WE

Leading Water Treatment Chemicals Producer Bolsters Network Security Through Innovative Secure Flex Premium, Empowering a Liquid-smooth Manufacturing Process

This company is known for their expertise in manufacturing consumer and industrial chemicals designed for applications in swimming pools, water tanks and containment vessels. As a prominent provider of top-notch water treatment solutions, their products play a crucial role in ensuring the cleanliness and maintenance of both recreational swimming pools and spas, as well as commercial and industrial water systems. The company reached out to Windstream Enterprise because it needed to upgrade its information systems.

At a glance

Industry

Chemicals manufacturing and distribution

Customer

14 locations across the United States

Challenges

Disjointed network and security

Lack of visibility and co-management capability

Solutions

Secure Flex Premium

SD-WAN

Secure Access Service Edge (SASE)

LAN Services

IT Managed Services with end-to-end support

Results

Reliable and resilient connectivity

Visibility and centralized management

Increased security

Single-vendor solution

Improved network flow

With 14 locations nationwide, this manufacturer is recognized industry-wide as the premier source for sodium hypochlorite sanitization and shock solutions.

Their previous network and security solutions lacked the reliability and performance that the company's IT team required. A number of their key business development strategies rely upon speedy, steady and secure network access, and could only perform as well as the network infrastructure underlying them.

Their competitive advantage consists of state-of-the-art manufacturing to produce the best possible products for their customers, and they run a range of marketing programs to expand their distribution.

They conduct continuous product testing to guarantee full strength and maximum efficacy of their water-treatment chemicals. Their fleet of trucks allows delivery of the fresh product and an effective go-to-market approach, which involves coordinating complicated logistics. In addition, the company has an ongoing in-field sales presence and offers technical support to customers.

All of that requires a top-notch network customizable to their shifting needs, along with dependable security.

> *"Windstream Enterprise is delivering an integrated network and security solution that gives me the co-management control I need."*
>
> **IT manager**

Crystal clear visibility and co-management

This company's previous network and security services were from two different technology vendors. Neither provided the visibility or co-management features the IT staff needed. The IT team was familiar with the Fortinet Security Fabric with Cybersecurity Mesh Architecture (CSMA). Windstream Enterprise Secure Flex Premium powered by Fortinet gave this client more choices while offering highly secure, cloud-ready networking capabilities.

"I was dependent on the previous managed service provider to make the changes to my devices—this was a cumbersome process that could take days, and what I really wanted was the ability to make these changes myself in just a few minutes," says an IT manager at the company.

After shopping around and listening to demos from various IT vendors, they began the planning stages of moving from their current network and security service providers to Windstream Enterprise's SD-WAN powered by Fortinet—a multi-tenant solution.

During this time, the Windstream Enterprise solution engineering team participated in the Fortinet Fast Track training, which included demos on the new Secure Flex Premium single-tenant solution. The water treatment company IT manager was a big fan of the Fortinet Security Fabric platform, with a single pane of glass for visibility and co-management control.

Another benefit of Secure Flex Premium is that the entire catalog of Fortinet services is available as add-on options, which was also appealing to the IT manager.

The manufacturer and Windstream Enterprise moved quickly to put together a new plan to fully leverage the integrated features of Secure Flex Premium as follows:

Stage 1 – Replace the firewall

Stage 2 – Replace the SD-WAN

Stage 3 – Replace the Local Area Network (LAN) service with Cloud Managed Switches, secure WiFi and IP cameras

Stage 4 – Add more security components

Stage 5 – Augment existing security features to create a Secure Access Service Edge (SASE) environment

Windstream Enterprise implemented the IT solution in phases to minimize disruption and avoid early termination fees from the previous vendors.

Since partnering with Windstream Enterprise, the water treatment company has had a fully converged and integrated network and security solution, and their IT team now has complete visibility and co-management control.

Managed cloud connectivity, communications and security—guaranteed.

"The ability to co-manage our network and security services is why we chose the Secure Flex Premium solution."

IT manager

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