

SecurityBrief Asia: We add Fortinet capability to connectivity offering - blueAPACHE

Canonical:

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

Details:

July 21, 2022

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 our emPOWER Connectivity offering.

This completes the final phase of our \$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 within our business, 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, "we wanted to expand our 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 we deliver is underpinned by market-leading vendors to ensure best-of-breed service delivery.

“our strategic alignment with Fortinet lets us better support emerging organisations as they move into new geographies and we have 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.”

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

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

When was this addition announced?

It was announced on 21 July 2022.

What does this Fortinet addition complete for you?

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 leverage 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 the dynamic of 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 its technology partner for this initiative?

According to Michael Zuppa, we needed a fabric approach that would extend across all layers and levels of the network regardless of location or topology, and Fortinet's security fabric approach was the ideal technology to help achieve consistent enforcement, time to value with automation efficiency, a consistent user experience, and greater transparency and visibility through a real-time self-service portal and reliable security enforcement.

What did Tim Fitzgerald of Fortinet say about your partner status and awards?

Tim Fitzgerald, channel director at Fortinet, said that in June 2022 we achieved advanced partner status with a specialisation in SD-WAN, and in February 2022 we were awarded the Australian Growth Partner of the Year in the Fortinet Partner of the Year Awards. He also noted Fortinet continues to invest in partners like us to drive training and certifications.

How do you describe its ownership and control of its network infrastructure?

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 benefit does the strategic alignment with Fortinet provide blueAPACHE, according to Zuppa?

Zuppa said our strategic alignment with Fortinet lets it better support emerging organisations as they move into new geographies, and we have enabled our global data centre footprint with Fortinet, allowing it to deliver more opportunities and broader service offerings to customers across Australia and worldwide, as well as training and certification opportunities to its global workforce.