and multilayered security to its clients. "We use FortiGates for internal segmentation and perimeter defenses," described Thomas. "The FortiAnalyzer VM provides us with highly granular visibility across all of the FortiGates we have deployed."

COST SAVINGS AND EFFICIENCY

The move to offering a cloud solution has provided multiple benefits to Security7. "The time it takes to onboard customers has been greatly reduced," reflected Thomas, "We're looking at tremendous improvements in terms of efficiencies that we have gained."

He continued, "The ease-of-use and intuitive interface of the FortiAnalyzer VM make it very straightforward to bring new team members online and for them to be immediately productive."

Rather than having to be concerned about justifying investments in security as a capital expenditure, Security7's customers can now pay for the cloud resources as an operating expense. "The cloud allows us to offer a leased security-as-a-service model that provides our clients with highly predictable expenses. With a physical on-premise infrastructure, they were tied to a protracted time-to-value investment," observed Thomas. "For Security7, delivering a cloud solution has enabled us to operate our own business much more efficiently in terms of applying a straight operating expense model to everything."

He continued, "We can now offer our solutions on a monthly or annual basis. We like to make the fees predictable and easy to calculate so a customer knows the exact cost of adding new resources and capabilities."

The cloud environment also delivers greater peace-of-mind, Thomas shared, "Not having to worry about a large physical infrastructure is a huge boon to our business, and leveraging security-as-a-service and Fortinet cloud-based technologies has been a huge deal for us. Our cloud-based approach allows us to focus on adding value to the business."

FortiAnalyzer VM and FortiGates are mission-critical components of Security7's cloud strategy. "Fortinet has been a long-time staple for Security7. Fortinet's strong portfolio of integrated on-premise and cloud-based solutions enables us to offer seamless protection to our clients," Thomas concluded.

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