



CASE STUDY

TRAINING

FORTINET



**INCREASE REVENUE AND CUSTOMER VALUE WITH
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FORTINET FORTIGATE COURSE

We spoke to Ashley Woltering, the Virtualisation Lead at our end user; a globally renowned institution and the oldest university in the English-speaking world.

Ashley sits across the main IT infrastructure and is keen to learn and adopt new technology in accordance with the university's aims. He signed up to our FortiGate course with a colleague, both for different reasons. Ashley wanted to learn how to maximise the current investment in Fortinet, and his colleague aimed to learn techniques to help speed up processes on their existing infrastructure.

THE BUSINESS CHALLENGE

The university faces a variety of IT challenges, with their core aims being to protect the University's well-known brand, remain ahead of the competition, protect the data of staff and students, and keep operations running smoothly.

Home to 35,000 staff and students the University's IT is unique to each federated department. The departments are autonomous with legally separate IT environments. In order to remain cutting edge, each IT department constantly looks for new technology to adopt. They aim to be at the forefront of cloud services in a hybrid environment and use firewalls and integrations for their networks, then scale out storage all through a single pane of glass.



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THE SOLUTION

Ashley describes how the FortiGate course is laid out like a network, with different types of firewalls and behaviours. As you work through each chapter the delegates are requested to deploy or configure something. Problems are created in a live environment and delegates are required to fix them as they would in the real world.

Ashley found this interactive approach beneficial as he was able to learn to deal with issues that he might encounter later in the real world.



"In order to remain ahead of the game and set yourself apart from the competition, training is the way forward"

THE IMPACT

When asked whether the course would help reduce cost, time or processes, Ashley laughed, replying that as he and his colleague have learned techniques to improve processes and system security, this will save money and time in the short term. However, having seen the benefits of the wider Fortinet fabric, he is now keen to invest more budget into Fortinet solutions as this can help him achieve his goals!

To those who are considering training, Ashley is a massive advocate. There is only so much you can learn from books after all, and even after his 25 years in the industry he believes that in order to remain ahead of the game and set yourself apart from the competition, training is the way forward.



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