FortiSASE Customer Success Stories

The Benefits of Single-Vendor SASE

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Executive Summary

Secure access service edge (also known as SASE and pronounced "sassy") is a relatively new cybersecurity industry solution composed of security service edge (SSE) and software-defined wide area network (SD-WAN). SASE provides secure access to data and applications from any device, from anywhere.

FortiSASE is a comprehensive SASE product that provides a consistent security posture for users both on and off the network—while simplifying security policy management. Our single-vendor SASE solution offers a full set of networking and security capabilities, including five core components: secure web gateway (SWG), universal zero-trust network access (ZTNA), cloud access security broker (CASB), Firewall-as-a-Service (FWaaS), and Secure SD-WAN integration. All these components are managed with one user interface.

Within this ebook are the details of FortiSASE use cases, along with seven real-world customer success stories. These Fortinet case studies come from organizations that do business in a broad spectrum of industries, including high-tech, software, healthcare, finance, education, and more.

Introduction

SASE is a cloud architecture model that combines network and Security-as-a-Service (SECaas) functions together and delivers them as a single cloud service. In short, SASE is composed of the capabilities provided by SSE and SD-WAN.

SASE extends networking and security features beyond where they are normally deployed. This extension enables work-from-anywhere (WFA) employees to take full advantage of FWaaS, SWG, CASB, ZTNA, and a combination of threat-detection tools.

Why Is SASE Needed?

Enterprise networks are increasingly reliant on cloud-based applications to manage their organizations and their distributed workflows to support WFA users. This has caused conventional networks to quickly grow beyond the traditional network edge, challenging infrastructure leaders to secure and oversee an ever-expanding attack surface.

While networks have advanced quickly enough to support the workflows of these remote endpoints, most cybersecurity solutions have not kept pace. Prime example: VPN-only solutions are rapidly becoming obsolete. To remain competitive, organizations' endpoints—no matter where they're situated—must be safeguarded and managed with the same cybersecurity and networking policies as their on-premises infrastructure and devices.

What Organizations Need SASE?

SASE is suitable for any organization in any industry or any vertical market to secure its hybrid workforce. As more networks, users, and applications are distributed, all need to be secured and connected in the most efficient way.

What Is Single-Vendor SASE? And Why Is It Better?

SASE can be a two-vendor or single-vendor solution. A single-vendor solution is ideal because all of the SASE components, such as networking, security, and integrated management, are provided by the same vendor. A single-vendor approach makes it easier for organizations to purchase, deploy, and support SASE solutions. Also, a single-vendor SASE provides better integration and visibility.

For more information about single-vendor SASE solutions, consider reviewing the Gartner® *Market Guide for Single-Vendor SASE*.

"Multiple providers now have a single-vendor SASE offering; but few offer the required breadth and depth of functionality with integration across all components, a single management plane, and unified data model and data lake."[1]

– Gartner Market Guide for Single-Vendor SASE

[1] Gartner, Market Guide for Single-Vendor SASE, By Neil MacDonald, John Watts, Jonathan Forest, Andrew Lerner, 28 September 2022

Fortinet Single-Vendor SASE Use Cases

Hybrid Workforce Security

Secure Internet Access

For WFA users operating outside the corporate perimeter, direct internet access expands the attack surface—and risks. FortiSASE is a best-in-class SASE solution that offers comprehensive SWG and FWaaS capabilities to secure both managed and unmanaged devices by supporting agent and agentless approaches.

Secure Private Access

With the hybrid workforce, traditional VPNs struggle to scale. Because VPNs do not include integrated inspection or advanced protections, compromised VPN tunnels can end up opening access to any and every application, enlarging the attack surface and increasing the risk of lateral threat movement.

FortiSASE has top-notch secure private access features that integrate seamlessly with SD-WAN networks to automatically find the shortest path to corporate applications, powered by the intelligent steering and dynamic routing capabilities available in FortiSASE.

Secure SaaS Access

Given the rapid increase in SaaS adoption, organizations continue to struggle with shadow IT challenges and stopping data exfiltration. FortiSASE is a superior SASE offering that includes secure SaaS access with next-generation dual-mode CASB, using both inline and API-based support. It provides comprehensive visibility by identifying key SaaS applications and reporting risky applications to overcome shadow IT challenges.

Branch Transformation

Enhance User Experience

With SD-WAN, organizations can improve application experience, connectivity, and operations, all leading to improved user experience.

Flexible Security

With Fortinet Secure SD-WAN, organizations can transform and secure the WAN on-premises. At the same time, they can have and extend security in the cloud with FortiSASE.

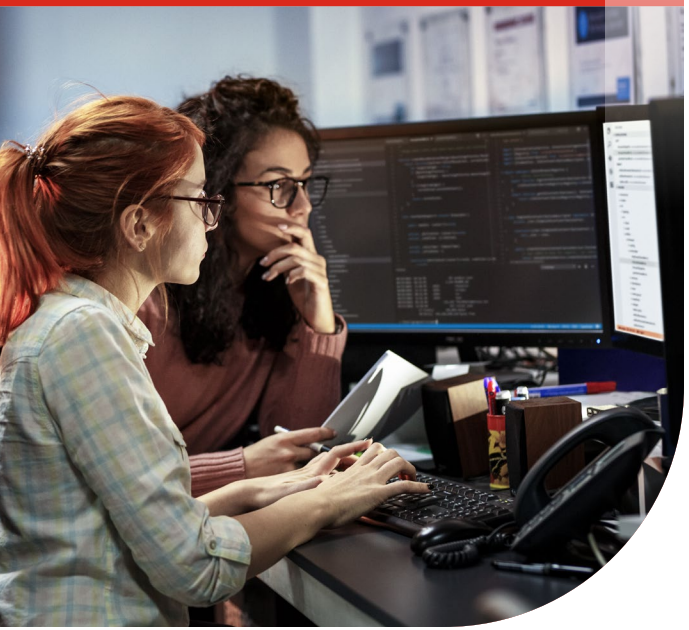
The intuitive FortiSASE cloud-based user interface provides unified network and security visibility and is easy to configure. You can instantly see endpoints, users, point-of-presence graphical information, and threat analytics.

7 Customer Success Stories

Fortinet SASE is the industry's most comprehensive SASE offering. It secures users, access, edges, and devices anywhere while delivering the highest ROI, consistent security posture, and improved user experience. The following seven testimonials detail how Fortinet's unique approach offers organizations a simple, secure networking journey toward SASE.

1

Software Company Enjoys the Value of the Single-Vendor SASE Approach



Customer Overview

A large European software company invited Fortinet and other two competitors to participate in a selection process. Fortinet won the business competition based on a weeklong proof-of-concept (POC) trial.

Challenges

- To seamlessly secure its growing hybrid workforce
- To lower costs
- To reduce complexity

Solutions

- Single-vendor FortiSASE
- Make Fortinet its only cybersecurity partner
- Deploy 10,000 FortiSASE licenses, enabling secure internet access for WFA users

Business Outcomes

- **Reduced total cost of ownership (TCO) by 50%**
- Gained better performance, integration, and automation
- Improved user experience
- Increased network visibility
- Gained total control of the cybersecurity infrastructure

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Global Healthcare Provider Maximizes Protection for WFA Staff and Access to Applications

Customer Overview

A leading global healthcare provider offers its patients a 24×7 service enabled by a three-shift schedule that has many employees working off-site.

Challenges

- Cybersecurity centered on a basic proxy tool that could only provide minimum user protection
- To get better control of employees' devices when they worked from beyond branch locations
- To secure WFA users when accessing data center applications

Solutions

- ZTNA solution composed of the healthcare organization's existing FortiGate NGFWs and FortiAnalyzer, along with 1,500 new FortiSASE licenses within the FortiAuthenticator solution
- Combined FortiSASE with ZTNA to fully secure the organization's WFA employees

Business Outcomes

- Secure access to data center and cloud applications from anywhere via the internet
- Significantly improved healthcare provider's legacy proxy solution
- Better end-user experiences
- Business continuity for all that regularly access applications

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Regional U.S. Financial Institution Overhauls Network and Security Architecture with FortiSASE

Customer Overview

When one U.S. credit union's license agreements on its legacy network and security systems came up for renewal, it used the opportunity to reassess and ensure it had the best possible protection for its TCO.

Challenges

- To fully protect the credit union from ransomware, fraud, and identity theft
- To simplify network management
- To align licensing across multiple solutions
- To replace legacy infrastructure and improve user experiences

Solutions

- Fortinet Security Fabric deployment centered on FortiSASE and the FortiNAC network access control solution
- FortiSASE architecture that combines networking and security
- Fortinet Secure SD-WAN solution that provides zero-trust internet, cloud, and data center network access
- 29 FortiGate NGFWs integrated with legacy access points and switching infrastructure with FortiCare Professional Services assistance

Business Outcomes

- Granular access control of access points to the network based on their type, roles, and security posture
- Enhanced visibility and integration for less budget

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Canadian School District Enhances Remote User Security and Drives Operational Efficiencies with Fortinet Single-Vendor SASE

Customer Overview

A long-standing Fortinet customer, Wellington Catholic District School Board (WCDSB) serves over 8,000 students across 26 sites in Guelph and Wellington County, Ontario, Canada.

Challenges

- To secure remote learning capabilities beyond its network perimeter
- To consistently protect students and staff working from home
- To improve connectivity and reduce costs
- To provide staff and students with uninterrupted access to applications
- To empower a small team with limited resources

Solutions

- Fortinet Secure SD-WAN
- FortiGate NGFWs
- FortiSwitch
- FortiAP
- FortiManager
- FortiAnalyzer
- FortiNAC
- FortiClient
- FortiCamera
- FortiVoice

Business Outcomes

- **30% reduction in overall TCO**
- Leveraged existing Fortinet products and seamlessly transitioned from FortiClient to FortiSASE
- Simplified the management and configuration of security processes
- Saved 2,000 hours annually in training time
- Streamlined IT operations for the district's small team with limited resources

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School District Builds on Existing Fortinet Infrastructure to Secure Students, Staff, and Nearly 40,000 Endpoints

Customer Overview

The Upper Grand District School Board (UGDSB) serves over 36,000 students across Ontario, Canada. When the Ontario Ministry of Education issued a reference architecture requiring a cloud-based endpoint protection strategy, UGDSB turned to the Fortinet SASE architecture.

Challenges

- To secure staff and students in an environment where the security perimeter had dissolved
- To provide high levels of security regardless of where users are located
- To manage 35,000+ devices, including Windows, Macs, iPads, and Chromebooks
- To have visibility into all traffic, including encrypted traffic, without compromising performance

Solutions

- Based on existing Fortinet infrastructure, integrated single-vendor FortiSASE into its security stack
- Fortinet Secure SD-WAN

Business Outcomes

- **5x faster user onboarding**
- Shorter learning curve for IT team
- Migrated all Windows users to FortiSASE in just two weeks
- Simplified operations and eliminated extensive reconfigurations
- Reduced staff hours by 50% for solution maintenance and operations
- Empowered staff and students to securely access school applications from anywhere
- Provided a consistent level of security and performance across devices

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Fortinet Helps Checkers Drive-In Restaurant Chain Improve Management and Visibility—and Keep Its Traffic Flowing

Customer Overview

Checkers Drive-In Restaurants, Inc. is a quick-service restaurant chain with 265 corporate-owned locations and another 600 franchise locations across 38 states. Before working with Fortinet, the Checkers' CIO said that the company's infrastructure was "a mess."

Challenges

- To improve standardization and reliability
- To employ more innovative solutions
- To replace an IT environment where nothing was managed
- To achieve high availability

Solutions

- Fortinet Secure SD-WAN
- FortiSwitch
- FortiAP
- FortiCloud

Business Outcomes

- Went from a team of five managing infrastructure to one person and a help desk
- Predicted cost savings and productivity gains in the millions of dollars over a two- or three-year span
- Began SASE application migration

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Fortinet Saves Waste Management Inc. $100 Million Over Five Years

Customer Overview

Houston, Texas's Waste Management, Inc. (WMI) is North America's largest waste management and environmental services company providing services that range from collection and disposal to recycling and renewable energy generation. Its more than 42,000 employees support nearly 21 million residential, industrial, municipal, and commercial customers.

Challenges

- To easily deploy a solution that has the speed and security required
- To upgrade slow network connectivity to handle modern applications
- To cut costs on existing MPLS and the provider's annual billings of $35–$40 million
- To prepare for the future of networking and cybersecurity

Solutions

- FortiGate NGFWs
- FortiSwitches
- Fortinet wireless access points
- Secure SD-WAN and SD-Branch solutions

Business Outcomes

- **Upgraded 1,200 sites within six months**
- Engineers quickly brought up to speed
- Fortinet offered better ROI
- Reduce roughly $20 million off of IT's annual budget

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Why Fortinet?

Fortinet is an industry leader in secure networking. We have the world's most deployed network security solution—roughly 50% of all NGFW shipments. As of spring 2023, a testament to Fortinet technology leadership is our global 1,280+ patents, nearly three times more than comparable network security companies.

For 20+ years, Fortinet has been driving the evolution of cybersecurity and networking and security convergence. Our network security solutions are the most deployed, most patented, and among the most validated in the industry. Our broad, complementary portfolio of cybersecurity solutions is built from the ground up with integration and automation in mind, enabling more efficient, self-healing operations, and a rapid response to known and unknown threats.

Why FortiSASE?

FortiSASE is recognized as an industry-leading SASE solution. It provides secure internet access, secure private access, and secure SaaS access that are flexible and safeguard connectivity to corporate applications. Organizations can implement granular application access using our Universal ZTNA approach. Enabling explicit, per-application access helps shift security strategies from an implicit trust model to a more secure explicit trust strategy.

FortiSASE has top-notch secure private access features that integrate seamlessly with SD-WAN networks to automatically find the shortest path to corporate applications powered by the intelligent steering and dynamic routing capabilities available in FortiSASE.

Organizations should choose Fortinet SASE because rather than providing an isolated, cloud-only approach, FortiSASE offers services built into the Fortinet Security Fabric. By extending and leveraging the power of FortiOS, the Fortinet Security Fabric provides broad visibility, granular control, and consistent, and even proactive, protection everywhere.

Advantages

The key advantages FortiSASE has are:

- Consistent cybersecurity for users, whether on- or off-network
- A unified agent that supports multiple uses cases
- Simple deployment, onboarding, management, and consumption
- The most flexible tiered user-based licensing model in the industry

With these advantages, organizations that use Fortinet SASE are achieving better business outcomes and enhanced user experiences.

Differentiators

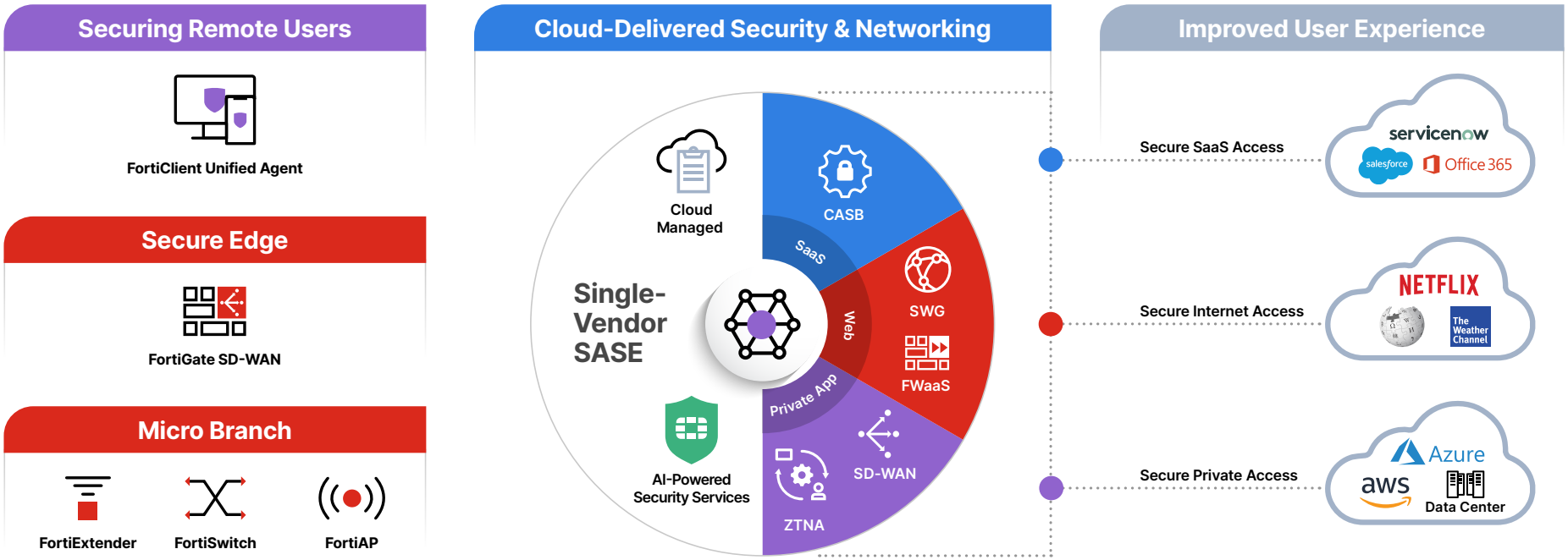
FortiSASE stands alone by providing:

- **Simplicity:** Simplified networking and security policy management with a single agent, improving operational efficiency
- **Same security everywhere:** Consistent user experience, whether on-premises or off-site and reducing security gaps and configuration overhead
- **Real-time threat and endpoint protection:** Counter threats in real time with FortiGuard AI-Powered Security Services and FortiClient

Wherever an organization is on its digital acceleration journey, Fortinet will help it consolidate security under one vendor through a single client and operating system to reduce complexity, increase security effectiveness, provide consistent policy orchestration and enforcement, and ensure a reliable user experience across today's expanding networks. Because of its unique approach, FortiSASE enables hybrid workforce security and cloud-delivered security for WFA strategies for any organization worldwide.

Cloud-Delivered Enterprise-Grade Security

FortiSASE delivers enterprise-grade protection, extending secure access and high-performance connectivity to WFA users.



Conclusion

Driven by the Fortinet single-vendor SASE approach, FortiSASE delivers a comprehensive SASE solution by integrating cloud-delivered SD-WAN connectivity with a cloud-delivered SSE to extend the convergence of networking and security from the network edge to WFA users.

FortiSASE meets the needs of organizations for consistent networking and security from any location, delivering enhanced user experiences and better business outcomes. Wherever your organization is on its digital acceleration journey, Fortinet is there to help you consolidate security under one vendor through a single client and operating system, to reduce complexity, increase security effectiveness, provide consistent policy orchestration and enforcement, and ensure a reliable user experience across today's expanding networks.

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