

CASE STUDY

Island Nation of Niue Standardizes on Fortinet Networking and Security

Niue is an island nation located in the center of the triangle of nations made up of Tonga, Samoa, and the Cook Islands. Located 2,400 kilometers northeast of New Zealand, Niue has a population of fewer than 2,000 and is a self-governing state in free association with New Zealand. As such, its citizens are also citizens of New Zealand. Niue is a highly connected country with a 4G network and fiber-optic cable around the island connecting its 14 villages with landline phones and ADSL internet. It has a primary school, a high school, and a hospital with modern facilities.

Telecom Niue provides networking and IT services for the government of Niue. The network connects the government and public services, including the schools, hospital, and airport. As part of the government's aim to deliver fast connectivity across the island, Telecom Niue needed to upgrade the island's existing networking and security equipment.

Roy Pavihi, CIO, Telecom Niue, says, "The previous solution included various types of technology from a number of different vendors. It was essential to upgrade and standardize on a less complex solution that would be the right fit for the Niue government."

Reducing Complexity With a Single Vendor

The complexity created by having multiple types of hardware and software solutions meant that Telecom Niue faced significant costs to manage and maintain the networking and security solution. The team wanted to standardize with a single vendor to reduce this complexity while delivering an easy-to-manage solution that would deliver fast, secure internet across the island.

Roy Pavihi says, "It was challenging to maintain and provide services with outdated equipment. It was important to upgrade to modern solutions, standardize on a single vendor, and be able to easily manage the solution within the capabilities of the Telecom Niue team. Bearing in mind that Niue is a small nation, it was important to find a solution that was appropriate and Niue-centric."

Telecom Niue went to tender with a scoring system that made it easy to see that Fortinet was the correct choice. The Fortinet solution was both easy to use and manage, and fell within Telecom Niue's budget. Most importantly, the FortiGuard security services and features offered by the Fortinet solution were an exact match for Telecom Niue's requirements.

Pavihi says, "Telecom Niue chose Fortinet to deliver the entire government system of networking devices and firewalls. The team worked with a support team in Wellington to set up and test the solution before rolling it out on a live government network. This was a key component of the rollout; it was essential to ensure that the solution was working how we expected it to. This process was seamless. After six months of extensive testing, including penetration testing, the system was rolled out and we haven't faced any issues since then."



"Having Fortinet networking and security solutions installed across the entire country means we can protect our end customers from attacks and ensure safe, secure communications. This will continue to benefit the Niue people well into the future."

– Roy Pavihi, CTO, Telecom Niue

Details

Customer: Island of Niue

Industry: Government

Location: Niue

Business Impact

- Improved network performance and reliability
- Improved security and threat prevention
- Lower costs and easier to manage than previous solution

Reliable, Easy-to-manage Solution Saves Costs

The Fortinet Security Fabric platform offers monitoring, management, and maintenance centrally via a single pane of glass, presenting significant benefits for Telecom Niue.

Pavihi says, “For a long time, Telecom Niue was looking for a way to control the networking and security from a central location and now we have that with the Fortinet Security Fabric. It’s extremely convenient to have everything standardized on Fortinet solutions. One of the biggest benefits has been that the team doesn’t have to physically be present to resolve issues, which saves on travel time. Instead, the team can manage the network with the click of a mouse or a few buttons on the keyboard.”

Telecom Niue is also saving on licensing costs, which has freed up financial resources to be allocated elsewhere. Instead of paying for licences, Telecom Niue can direct that money toward other technology upgrades and resources within the business.

Protected Against Known and Unknown Threats

Pavihi concludes, “With the Fortinet solution, Niue now has fast internet that is secure and serves the schools, hospital, and entire island. The solution has been proven to work; in late 2020, a malware attack was launched against Niue, and the Fortinet security solution protected the island. It was clear that, if this technology had not been in place, the island would have been hit by that attack. This saved a lot in terms of cost and a potential data breach because the attack was halted before it reached our network.

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Solutions

- FortiGate
- FortiAP
- FortiSwitch
- FortiNAC
- FortiManager
- FortiClient EMS
- Fortinet Professional Services for solution design and deployment assistance

