

## GreenPages Customer Solution Case Study



**Customer:** City of Marlborough & Marlborough Public Schools

**Website:** [www.marlborough-ma.gov](http://www.marlborough-ma.gov)

**Industry:** Municipal & Education

### Customer Profile

The City of Marlborough, Massachusetts serves approximately 36,000 residents, including 4,662 students housed in seven public school buildings.

### Technology Services and Solutions

- Fortinet FortiGate
- Fortinet FortiAnalyzer

# GreenPages Helps City of Marlborough and Marlborough Public Schools Strengthen Network Security Stance with Solution from Fortinet

*Fortinet's security solution has not only strengthened Marlborough Public Schools' network security, it has given our IT administrators more time and more peace of mind.*

—Mark Gibbs, IT Director,  
City of Marlborough  
and Marlborough Public Schools

### Customer Challenge

With multiple school buildings, Marlborough Public Schools faced a number of technology challenges. All of the locations had firewalls, some had content filters, while still others had VPN devices.

The Schools were also running into compatibility issues with different manufacturer technologies; it was a challenge getting another firewall to work seamlessly with a Barracuda content filter.

In addition, the Schools were experiencing policy enforcement problems with their web content filter. Many of the students were using proxies to get past the internet firewall to reach sites such as MySpace. As a result, the IT administrator had to constantly watch traffic in order to block one-off violations as they occurred.

### Technology Solution

After looking at different applications, Marlborough Public Schools chose Fortinet's enterprise network security solution, FortiGate, because it offered all three security options in one box. In addition, the solution gave the organization the tools to centrally manage all eight of their locations. After a number of pre-sales calls, GreenPages arranged for Fortinet to send an engineer onsite to discuss Marlborough Public Schools' specific security goals in more detail.

### Successful Result

Fortinet's technology actually reads each packet and if it detects that it's going through a proxy, it shuts down. This has been a real time saver for the IT administrator who can now focus on other technology initiatives.

Now that Marlborough Public Schools is using the same product across all applications, they have built-in redundancy. If one of the FortiGates fails, they have the ability to take one of the appliances out without any services interruption.

Marlborough Public Schools also purchased Fortinet's FortiAnalyzer—a real-time network logging, analyzing, and reporting system. Because all of the firewalls talk to the appliance, the school is able to run a variety of accurate reports to see where users are going.

**FORTINET**



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