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– John Williams,
Product Marketing Manager,
Node4

NODE4

Node4 Makes Enterprise-Class Protection Available to Companies of All Sizes

United Kingdom-based Node4 is a leader in providing fast-growing organizations with access to the most effective and flexible IT infrastructure and solutions to support their operations; leaving them free to focus on running their businesses. The company provides a comprehensive suite of colocation, cloud, collaboration, and managed security services, utilizing three world-class data centers connected using a high-performance multiprotocol label switching (MPLS) network.

Dreaming Big

Part of the strategy that has fueled Node4’s dramatic success is to offer businesses a wide range of enterprise-class solutions that would ordinarily be out of reach: The complexity, expertise needed, and sheer magnitude of the investment required frequently make it impossible for most young businesses to implement many of the best-in-class technologies they critically need. John Williams, Node4 product marketing manager, described, “We’ve invested in the technologies, the facilities, and the people to enable us to offer these capabilities at an affordable price point. On top of this we provide clients the ability to participate at a level that suits their current needs but then can scale and adapt as business expands and requirements change.”

He continued, “However, in order for any new component to be considered viable it’s imperative that it can seamlessly integrate into our current environment without imposing limitations on our innovation and business objectives.”

A core component of Node4’s services portfolio is security: “We work with clients to determine their needs for protection and then architect the optimal blend of solutions to provide what’s needed,” explained Williams. “We’re always evaluating new technologies to incorporate into our offerings. We identified a big opportunity to extend our existing capabilities and offer clients the benefits of next-generation firewall (NGFW) solutions.”

Details

Customer: Node4

Industry: Information Technology

Headquarters: Derby, England

Solutions

- FortiGate 1500D
- FortiAnalyzer
- FortiDDoS
- Fortinet Developer Network

Business Impact

- Provides clients with state-of-the-art protection at compelling price points
- On-demand scalability for fast-growing customers
- Faster service provisioning and customer segmentation
- Ability to deliver integrated security across physical, cloud, and virtual environments

The Benefits of Focus

Before making an investment in any new solution, the company's approach is to do a market assessment and create a list of the features that will bring the most benefit to its clients.

"We began our search for a NGFW partner by evaluating offerings from several hardware providers including Fortinet," recalled Williams. "On further investigation it became evident that the combination of excellent technology and pricing, as well as the ability to intuitively manage the devices made the FortiGate enterprise firewall models a compelling solution for us."

He added, "There were clear benefits from dealing with a company that solely focuses on security – there are no distractions or priority conflicts – everything Fortinet does relates to security. Its focus on managed security service providers and integrated portfolio of security solutions enables us to quickly bring new services to market and maintain a competitive edge."

Node4 purchased two FortiGate 1500D appliances and these are utilized in the company's N4Protect and N4Protect+ service offerings that provide customers with a state-of-the-art NGFW, supporting multiple protocols and security standards. With some clients preferring physical servers and others comfortable using virtual devices, the FortiGate's ability to simultaneously handle multiple domains – utilizing a common operating system – was another major advantage for Node4.

The FortiGate appliances are cornerstones of the Fortinet Security Fabric, a tightly integrated security strategy designed to deliver market-leading protection without compromising agility or performance. "There are many emerging technologies – including IoT, virtualization, and the proliferation of cloud-based services – that are increasing the complexity of securing our environment," stated Williams. "The open architecture of the Security Fabric supports the integration of best-in-class components into a single, integrated framework that enables us to rapidly detect and mitigate threats wherever they occur."

Secrets of Success

A key success factor for all managed security services providers is to select technologies that can be leveraged across multiple clients to provide economies of scale. This sharing of individual resources across many customers – known as multi-tenancy – relies on the ability to appropriately segment services and data between disparate users. "The FortiGate architecture enables us to deliver consistent levels of service to our multi-tenancy clients. Coupled with the ease of creating virtual domains (VDOMs), we can build the segmentation necessary to get new customer

services up and running very rapidly," observed Williams. "And quickly instill the confidence that their data is secure."

For Node4 clients, another attractive benefit comes from being able to gain access to best-in-class services without the outlay of working capital. Customers engage on a subscription basis, using operating expenditure funds, thereby conserving precious capital expenditure resources. "The FortiGate range and its pricing structure are very aligned with how we position NGFW-related services to our own clients," described Williams.

The two FortiGate 1500D models are deployed in a high-availability configuration, enabling Node4 to provide business continuity assurances to its clients. "We're able to offer features that would be completely cost-prohibitive for most smaller companies," commented Williams. "And as clients grow, the phenomenal capacity of the FortiGates facilitates the scaling of bandwidth, as well as helping to add new features if they're needed."

Since the original purchase of the FortiGate platform, Node4 has implemented additional security services: "We've created a completely new offering – the N4ProtectDDoS service – utilizing Fortinet's FortiDDoS Attack Mitigation platform to protect customers against distributed denial of service (DDoS) attacks by configuring individual Service Protection Profiles [SPPs]," noted Williams. "We've also introduced a FortiAnalyzer to offer customers heightened awareness by automatically generating reports and keeping them informed of security events on their network."

Node4 also subscribes to the Fortinet Developer Network; a community built to help practitioners further optimize the effectiveness of Fortinet solutions.

Node4's portfolio of Fortinet solutions provides protection and awareness across the distributed network and data center, and into the cloud. As key components of the Fortinet Security Fabric, each module facilitates the isolation of individual Node4 clients and collectively provides end-to-end segmentation to reduce the risk from advanced threats.

Williams concluded, "Node4 attracts clients that don't have the time, expertise, and/or resources to build out the IT infrastructure that they need to support their business. Data integrity is a major consideration for all of our accounts. By deploying a range of scalable, multi-tenant Fortinet-based security services, we can immediately address clients' security concerns and offer access to fully managed, leading-edge protection that otherwise would be unattainable for them; and do so at a highly competitive price point. The whole package is very compelling!"



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