In partnership with

F:RTINET®

Go to Market Tools

Service Overview: Value Proposition

Products and Services

Fortinet Fortigate Appliances, MSP Partners' vertical experience and expertise

Gain Creators

Flexible adaptable networking, ubiquitous security, SaaS optimisation, application performance, support digital ways of working and digital transformation efforts, support rapid deployment and pop-up locations.

Pain Relievers

Reduce business risk (security/downtime), reduce business costs, improved speed of service for customers, get connectivity to sites faster

Proposition Suggestion

"Your teams are using new digital ways of working to provide a personal and unique experience to your customers. They use multiple devices, working on mobile or tablet devices and spending less time sat at fixed workstations. Staff are working remotely and business data has moved to cloud-based SaaS applications. There is more dependence on reliable Internet access than ever before. Has your network evolved to keep up?"

Service Overview: Executive Summary

Customer Challenges

Businesses are consistently looking for ways to decrease costs across the IT estate. At the same time, security, compliance, application performance and availability are top of mind on the business risk register.

Businesses are looking to deliver digital transformation initiatives and improve productivity and communication between teams and enable flexible working. These changes all impact where people work, where data is stored and the overall user experience.

Wi-Fi and Internet access are now mission-critical pieces of infrastructure, where it once was a convenience.

The business needs a modern network infrastructure which becomes the secure, flexible foundation to power the next stage of growth.

Service Overview: Executive Summary

Secure SD-WAN Service

Our Secure SD-WAN service has been designed to ensure that your business connectivity is always available and prioritises the application performance. It ensures that the right applications have the right priority on the network, ensuring a great experience for internal and guest users. Whether they're connected at the desktop or working on WIFI using tablet or mobile devices, our SD-WAN service keeps everybody secure and productive. SD-WAN adapts over time as needs change.

Our service is built on Gartner Magic Quadrant leading technology from Fortinet, combined with the partners' experience and expertise of delivering Wide Area Networks. SD-WAN helps tackle three main challenges with current WAN solutions.

Service Overview: Managed SD-WAN Service

SECURITY

Traditional Wide Area Networks are built on MPLS and are typically designed to allow every office to talk to every other office for maximum communication flow. Internet Access is usually centralised through a single set of security devices and there is only one secure way in and out of the network. This approach has great benefits but also increases the risk of spreading dangerous malware and viruses throughout the organisation. A machine infected with a virus in one office can soon be replicated across the entire organisation and the security devices can be powerless to stop it.

SD-WAN is different. Every office is fully equipped with a Next Generation Firewall (NGFW). This means that every location has full security screening for any data going into or out from that location. Whether that's out to the Internet or internal to the organisation, security is applied to every activity which takes place. This reduces your business risk of data breaches.

Service Overview: Managed SD-WAN Service

APPLICATION PERFORMANCE

Traditional Wide Area Networks are manually optimised for traffic flow by classifying business applications into a couple of categories e.g. 'Voice', 'Video' and 'Internet'. Policies are applied to these traffic types which determine how much priority one should get over the other in the event that the network is busy.

The challenge is that, as more applications have moved to the Cloud, more and more traffic just looks like "Internet Browsing" to these traditional systems. They struggle to differentiate mission critical access to services like Office 365 and Salesforce as these are all just "Internet Applications".

SD-WAN is different. We can detect over 3,000 applications and dynamically optimise the network to ensure your team are getting the very best experience. We have a full Cloud Application database which is continually updated to help us detect mission critical applications running in the Cloud and apply the appropriate experience for your team. This technology ensures everyone in your team is empowered to be fully productive.

Service Overview: Managed SD-WAN Service

INSIGHT

Traditional Wide Area Networks provide limited information when it comes to applications and gaining deep insight and building analytics is challenging. Typically this is achieved by exporting data to a 3rd party system for reporting.

The challenge here is that customers grow and change all the time. Their needs from a network develop as the business evolves and new applications are deployed. Without real-time insight into network performance, it can be difficult to assess the consumption by application. In addition, identifying unapproved applications is not possible without additional systems being deployed.

SD-WAN is different. The traffic patterns for all locations are reported centrally into a single dashboard. At a glance we can identify the network usage at every location and then dig down to see which applications are using how much of the bandwidth. We can control monitor the growth of applications over time, identify anomalies and immediately identify and block unapproved applications.

We can monitor the devices for compliance to our baseline security policy and ensure every location adheres to the standards which we have set.

Service Overview: Key Features & Benefits

Feature	Benefit
Security	Next Generation Firewall at every location protects all users from internal and external threats
Application Intelligence	Over 3000 apps can be detected and prioritised on the network automatically according to your needs
4G/5G Rapid Deployment	4G and 5G connectivity enables you to get new locations up and running whilst the fixed line connectivity is being installed. Perfect for pop-up retail outlets.
Network Optimisation	Use those "Failover" circuits. Business data can be sent across primary and secondary connections maximising your investment in the current site connectivity. In the event of a line failure, our application intelligence will ensure key applications have priority.
Centralised Management	A single set of security policies and device health standards is managed in one location for all devices. Reduces the risks of downtime and security breaches
Analytics and Reporting	Regular monthly reports are published so that you can see how your network is supporting your business goals. This can help you plan for new applications, technology deployments or simply right-sizing the connectivity for your next location.
Optimise your SaaS Apps	Internet traffic for SaaS applications can be used directly from each location. Each location has a Next Generation Security Firewall (NGFW), we can optimise their experience for SaaS apps by connecting the site directly to the Internet. Reduce contention on the WAN without compromising security.
Managed Service Flexibility	SD-WAN is available as a fully managed and monitored service 24x7x365 or with co-management enabling you to make changes when you need.