FERTINET

Lexel Systems Ltd.   LEXEL

MSSP Standardizes on Fortinet for Customer Managed Firewall Offering and Internal Infrastructure

Situation

Lexel Systems Ltd is one of New Zealand's leading IT infrastructure solutions partners with 22 years of history and 100 employees. With the vision to improve its clients' future through technology, consulting, services and translating success into a long-term, mutually rewarding relationship, it was important for Lexel to take a closer look at its network security solution it was offering customers. Along with this, they also planned to update its internal firewall because the previous solution was not handling the company's rapid growth.

Having critical services going across the internal firewall as well as protecting the network of its customers, Lexel knew the importance of having a secure network security solution that would protect its internal network and its customers' network. The network had to be up at all times and had to be able to allow the IT staff to easily and securely connect to customer networks when needed. Additionally, as Lexel's internal network grew along with its customer base, it was important for them to select a network security vendor that would be able to keep up with its growing business. Having a security solution that was scalable and would allow for easily adding network security functionality at a later time without having to overhaul the network infrastructure was also a must have.

Solution

After a thorough search of firewall vendors in 2006, the Fortinet® FortiGate® appliances were selected because of the product lines' easy deployment scenario which allowed for multiple WAN connections no matter the size of the FortiGate appliance. The range of appliances from large to small, all with the same graphical user interface, was another selling point as well as the enterprise level functionality available in the smaller appliances. Lexel wasn't limited to the number and types of security functionality because of the size of the appliance they were deploying.

Due to the company's rapid growth during 2009, Lexel needed to upgrade its solution and it made absolute sense for Lexel to continue their relationship with Fortinet. To replace the previous production FortiGate-80 appliance, Lexel deployed two FortiGate-110C appliances in active/active high availability mode within its datacenter, each connected to two distinct fiber based Internet links provided by different service providers. With two FortiGate appliances up and running, the IT team at Lexel doesn't have to worry about network downtime or service provider outages. If a problem arises, the second FortiGate appliance automatically defaults into failover mode.

The FortiGate-110C appliances are being used as the internal firewall for the company's headquarter office, as well as the platform to provide core Lexel service offerings from its Service Desk (remote control and helpdesk) and Managed Services (remote monitoring and management). Lexel also trunks session initiated protocol (SIP) voice traffic across the equipment – a function that requires only the best solution to avoid voice degradation.

Further, Lexel has standardized on the FortiGate product suite as the on-premise customer solution to its managed security offering, "Lexel Guardian" which is targeted at medium sized businesses.

In addition, Lexel leverages the FortiAnalyzer™ and soon FortiManager™ to centrally manage and report on this managed service offering to customers. With mission critical information located at customer sites

Challenges

- Rapid company growth

Objectives

- Updated internal firewall
- 100 % network uptime

Deployment

FortiGate-30B
FortiGate-50B
FortiGate-60B
FortiGate-80C
FortiGate-100C
FortiGate-110C
FortiAnalyzer 800B

Industry

MSSP

A product is only as good as its implementation and the FortiGate appliances are very easy to implement and manage.

– Noel Simpson
Chief Executive Officer

Lexel

or critical services being delivered across those links, it was imperative that Lexel had a firewall solution that simply delivered.

"A product is only as good as its implementation and the FortiGate appliances are very easy to implement and manage," said Noel Simpson, CEO at Lexel. "Once the FortiGate appliances were deployed they were up and running. There were no problems that needed special attention.

Success

Since deploying the FortiGate appliances, much of the time and effort traditionally spent on maintaining the network can be spent on more strategic activities. Due to lowered network management overhead, intuitive interface and the standardized approach, Lexel has been able to simplify its network while becoming more efficient. "We don't need to have team members dedicated to just managing the appliances. With lower management overhead, they can easily manage the appliances and do other work which makes them more valuable to the organization," added Simpson.

The flexibility to upgrade or add new services without having to overhaul the network is a great benefit to the company and its customers. Instead of having to find new vendors to work with, redeploy and reconfigure products if additional security features want to be added, the Lexel staff now just has to turn on additional functionalities. Not only does this save time and headaches for the network security staff, but it makes the company much more valuable. If customers ask for more functionality, it's easy enough for Lexel to add the functionality as a new offering.

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