

# Featured Customer Stories



## Sonic Drive-In

Largest chain of drive-in restaurants, part of 5th largest restaurant company in America

**Scope:** Secure company's digital presence revolution – delivering dynamic marketing content & real-time information to each customer in 3600+ restaurants in 45 states

**Key Requirements:** Internal segmentation, remote management, secure wireless access, integrated solution set, agile support for IoT devices and future technologies

**Solution:** FortiGate, FortiADC, FortiAnalyzer, FortiAP, FortiAuthenticator, FortiClient, FortiMail, FortiManager, FortiSandbox, FortiSwitch, FortiToken, FortiWifi, FortiGuard Services

### Customer benefits realized:

- Reliable secure infrastructure with excellent uptime
- Consolidated core and edge firewalls in single platform
- Easy deployment and remote management minimizes need for onsite support

*"We were attracted to Fortinet's vision and the roadmap of where they were going. The flexibility of the product set was uniquely positioned to meet our current and future, anticipated needs. Fortinet, as a company and with the solutions they provide, has uniquely positioned Sonic to meet current business needs while supporting and enabling our future endeavors."*

— Courtney Radke,  
Sr. Retail Network Strategist

## WINDSTREAM ENTERPRISE



### Windstream Enterprise

A leading provider of advanced network communications and technology solutions, including SD-WAN, Managed Network Security and UCaaS solutions

**Scope:** Optimize and transform network and voice to meet the evolving demands of the cloud

**Key Requirements:** Industry-leading security including UTM features on SD-WAN devices and centralized management capabilities to enhance the WE Connect Portal digital experience, flexible connectivity and the Cloud Core network

**Solution:** FortiGate 30E, 50E, 60E, 200E and 500E, FortiManager, FortiAnalyzer

### Customer benefits realized:

- Optimized application performance and prioritized mission critical applications
- Improved reliability to virtually eliminate downtime
- Increased visibility and control to manage the network
- Lowered TCO via cost-effective access-agnostic connections
- Increased workforce productivity

*"Business customers are increasingly looking for security that is native to their WAN. The FortiGate SD-WAN technology is particularly attractive to the Enterprise and Mid-Market due to its security pedigree. It complements Windstream Enterprise's service portfolio and enhances our overall differentiated value proposition."*

— Cardi Prinzi, Chief Marketing Officer  
at Windstream Enterprise and Wholesale



## Superunie

Wholesale Grocery Purchasing Cooperative with 30% country market share in the Netherlands

**Scope:** SD-WAN and network infrastructure across 1,000 branches and 10 data centers

**Key Requirements:** Application-aware WAN path control, high-performance SLA, zero-touch provisioning, IoT security

**Solution:** FortiGate, FortiSwitch, FortiAP, FortiManager, FortiGuard Services, FortiSandbox

### Customer benefits realized:

- Guarantee that business-critical applications are highly available with best SLAs
- Reduced complexity by consolidating SD-WAN and security
- Secure IoT devices on port level, due to deep technical integration between FortiGate and FortiSwitch

*"We chose Fortinet's cutting edge secure SD-WAN technology to allow us to centrally manage our networking and security solutions, while also providing SSL inspection for a seamless WAN transformation. We like the simplicity of extending Fortinet's SD-WAN solution to include LAN at each of our stores and the ability to manage all WAN and LAN devices through a single-pane-of-glass."*

— Arjen van Dam, Manager, IT



## Alaska Airlines

5th Largest Airline in United States

**Scope:** Secure connectivity and data protection (including PCI data) for over 44 million passengers, 23,000 employees and 1200 flights daily

**Key Requirements:** Protect the e-commerce edge, data center and network, provide secure SD-WAN capabilities

**Solution:** FortiGate, FortiAnalyzer, FortiAuthenticator, FortiClient, FortiExtender, FortiManager, FortiSwitch, FortiWifi, FortiGuard Services

### Customer benefits realized:

- Ability to secure from the e-commerce edge to the data center
- Simplified configuration, management, authentication and reporting
- Ease of deployment and rollout to distributed locations

*"We were already pleased with the performance of Fortinet's Next-Generation Firewalls in our data center and the protection they provide for employee access and authentication. We recently chose to leverage Fortinet's Secure SD-WAN capability because it provides superior security features in one simple offering. Fortinet helps us reduce complexity and gives us the single-pane-of-glass visibility across all our locations."*

— Brian Talbert, Director, Network and  
Connectivity Solutions

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