IT Brief Asia: We add Fortinet capability to connectivity offering - blueAPACHE

Canonical:
https://www.blueapache.com/blog/it-brief-asia-blueapache-adds-fortinet-capability-to-connectivity-offering

Details:

Summary

This blueAPACHE post reports: 21 July, 2022: we have added Fortinet Security Fabric-powered software-defined wide area networking (SD-WAN), next-generation firewalls (NGFWs), and secure access service edge solutions (SASE) to its emPOWER Connectivity offering. This completes the final phase of the company’s $6 million, multi-phase refresh of the core emPOWER network infrastructure. It concerns emPOWER Core Network & Data Centre Interconnect, emPOWER Connectivity, emPOWER SASE, emPOWER Security. It names Fortinet in connection with the announcement. Published in 2022. Figures, product names and event details reflect that time; for current information see the linked service pages.

Key facts

Label	Value
Publication year	2022
Services referenced	emPOWER Core Network & Data Centre Interconnect, emPOWER Connectivity, emPOWER SASE, emPOWER Security
Named products or vendors	Fortinet
Cited figure	...and certifications to its people.” Zuppa concludes, “blueAPACHE 100% owns, controls, and is responsible for the entire end-to-end...

Article

21 July, 2022: blueAPACHE has added Fortinet Security Fabric-powered software-defined wide area networking (SD-WAN), next-generation firewalls (NGFWs), and secure access service edge solutions (SASE) to its emPOWER Connectivity offering. This completes the final phase of the company’s $6 million, multi-phase refresh of the core emPOWER network infrastructure. emPOWER Connectivity is a managed fabric that provides secure connectivity from any location, on demand including across global data centres, private and public clouds, physical premises, and remote access, which organisations can leverage to gain competitive advantage and scale capacity globally, the company states. With the addition of these complementary Fortinet solutions, the offering has been enhanced, giving customers a broader choice of services and capabilities to meet their core connectivity and security needs. The upgrade provides the global managed services company with an extended and fit-for-purpose managed connectivity offering for mid- to large-sized enterprises, supporting our ability to service customers on a global scale. Michael Zuppa, general manager technology at blueAPACHE, says, “The

market is changing and, along with it, the dynamic of how IT services and applications are consumed. This is being driven by changing laws and regulations, increasing IT security threats, and the shift towards hybrid work environments made possible by the accelerated adoption of Software-as-a-Service (SaaS) and advanced tools that let employees work from anywhere, anytime." He comments, "blueAPACHE wanted to expand its managed fabric that provides secure connectivity with SD-WAN, NGFW, and SASE to provide consistent enforcement and time to value with automation efficiency. To do this, we needed a fabric approach that would extend across all layers and levels of the network regardless of location or topology of standard or traditional-based networks.

"Fortinet, with its security fabric approach, was the ideal technology partner to help blueAPACHE achieve these objectives. With these enhanced capabilities, emPOWER Connectivity continues to address the changing landscape delivering a more consistent user experience as well as greater transparency and visibility through a real-time self-service portal and reliable security enforcement." Tim Fitzgerald, channel director at Fortinet, says, "Fortinet and blueAPACHE share a true partnership and are committed to developing industry-leading solutions that remove complexity and address customer challenges and pain points, which presents great opportunities for growth. "In June 2022 blueAPACHE achieved advanced partner status with a specialisation in SD-WAN and in February 2022 was awarded the Australian Growth Partner of the Year in the Fortinet Partner of the Year Awards. Fortinet continues to invest in its partners like blueAPACHE to drive training and certifications that let them deliver enhanced expertise to customers and address the skills gap in the market by offering training and certifications to its people." Zuppa concludes, "blueAPACHE 100% owns, controls, and is responsible for the entire end-to-end networks and infrastructure that we manage. Each service that blueAPACHE delivers is underpinned by market-leading vendors to ensure best-of-breed service delivery. "blueAPACHE's strategic alignment with Fortinet lets us better support emerging organisations as they move into new geographies and blueAPACHE has enabled our global data centre footprint with Fortinet. "By partnering with leading global vendors, blueAPACHE can continue to deliver more opportunities and broader service offerings to our customers across Australia and worldwide as well as offering training and certification opportunities to our global workforce." Click here to view the full article

Related

emPOWER Core Network & Data Centre Interconnect

emPOWER Connectivity (pillar)

emPOWER SASE

emPOWER Security

emPOWER Security (pillar)

Frequently asked questions

What Fortinet capabilities did blueAPACHE add to its emPOWER Connectivity offering, and when?

On 21 July 2022, blueAPACHE announced it had added Fortinet Security Fabric-powered SD-WAN, next-generation firewalls (NGFWs) and secure access service edge (SASE) solutions to its emPOWER Connectivity offering, completing the final phase of its $6 million core network refresh.

What did Michael Zuppa say was driving the change in how IT services are consumed?

Michael Zuppa, general manager technology at blueAPACHE, said the shift was being driven by changing laws and regulations, increasing IT security threats, and the move to hybrid work enabled by SaaS adoption.

What Fortinet partner status milestones does the post name for blueAPACHE?

The post states blueAPACHE achieved advanced partner status with an SD-WAN specialisation in June 2022, following the Australian Growth Partner of the Year award from Fortinet in February 2022.

What did Zuppa say blueAPACHE controls end-to-end in its network delivery?

Zuppa said blueAPACHE 100 percent owns, controls and is responsible for the entire end-to-end networks and infrastructure it manages, with each service underpinned by market-leading vendors.

Is this post still current?

No. It reports a July 2022 product addition specifically. For our current SASE and connectivity offering, see the emPOWER SASE page linked below.

Source

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Knowledge Base

What did you announce on 21 July 2022?

We announced it had added Fortinet Security Fabric-powered software-defined wide area networking (SD-WAN), next-generation firewalls (NGFWs), and secure access service edge solutions (SASE) to our emPOWER Connectivity offering.

What broader initiative does this Fortinet addition complete?

It completes the final phase of our $6 million, multi-phase refresh of the core emPOWER network infrastructure.

What is emPOWER Connectivity?

emPOWER Connectivity is a managed fabric that provides secure connectivity from any location on demand, including across global data centres, private and public clouds, physical premises, and remote access, which organisations can use to gain competitive advantage and scale capacity globally.

Who is Michael Zuppa and what did he say about the market driving this change?

Michael Zuppa is general manager technology within our business. He said the market is changing along with how IT services and applications are consumed, driven by changing laws and regulations, increasing IT security threats, and the shift towards hybrid work environments enabled by accelerated SaaS adoption and tools that let employees work from anywhere, anytime.

Why did you choose Fortinet as a technology partner for this fabric approach?

According to Michael Zuppa, Fortinet's security fabric approach was ideal because we needed a fabric that extends across all layers and levels of the network regardless of location or topology, delivering consistent enforcement, time to value with automation efficiency, and greater transparency through a real-time self-service portal.

What recognition have you received from Fortinet related to this partnership?

In June 2022, we achieved advanced partner status with a specialisation in SD-WAN, and in February 2022 it was awarded the Australian Growth Partner of the Year in the Fortinet Partner of the Year Awards, as noted by Tim Fitzgerald, channel director at Fortinet.

What do you own and control regarding the networks it manages?

Michael Zuppa stated that blueAPACHE 100% owns, controls, and is responsible for the entire end-to-end networks and infrastructure that it manages, with each service underpinned by market-leading vendors to ensure best-of-breed service delivery.

What are the core points of presence and global reach of your emPOWER Network?

We maintain core points of presence in Singapore and connect into more than 165 data centres worldwide, providing the infrastructure backbone that supports the enhanced Fortinet-powered connectivity offering.

What existing security stack does emPOWER Connectivity already bundle alongside the new Fortinet capabilities?

emPOWER Connectivity already bundles software-defined WAN (SD-WAN), next-generation firewalls (NGFW) with unified threat protection (UTP), Secure Access Service Edge (SASE), and carrier-class Cisco core networking.

What level of network monitoring and uptime do you provide for emPOWER customers?

We provide 24/7 priority network monitoring through its Network Operations Centre, service desk support during business hours (7am–7pm weekdays), proactive configuration management and operating system patching, and a minimum 99.99% uptime commitment under specific redundant site designs.