FIREWALL AS A SERVICE (FWaaS)

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SPITFIRE®
PARTNER SERVICES

Agenda

- The security challenge

- Service overview

- Key features

- Market opportunities

- Benefits to partners

The security challenge

- Growing complexity of perimeter security

- Deploying secure, multi-site connectivity

- Managing remote user access

- Increasing compliance and regulation

- Catering for more diverse internet usage

The security challenge

- Spitfire currently offers:
  - Hosted partner managed firewalls
  - Hosted Spitfire managed firewalls (hardware)
  - Managed internet breakout

- The above haven't always met the end customer's needs or budget

VPN   Internet   VPN   Remote site

MPLS

Site 1
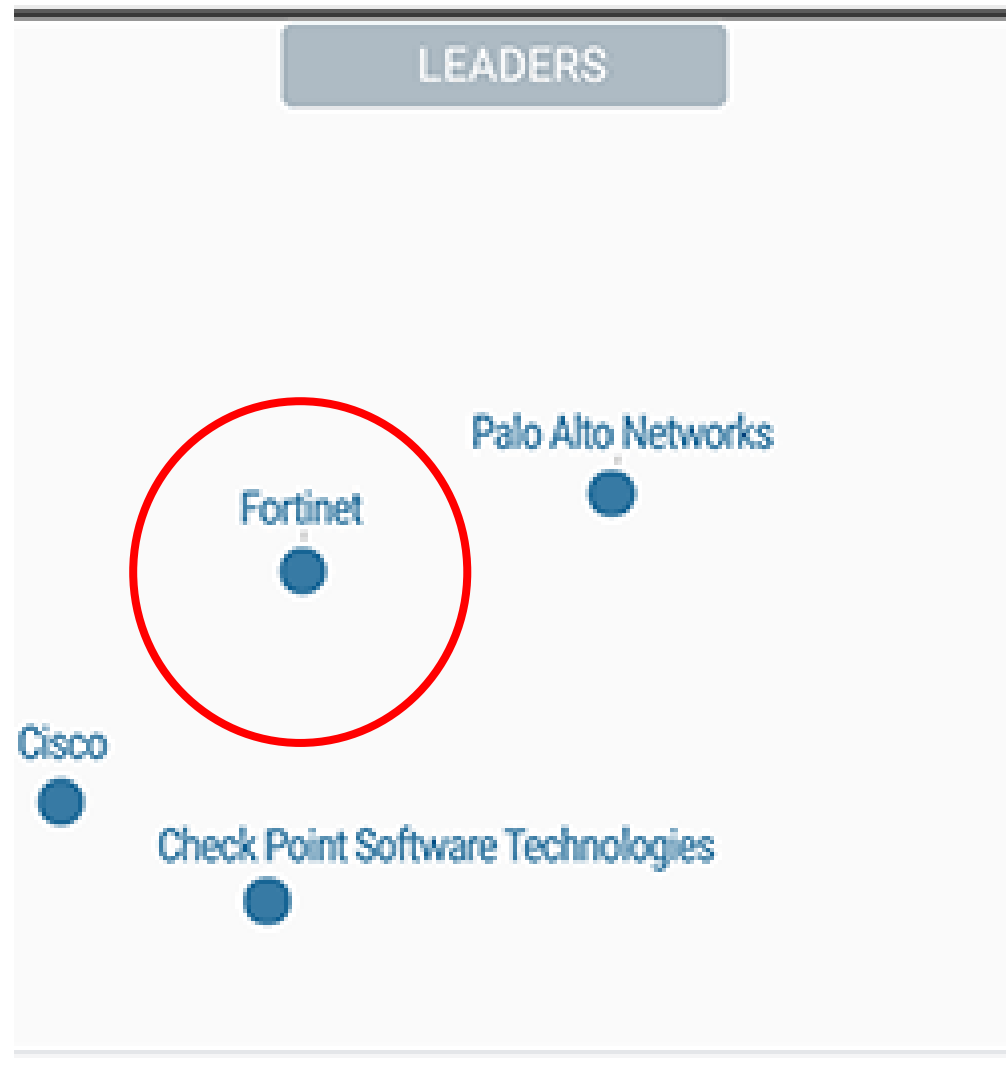
Site 2

Site 3

Site 4
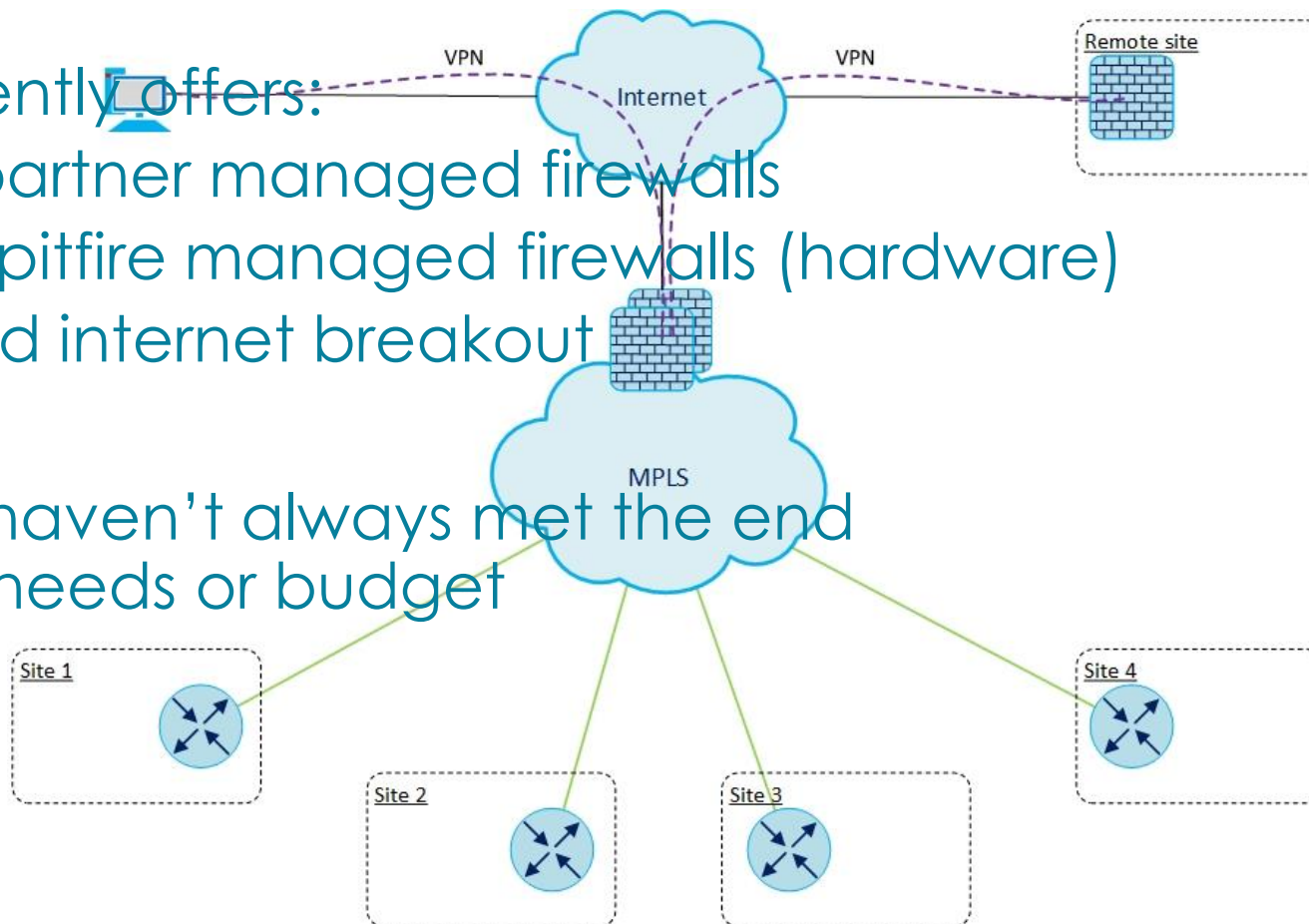
FWaaS

- A high availability on-net firewall service

- Suitable for Ethernet circuits or multisite customers

- Provides comprehensive Unified Threat Management (UTM)

- Built on Fortinet's market leading platform

- Can be managed by Spitfire, Partner or End Customer

- Price based on bandwidth, not per end user

Fortinet – Gartner Magic quadrant

Source: Gartner (September 2019)

FWaaS for Partners

- Partner management portal
  - No need to attend customer site
  - No hardware to provision or maintain

- Add your own value to your customer
  - Manage your customer's firewall

- Corporate/enterprise features for all budgets

- Backed by Spitfire 24x7 support

Target opportunities

- Any multi-site customer
  - Complements MPLS
  - Solves many promises offered by SD-WAN

- Anyone with a need for UTM features
  - Is your customer spending money on Web Content Filtering or proxy security?

- Anyone who needs a firewall refresh

- Schools and academy groups are particularly perceptive

Takeaway Points

- High Availability & Enterprise functionality at a similar cost to hosting your own hardware

- Can be fully Partner managed

- No CAPEX

- Live demo at 2PM