FORTE TELECOM, TECHENABLER

CASE STUDY

Summary

Forte Telecom, a leader in Brazil's telecommunications landscape, consistently demonstrates its commitment through ongoing service enhancements and a keen focus on addressing customer needs. Through strategic partnerships with Corero Network Security and TechEnabler, Forte Telecom enhances its service offerings and delivers exceptional value to its customers. This collaboration promises robust network security, blazing-fast connections, and steadfast service availability.
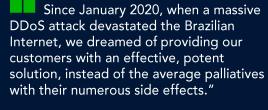
Forte Telecom elevates its network protection and increases service value through strategic partnerships.

Forte Telecom stands as a telecommunication front-runner in Brazil, tracing its roots back to a groundbreaking merger of 15 leading ISPs in Rio de Janeiro. Now, with a reach that spans six Brazilian states, Forte Telecom brings millions of customers access to premier transit connections characterized by low latency, guaranteed bandwidth, and the industry's highest SLA standards. On the brink of further expansion, including fresh acquisitions and the rollout of state-of-the-art FTTH services, Forte Telecom is well-positioned to maintain its status as a premier provider in the region.

Challenge

Recognizing that downtime is unacceptable and that service availability is paramount, Forte Telecom deeply appreciates its customers' trust in its ability to deliver reliable service. In response, Forte Telecom pursued a cybersecurity solution capable of offering impenetrable network protection and ensuring continuous service for its ISP clients. Confronted with the risk of destructive DDoS attacks, the company sought a solution that mitigated these threats and proactively identified them before they could begin. This approach aimed to protect both Forte Telecom's reputation and that of its customers, preventing potential revenue loss and maintaining the highest level of security.

Solution

Forte Telecom formed strategic partnerships with Corero and TechEnabler to tackle these challenges head-on, significantly enhancing their security measures. With the integration of Corero's SmartWall ONE DDoS protection solution, Forte Telecom equipped itself with a robust and dependable shield against DDoS attacks, capable of identifying and neutralizing threats instantly. The innovative local scrubbing-as-a-service (LSaaS) model is crucial, ensuring seamless line-rate performance without any noticeable latency increase. This approach guarantees

> " Since January 2020, when a massive DDoS attack devastated the Brazilian Internet, we dreamed of providing our customers with an effective, potent solution, instead of the average palliatives with their numerous side effects."
>
> **- Sérgio Simas, Forte Telecom CEO.**

> " We provide the best technology solutions for our clients to offer new profitable services and increase revenue with their existing infrastructure."
>
> **- Alvaro Aquino, TechEnabler CEO.**

that legitimate traffic flows uninterrupted, maintaining optimal network integrity and customer satisfaction.

Benefits

Through this strategic alliance, Forte Telecom not only guarantees enhanced service reliability and elevated customer satisfaction but also achieves significant reductions in operational costs. Moreover, this collaboration solidifies Forte Telecom's reputation as a dependable ally for ISPs striving to maintain seamless operations. It adeptly meets the evolving demands for protection against the dynamic threats of the digital age, ensuring that services remain uninterrupted and secure.

> " The Corero solution TechEnabler provided is uniquely designed for us to provide added value services to our customers. It is based on the innovative concept of Local Scrubbing as A Service (LSaaS), which only Corero's technology can deliver from the system architecture standpoint. Forte's solution provides zero latency and millisecond response time; additionally, Forte's customers can fully visualize and manage their traffic throughout a sophisticated customer portal. The system protects customers from DDoS attacks without affecting legitimate traffic."
>
> **- Sérgio Simas, Forte Telecom CEO.**

Conclusion

Forte Telecom can now offer its customers top-tier services with an added layer of confidence thanks to enhanced protection against DDoS attacks. This assurance not only safeguards their core operations from disruption but also preserves the integrity of their offerings. Forte Telecom is well-equipped to sustain and accelerate its business growth with this heightened security and service continuity.

About TechEnabler:

With over two decades of experience in the Brazilian and Latin American IT and Telecommunications sectors, TechEnabler stands as a beacon of innovation, offering bespoke solutions designed to drive growth and profitability for its clients.

About Corero Network Security:

At the forefront of DDoS protection solutions, Corero Network Security is a trailblazer in the field of cybersecurity, delivering cutting-edge technologies to ensure the availability of internet services for clients worldwide.

corero
[THE DDoS PROTECTION SPECIALISTS]