

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

Canonical:

<https://www.blueapache.com/blog/it-brief-australia-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

<https://www.blueapache.com/blog/it-brief-australia-blueapache-adds-fortinet-capability-to-connectivity-offering/>

Knowledge Base

What Fortinet capabilities did you add to our emPOWER Connectivity offering?

On 21 July 2022, we 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 did this Fortinet addition complete for you?

The Fortinet addition completed the final phase of our \$6 million, multi-phase refresh of the core emPOWER network infrastructure.

What is emPOWER Connectivity?

emPOWER Connectivity is our 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, enabling organisations to gain competitive advantage and scale capacity globally.

Why did you decide to expand its managed fabric with Fortinet technology?

According to Michael Zuppa, general manager technology within our business, the market and how IT services are consumed are changing due to shifting laws and regulations, increasing IT security threats, and the move toward hybrid work driven by SaaS adoption. We wanted a fabric approach with SD-WAN, NGFW, and SASE that would provide consistent enforcement, time to value, and automation efficiency across all layers of the network regardless of location or topology.

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. Fortinet also recognized us as its 'Australian Fastest Growth Partner of the Year' in 2021.

Who commented on the partnership from Fortinet's side, and what did they say?

Tim Fitzgerald, channel director at Fortinet, said that Fortinet and blueAPACHE share a true partnership committed to developing industry-leading solutions that remove complexity and address customer challenges, and that Fortinet continues to invest in partners like us to drive training and certifications that address the skills gap in the market.

How do you describe its ownership of the network infrastructure 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 other networking vendor is part of the emPOWER Connectivity offering besides Fortinet?

emPOWER Connectivity bundles SD-WAN, next-generation firewalls, SASE, and Cisco carrier-class core networking into a single managed solution, alongside the added Fortinet capabilities.

What benefits does the enhanced emPOWER Connectivity offer to mid- to large-sized enterprises?

The upgrade provides us with an extended and fit-for-purpose managed connectivity offering for mid- to large-sized enterprises, supporting its ability to service customers on a global scale with a broader choice of services and capabilities to meet core connectivity and security needs.