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Mexican Technology Company Secures 1,000 Service Stations With Fortinet Secure SD-WAN

Founded in 1994, ATIO® is a Mexican technology company that specializes in providing software and hardware solutions for the automation and control of fuel supply. ATIO® provides IT solutions for distribution, sales, and self-consumption organizations requiring safe and efficient fuel management, such as service stations, airports, transportation terminals, and private companies with proprietary vehicle fleets, among others. The company has its main operation in Mexico, and also has offices in Argentina and Miami to serve business in other regions of South America, the United States, and the Caribbean.

Technology is critical to effectively manage fuel supply, which requires high-level compliance, security, and control. For service stations, it is necessary to keep a detailed record of incoming and outgoing fuel as fuel is a high-value product. In Mexico, this activity is under continuous government supervision and regulations. For many years, fuel management was overseen by the national oil company. Then, in 2016, the Mexican government began to open the market to national and foreign companies.

Today, ATIO® leads the Mexican market share with its automation and control solution for fuel distribution, called ControlGAS®, installed in nearly 5,000 service stations and the solution FuelGATE® installed in more than 62 airports. Before 2018, the company realized that its value proposition was missing the security component, as the stations did not have an IT security tool and were vulnerable to attacks. ATIO® examined several offers on the market and chose the Fortinet Secure software-defined wide-area networking (SD-WAN) solution supported by FortiGate next-generation firewalls (NGFWs) to create a combined networking and security offer for its customers. ATIO® implemented Fortinet Secure SD-WAN in 1,000 service stations, with the future goal of deploying Secure SD-WAN across all 5,000 stations within three years.

A Secure and Scalable Solution

ATIO® offers a solution that includes control devices linked to its cloud-based applications platform, giving clients total traceability and control of all fuel management. Thus, they can know who consumed what and when, gather statistics, connect to enterprise resource planning (ERP) systems, and even detect alterations or fraud. Reliable connectivity and security are essential to support such a platform. An always-available internet connection is needed because the government requires the sending of the daily volumetric control, and it is mandatory to send regular consumption reports. Moreover, if a service station goes offline, it can no longer place fuel orders or view its inventory online.

At present, about 20% of stations have redundant internet links. Through Fortinet Secure SD-WAN, the company was able to deliver secure and highly available connectivity to these stations, as the platform activates the backup connection

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Details

Customer: ATIO®

Industry: Technology

Location: Mexico

Business Impact

■ Scalable solution that allows easy implementation and integration of new service stations with the existing platform

■ Real-time visibility of security events and incidents

if the main one fails. Previously, if there was an internet link failure, the IT team would have to go to the site to physically check what was happening. Now, the team receives the report, and the solution proceeds automatically by connecting the functional link.

In terms of security, most of the service stations were at a basic level, resulting in several incidents that jeopardized operations and compromised information. With Fortinet's solution, the company deployed a network and cybersecurity architecture that incorporates perimeter security through FortiGates installed at each service station. Furthermore, Fortinet Secure SD-Branch was integrated based on FortiSwitch and FortiAP devices, which provides security and stability to the service stations' wireless connectivity.

"Fortinet allows us to have secure and reliable online transactions. We've experienced no failures, with full visibility, and communications tracking. We need this support to ensure high-efficiency operations for our customers," says Edgar Díaz, general manager of Hardware Division at ATIO®. "With the new government regulations now in place in Mexico, Fortinet has a comprehensive and scalable solution allowing us to meet market demands and have our clients in compliance."

Thanks to the solution's flexibility and scalability, ATIO® can simply deploy Fortinet's networking and security platform, and manage the setup in minutes at a security level on par with those already installed in other locations.

Powering Performance and Productivity

Fortinet's solution has allowed ATIO® to make constant improvements to its clients' operations and reduce the risks of connectivity outages at locations. Through FortiManager and FortiAnalyzer, it can gather information to create reports, benefit from real-time visibility over the network to monitor its status, and manage events and security incidents at each site, with centralized alerts and notifications. "The Fortinet [Security] Fabric solution delivers an instant record of what is happening on the network. This facilitates time-sensitive decisions, optimizes network performance, and gives us more control over incidents," explains Díaz.

Likewise, ATIO®'s IT team now has more time to perform other tasks, considering how easy it is to manage Fortinet's solution, and many features can be automated. Before, implementing security policies in several service stations meant having to visit each one of them. Now, everything can be handled from a single location, and policies are implemented immediately at the required sites. "The Fortinet [Security} Fabric solution allows us to optimize both time and work, plus it provides us with greater autonomy in what we do," enthuses Díaz.

Business Impact (contd.)

- Centralized network management

- Seamless and transparent communications at service stations with redundant internet connectivity

Solutions

- Fortinet Secure SD-WAN
- Fortinet Secure SD-Branch
- FortiGate
- FortiSwitch
- FortiAP
- FortiAnalyzer
- FortiManager

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