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Major Home Goods Retailer Deploys Fortinet Secure SD-WAN & SD-Branch To Improve Network Protection and Performance

A major Asian home goods retailer offers a comprehensive range of smart home solutions. These include furniture, home textiles, household products, home appliances, and audiovisual products. Across its retail footprint, the retailer employs more than 800 people. They all rely on the company's network of point-of-sale (POS) systems, Wi-Fi networks, and servers that host applications and databases, which contain consumer financial information and other sensitive and business-critical data.

The retailer needed to optimize its network infrastructure, both to protect its users, applications, and data from cyber threats and to ensure a consistent user experience at all its locations. This was a challenge, as the retail industry has become a frequent target for cyber criminals, and many retailers have been the victim of a data breach. With continued digital innovation, retail networks are increasingly distributed and include more supply chain partners. This increases the number of points of entry into the network and the types of vulnerabilities hackers can exploit. As retail cybersecurity becomes more complex, businesses such as this home goods retailer are finding it increasingly difficult to simultaneously meet their networking performance and security needs.

Opting for a Security and Networking Leader

Taking a holistic approach to the problem, the retailer wanted to identify a security provider that could offer a wide range of scalable and reliable solutions and features. In its search for providers, the retailer found that Fortinet was the only cybersecurity solutions vendor in the leaders' quadrant of the Gartner Magic Quadrant for both next-generation firewalls (NGFWs) and software-defined wide-area networking (SD-WAN) solutions.

This finding supported the retailer's experience with Fortinet: A few years ago, the company deployed enterprise-grade FortiGate NGFWs to protect its on-premises network infrastructure and was highly satisfied with the security performance and throughput of the FortiGate NGFWs.

Secure SD-WAN Provides a Secure, High-performance WAN Edge

Deployed at the edges of the retailer's store networks and in its corporate data center, Fortinet Secure SD-WAN together with FortiExtender enable deep application identification, including encrypted traffic and dynamic multi-path steering across hybrid connectivity options—multiprotocol label switching (MPLS), 4G Long-Term Evolution (LTE)/5G, or broadband.

This provides both networking and security benefits. From a networking perspective, the retailer can access all of its available WAN connections through a single, consolidated overlay link. Fortinet Secure SD-WAN automatically applies business rules to ensure that critical retail applications—such as the POS system—get priority bandwidth and connection quality. The Secure SD-WAN solution also fails over automatically to a backup link in sub-second, if the primary WAN link fails.

"As part of the Security Fabric, Fortinet's SD-WAN capabilities have integrated our distributed WANs, routing traffic and providing our employees with secure and reliable network access. With Fortinet, we can manage our WAN and security systems from a single interface. As our trusted partner, Fortinet has given us peace of mind."

– General Manager, Major Home Goods Retailer

Details

Customer: Major Home Goods Retailer

Industry: Retail

Location: Asia

Business Impact

- Improved employee experience through secure, reliable connectivity across the retail footprint

- Greater operational efficiencies through centralized visibility and control of the entire security infrastructure

From a security perspective, Fortinet Secure SD-WAN performs the inspections at the network edge, eliminating the need to route all branch traffic through the retailer's corporate data center firewalls. This minimizes latency, which can significantly improve user experience, especially as WAN traffic increases.

Secure SD-Branch Provides Core of Distributed Retail Connectivity

The retailer has also extended its Secure SD-WAN solution into the retail networks, implementing the Fortinet Secure SD-Branch solution. FortiAP Wi-Fi access points and FortiSwitch secure Ethernet switches are integrated with the Fortinet Secure SD-WAN devices at each shop to provide secure access from users' desktops and mobile devices to the edges of the network.

Easier Management From Anywhere

By opting for the Fortinet Security Fabric solution, the retailer has gained centralized visibility and control over its Fortinet infrastructure, without sacrificing efficiency or user experience.

FortiManager is a centralized management solution that provides unified policy management and enables streamlined management to reduce complexity. It simplifies policy optimization and centralizes the management of data center NGFWs as well as the Secure SD-WAN devices. By simplifying management for limited or under-resourced administrators and staff, fewer administrative hours are required, reducing the total cost of ownership (TCO).

Providing a true single-pane-of-glass from within FortiManager, FortiAnalyzer offers advanced logging and reporting capabilities, analytics across the Fortinet Security Fabric, and security automation, which improve the efficiency of network and security operations.

Peace of Mind, End to End

The retailer reports that the migration to the Fortinet Security Fabric solution was smooth and has achieved the company's goals. Daily administration and maintenance tasks are now simpler and more transparent.

"Fortinet helps us secure our network and improve its performance for our retail shops and data center," says the retailer's general manager. "As part of the Security Fabric, Fortinet Secure SD-WAN has integrated our distributed WANs, routing traffic and providing our employees with secure and reliable network access. With Fortinet, we can manage our WAN and security systems from a single interface. As our trusted partner, Fortinet has given us peace of mind.

"Fortinet is definitely our partner of choice," the general manager adds, "providing us with an end-to-end security solution and a single point of contact. This not only saves our IT resources, but also enables us to optimize our network and make it more powerful, scalable, and reliable."

Business Impact (contd.)

- Enhanced retail network scalability through zero-touch deployment of integrated Security Fabric components

Solutions

- Fortinet Secure SD-WAN
- FortiGate
- FortiSwitch
- FortiAP
- FortiManager
- FortiAnalyzer
- FortiExtender
- Fortinet Security Fabric

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