

UTM Solution = Revenue Generator For Security Integrator

A security solutions provider lands a \$175,000 project with a credit union.

BY CINDY DUBIN

UTM (unified threat management) solutions seek to combine essential and common security functions such as firewall/virtual private network (VPN), intrusion prevention system (IPS), antispam, antivirus, content filtering, data loss protection (DLP), and vulnerability management capabilities. “For years, we watched the security market evolve, and now multiple products on a single application is what customers want to take advantage of today,” says Lisa Carter, president of SpartanTec, Inc., a boutique security solutions provider. “Financially, UTM makes more sense than a point solution.”

An Unusual Selection Process

An on-site UTM is what made sense for a credit union client of SpartanTec. Earlier this year, the multilocation bank was, like most other companies in this recession, looking to cut money from its budget. Carter says the credit union was using single-point security solutions that were the best of the best, which equates to expensive pricing. “With point solutions, customers pay an up-front capital expense and then have annual expenses related



THE FORTiOS 4.0 SOFTWARE SOLUTION INCLUDES THE FORTIGATE-1240B CONSOLIDATED SECURITY APPLIANCE WITH INTEGRATED PURPOSE-BUILT PROCESSOR TO DELIVER SECURITY THROUGHPUT AT SWITCHING SPEEDS.

to ongoing maintenance,” explains Carter. “This client wanted to save money but still have the maintenance protection it was used to receiving and ultimately decided that

a UTM solution would fulfill those requirements.”

There are but a handful of UTM solutions providers, and the credit union did its due diligence in evaluating all the vendors’ product offerings.

“This was kind of a unique bidding process in that the credit union was more interested in choosing among vendors rather than VARs,” says Carter. “So, really, we were not competing against any other VARs for the job. Once the credit union chose the Fortinet UTM, based on the vendor’s years in business and number of product lines, we were introduced to the account as the integrator this past April.”

Fortinet’s FortiOS 4.0 UTM solution incorporates its own application-specific integrated circuit (ASIC) chip technology to accelerate performance of antivirus and other security functions for real-time network protec-

tion. The solution incorporates a complete content protection (CCP) offering for reassembling packet-level payloads in real time at gigabit network speeds into application-level objects, such as files and documents. The reassembled objects are scanned and analyzed against a dynamically updated list of thousands of viruses and worms. The FortiGate-1240B consolidated security appliance integrates the FortiASIC network processor into the FortiGate system to deliver security throughput at switching speeds. The unit’s size and memory are needs-based.

DLP In Demand

The FortiOS 4.0 also features DLP, which happened to have been a point solution that was lacking for the credit union, explains Jim Claypool, a SpartanTec engineer. DLP systems have become more critical to companies for their ability to identify, monitor, and protect data in use, in motion, and at rest by detecting and preventing unauthorized use and transmission of confidential information. According to a study published by the Radicati Group, *Data Loss Prevention Market, 2010-2014*, even though the overall IT market has slowed down due to the weak economy, the market for DLP software will grow an average of 25% per year over the next four years.

As part of the FortiGate multithreat network security platform, the credit union has access to a DLP that uses a pattern-matching engine to identify, then prevent the communication of sensitive information outside of the network perimeter. In addition, the DLP technology also provides audit trails for data and files.

“The new solution is providing much-needed alerts and reporting, such as posting information to web2.0 sites and the control of instant-messaging software,” says Carter. “It also better protects them from the release of confidential information without authorization via email.”

The credit union invested approximately \$175,000 in the Fortinet UTM, which includes a three-year purchase maintenance contract. “This money came from the client’s maintenance budget for the single-point solutions,” says Carter. “Overall, the credit union claims to have reaped a 25% to 30% savings from the UTM compared to the cost for an annual maintenance contract that is typical in the industry for point solutions.” ●