

Situation

Headquartered in Palo Alto, California, VMware is majority-owned by EMC Corporation (NYSE: EMC) and is the global leader in virtualisation solutions from the desktop to the datacenter. Customers of all sizes rely on VMware to reduce capital and operating expenses, ensure business continuity, strengthen security and go green. With 2007 revenues of \$1.3 billion, more than 120,000 customers and nearly 18,000 partners, VMware is one of the fastest growing public software companies.

In 2005, VMware's international presence was still young but rapidly growing both in size and success. As an innovator in virtualisation systems, the company saw the market for this technology was beginning to soar. At one of VMware's main EMEA offices in Cork, Ireland, Network Operations Manager Brian



Danaher began to look for a consolidated network security solution that – much like VMware's own highly successful product set – wouldn't multiply the organisation's hardware overhead and could instead cool down datacentre space and power demands. Without such a solution, Danaher could see the future expansion of the business provoking IT management problems.

He explains: "We wanted to refresh our approach to security to match our maturing business strategy and looked for an enterprise-class security system that had enough flexibility to implement segmented policies and security zones, while providing the scalability to grow with the business."

With its Unified Threat Management (UTM) appliances and Virtual Domain (VDM) capabilities strongly recommended by senior engineers within the VMware organisation, it was clear that the FortiGate® multi-threat network security platform from Fortinet® provided an ideal solution match.

Danaher comments, "We wanted more than just a firewall and an antivirus solution and were keen to invest in a multi-threat protection approach. However, at the time, as an organisation with several hundred employees and growing, performance capability was key for us. We required a UTM system that had the throughput and capacity to protect the business systems without diminishing network performance."

Solution

Following a thorough review and extensive testing against a range of competitor offerings, Fortinet's network security platform was chosen as a strategic solution, initially for antivirus and firewall functionality, on the basis of its outstanding protection capabilities and comprehensive integrated security. With its ASIC-accelerated hardware, Fortinet was 'out on its own' among competitors in terms of demonstrating a consistent ability to apply a very high standard of security effectiveness to large traffic volume without hindering the speed of critical network data.

VMware first implemented Fortinet's FortiGate-1000A multi-threat security platform at its Irish headquarters in 2005, recalls Danaher.

"Whilst we initially deployed Fortinet for antivirus and firewall protection, we always planned to extend the UTM capabilities of the device and found we were able to create policy zones to include additional functionality including SSL VPN and IPS quickly and easily, when and where it was required. We were particularly pleased with the user-friendly nature of the FortiGate devices, which eased the management complexity of creating these various policies."

VMware also relies on the FortiGuard subscription services, which provides the Fortinet devices with real-time automatic security updates ensuring the highest level of network protection around the clock.

Following this initial success, VMware deployed five additional FortiGate-1000A devices across regional offices in EMEA for firewall, antivirus, IPS and SSL VPN to help protect VMware's internal network from both known and unknown malicious attacks.

Deployment:
FortiGate-1000A
FortiAnalyzer
FortiGuard

Industry:
Technology

Success

In total, VMware has now successfully deployed 10 FortiGate-1000A devices internationally for comprehensive security protection. Danaher comments;

“Extending the integrated functionality of our Fortinet investment, VMware was able to utilise the devices for additional security requirements, including collaboration with partners and customers. In particular, FortiGate provides a secured SSL gateway for our customer and partner facing environment, which is used to demonstrate VMware success and functionality to clients.”

VMware is also using FortiAnalyzer™, Fortinet's real-time network logging, analysing and reporting tool. This system logs and analyses data from all the Fortinet appliances, allowing the IT team to create tailored reports for internal purposes and to report connectivity and performance levels to plan for the future.

“The comprehensive security offered by the FortiGate devices is second to none, and delivers superb protection on behalf of our user base,” said Danaher. “We are particularly happy with the throughput of the devices, and the connectivity and capacity statistics we have gathered from the FortiAnalyzer are proving very useful for us to develop future plans for our network infrastructure.”

Most recently, VMware has begun utilising the FortiGate-1000A appliance as a 'test-bench' in new product development and testing experiments, and is now looking to implement the virtualisation capabilities of Fortinet in this environment for the near future.

About Fortinet

Fortinet is the pioneer and leading provider of ASIC-accelerated unified threat management, or UTM, security systems, which are used by enterprises and service providers to increase their security while reducing total operating costs. Fortinet solutions were built from the ground up to integrate multiple levels of security protection—including firewall, antivirus, intrusion prevention, VPN, spyware prevention and anti-spam -- designed to help customers protect against network and content level threats. Leveraging a custom ASIC and unified interface, Fortinet solutions offer advanced security functionality that scales from remote office to chassis-based solutions with integrated management and reporting. Fortinet solutions have won multiple awards around the world and are the only security products that are certified in seven programs by ICSA Labs: (Firewall, Antivirus, IPSec, SSL, Network IPS, Antispyware, and Antispam). Fortinet is privately held and based in Sunnyvale, California.

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