

CASE STUDY

Automotive Software Solutions Provider Revs Up Its Customer Security With Fortinet

In the United States, automotive and truck fleets help run the economy. And CDK helps run automotive and truck dealerships. CDK is the largest provider of customer-facing and back-end turnkey software solutions for these businesses and their solutions are built on Fortinet.

“We offer a product called Network Protect, and in the middle of that is the heartbeat, which is Fortinet,” says Mark Dante, subject matter expert for cybersecurity at CDK Global. “Our solutions come in different flavors for automobile truck, and heavy equipment dealerships; they include the FortiGate Next-Generation Firewall (NGFW), a management solution, and a security operations center (SOC). Fortinet enables us to provide both traditional and next-generation cybersecurity measures that not a lot of our clients know about.”

Helping Small Businesses Overcome Big Threats

The majority of CDK’s customers are small in size, and consequently may not have the resources, personnel, or expertise to comprehensively protect their networks. “The Fortinet solution is very important, because it does a number of things for our customers that they do not have to do on their own,” says Dante. “They do not have to piece their security together, which is difficult. And Fortinet does a great job of helping us customize their solutions for our customers.”

Fortinet enables CDK and its customers to stay ahead of today’s rapidly changing threat landscape. “These days, there are so many threat vectors out there, it is hard to keep track of everything that is happening,” says Dante. “The Fortinet solution provides protection in a lot of places, which is very important in a very diverse offering. And the support behind it is excellent as well. Of course, it is industry-leading technology, and we like to use only best-of-breed products in our solutions.”



CDK GLOBAL

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– Mark Dante, Subject Matter Expert for Cybersecurity, CDK Global

Details

Customer: CDK Global

Industry: Automotive

Location: Hoffman Estates, Illinois

Business Impact

- Easier to customize security solutions for customers
- Increased cybersecurity confidence through elite threat intelligence and research
- Provides comprehensive security, so customers are assured that all threat vectors are covered
- Supports ongoing company growth

Using Industry Leadership to Get to the Winner's Circle

CDK tested a wide range of different security solutions before choosing Fortinet. "We like FortiGate because it really performs well," says Dante. "It is a leader in the industry, and many other companies are purchasing Fortinet solutions. And its advanced technology includes an ASIC processor with high-speed throughput, which separates it from the other solutions out there today."

Another advantage that CDK gains is the fact that Fortinet actively investigates and pursues threats, instead of farming out—or phoning in—their efforts. "With their FortiGuard Labs division, Fortinet actually does their own research and work, instead of using third-party pieces and open-source free things to piece security together," says Dante. "That is important to us, because it assures us that Fortinet understands the threats out there, and is making sure that their devices are able to thwart them."

Down the road, Dante sees Fortinet as a key contributor to their ongoing success. "We have about 1,000 customers, we are still growing strong and hitting our stride, and we anticipate more to come. We hope that our partnership with Fortinet will grow over the years."

Solution

- FortiGate Next-Generation Firewalls

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