

Case study

Branch office connectivity key to AGnVET Services' growth



AGnVET Services, a rapidly-growing Agribusiness service company with more than 60 retail outlets across eastern Australia, has super-charged their telecommunications network, significantly reduced operational expenditures and increased staff productivity by installing **Fortinet FortiGate 60E & 60E DSL Next Generation Firewalls.**

All in an extremely **cost-effective** package and within a **2-year return on investment.**

“The purchase of the Fortinet firewalls has been offset by the cost savings we have realised by eliminating ISP network management fees,”

says Andrew Swinn, Technical Support Leader at AGnVET Services.

“In addition, since the FortiGate firewalls are so easy to deploy, we can have an outlet up and running in a very short time.”

Swinn estimates the total **return on investment (ROI) will be under 2 years.**

Network connectivity: A competitive advantage

For a dynamic company like AGnVET Services, this is a huge advantage.

“We have experienced significant growth over recent years,” continues Swinn, “and digital communications have become central to our business model. But, until recently, our options for network connectivity were based on older MPLS (multiprotocol label switching) router-based networks. This arrangement had worked well for 15 years, but as our requirements and the number of outlets grew we made the decision to review our network capabilities.”

“There were a number of issues to be resolved,” explains Swinn.

“First we had limited visibility into our network operations for traffic or application usage. We wanted more in-house network management capabilities. Secondly, we had restricted flexibility in respect to internet connectivity. Some offices had access to NBN, while some only had ADSL and 4G. We needed a solution that could cater to all. And we were moving more of our enterprise applications into the cloud which meant that we needed a robust solution to provide redundant connectivity in case of primary network outages.”

SD-WAN to the forefront

AGnVET Services is a forward-looking company and understood that technology would help drive company growth.

“We had been hearing a lot about SD-WAN (software-defined wide area networking) and it’s benefits,” continues Swinn.

“At the same time, the increasing availability of NBN (National Broadband Network) connectivity meant that we now had more choice for high-speed network access. So we looked at our options. The more we investigated, the more we heard about Fortinet.”

“We had been working with AGnVET Services on various projects over the years, starting with a paper digitisation project into SharePoint, then with web security and now with outlet connectivity,” says Robert Ek, CEO of ICT services and solution provider Go Systems Pty Ltd.

“AGnVET Services now have security well-covered throughout their network. They also had a clear vision of what they wanted to achieve with SD-WAN. Their timing was perfect. Fortinet had just launched their FortiGate



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DSL range of firewalls and NBN had literally just approved them for use with their Australia-wide network, the first vendor in Australia to achieve this coveted certification.”

“Everyone we spoke with had good things to say about Fortinet’s functionality, solution range and support,” continues Swinn.

“But the real clincher for us was that Fortinet’s solutions were the most cost-effective on the market. No other vendor even came close for price-performance. In the end, it was a no-brainer to choose Fortinet’s FortiGate 60E/60E DSL Next Generation Firewalls for connection to our network of mixed internet services.”

*“We have already received **positive user feedback** as staff can access their applications faster and outages have been significantly reduced”*



Proof of concept

The first step was a proof of concept.

“We installed both a FortiGate DSL and non-DSL firewall at our Dubbo office,” says James Williams, CTO at AGnVET Services, “and ran them in parallel to gauge their effectiveness. Working with GoSystems and our ISP we trialed them with 4G and fibre, replicating the environments we would face as we rolled them out to the branch offices. After the trial, we selected the FortiGate 60E/60E DSL Next Generation Firewalls as the solution that would best fit our requirements.”

AGnVET Services is now in the process of rolling out the FortiGate 60E/60E DSL firewalls throughout their group. “Whilst each outlet has different options for network connectivity and traffic requirements, the flexibility inherent in the FortiGate 60E/60E DSL firewalls makes for fast deployment,” says Swinn.

“A staff member can simply plug the unit into the available network and switch it on. Working remotely the unit can then have any remaining configuration applied. It’s as easy as that. We have already received positive user feedback as staff can access their applications faster and outages have been significantly reduced.”

Training and support critical for success

Training and support are key components of the project.

“The teams from GoSystems, Exclusive Networks (Australia’s most established Fortinet distributor) and Fortinet have been critical to our success,” notes Williams.

“They all combined to help us select the right solution sets, establish the roll-out procedures and provide back-up for specialist support. Andrew is certified to Fortinet NSE-4 (network security expert) level and manages the roll-out and day-to-day operations. The training with Fortinet was very good and we have booked more of our team onto their next training session.”

As AGnVET Services continues to connect their outlets and gain expertise with the Fortinet Security Fabric, they will deploy additional functionality.

“There are so many directions we can take in respect to reporting, analysis and compliance,” concludes Williams.

“By standardising on Fortinet we have ‘future-proofed’ our network and will be able to expand with confidence and achieve our goals.”

Details

Customer:
AGnVET Services

Industry:
Agricultural services

Locations:
60+ outlets (and growing) around Eastern Australia

Challenges:

- Limited visibility with older router-based MPLS network
- No redundant connectivity in case of primary network outages
- Expensive and labour-intensive to connect branch offices

Business Impact:

- Increased staff productivity via faster, more robust network connectivity
- Significantly lower operational costs and two-year ROI
- Foundation for continued expansion via SD-WAN

Solutions:

- Fortinet FortiGate 60E/60E DSL Next Generation Firewalls
- FortiCare Cloud Management Services
- Services and training from GoSystems and Fortinet Australia

Callouts:

“The real clincher for us was the fact that Fortinet’s solutions were the most cost-effective on the market. No other vendor even came close for price-performance. In the end, it was a no-brainer to choose Fortinet’s FortiGate 60E/60E DSL Next Generation Firewalls for connection to our network of mixed internet services.”

Andrew Swinn

Technical Support Leader, AGnVET Services

“There are so many directions we can take in respect to reporting, analysis and compliance. By standardising on Fortinet we have ‘future-proofed’ our network and can continue to expand with confidence and achieve our goals.”

James Williams

CTO, AGnVET Services

“AGnVET Services’ timing was perfect. Fortinet had just launched their FortiGate DSL range of firewalls and NBN had literally just approved them for use with their Australia-wide network, the first vendor in Australia to achieve this coveted certification.”

Robert Ek

CEO, GoSystems, a Fortinet Partner

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