

CASE STUDY

Fortinet Provides Improved Security—and Confidence—for Bank and Its Customers

It is a fact: Before customers put their money in a particular bank, they need to believe that their money is going to be safe, secure—and protected. If they do not feel this way, they can always take their business to another bank. And Julie Marvin, senior vice president and information security officer at Southern Bank, has never lost sight of this basic insight. “I do not want our customers to have to think about whether their money is secure with us,” says Marvin. “That is why it is important that we use products like [those from] Fortinet that can make people feel comfortable with us as a financial institution.”

Keeping up With—and Staying Ahead of—a Fast-changing Security Environment

Marvin has been in information security for the past 15 years. One thing she loves about her job is that it is always in a state of flux. “It is always different,” says Marvin. “I cannot get too comfortable; it definitely keeps me on my toes, and keeps me interested.”

“It is a great field to be in as a woman, because you are allowed to be smart and nerdy, and can show off your skills. It is so exciting to be able to speak your mind and it is welcomed.”

Her job is constantly changing because the threat environment is constantly changing. “Everybody always asks me what keeps me up in the middle of the night, and I cannot give the same answer from day to day,” says Marvin. “I worry about what could be the next big thing. Is it going to be me that shows up on the news? Or my company? Banks are always a target, because, as the saying goes, that is where the money is.”

To secure her bank—and get a better night’s sleep—Julie has deployed Fortinet security solutions. “We just recently started using Fortinet a few months ago,” says Marvin. “We made a good choice with Fortinet, because it is obvious to me that we are now seeing a lot more activity. It makes me wonder about all the things that we may have missed in the past.”



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Details

Customer: Southern Bank
Industry: Financial Services
Location: Mount Olive, North Carolina

Business Impact

- Improves security through better visibility into traffic
- Provides enhanced alerting, to monitor external and internal security threats
- Helps bank track possible security incidents that they were unable to detect previously
- Assures customers that their money is safe

Greater Visibility into External and Internal Threats

Fortinet gives Southern Bank customers even more assurance that their money is safe. “Our customers rely on us, and with Fortinet, they do not have to worry about security,” says Marvin. “Otherwise, if security is a concern for our customers, it is a problem for us.”

With Fortinet, the bank has protection from threats of all types, outside and inside. “Because Fortinet is next-gen, we are able to get more insight into who is hitting our network and what sort of traffic we are getting,” says Marvin. “After we moved a lot of our infrastructure into the Fortinet DMZ, we started seeing information from external and internal sources as well as third-party traffic. I have been really impressed by the alerting that I am getting from Fortinet.

“Internally, I am seeing my employees, my staff, and what sort of traffic they are generating. I can be proactive about blocking things like web mail and things like that. It has been really fortunate that we now have better insight into those things.”

Solution

- FortiGate Next-Generation Firewalls

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