



Stronger Together: How Forte Telecom and Corero Redefine Real-Time DDoS Protection for Brazil's ISPs

A Story of Strength and Resilience

The name "Forte" resonates with strength. However, it's not just a name; it's a promise that reflects resilience, reliability, and a steadfast commitment to those it serves. Forte Telecom, true to its name, has always been about being a pillar of support, particularly for smaller internet service providers (ISPs) facing an increasingly challenging landscape. Their story is one of growth from modest beginnings, fueled by the belief that connectivity is a right for all communities, no matter how remote.

But even the strongest pillars sometimes need reinforcement. As the world became more interconnected, the challenges that Forte faced began to change. Cyber threats grew more sophisticated, and the stakes of providing uninterrupted service became higher. This is where the story takes a turn—when Forte partnered with Corero Network Security, bringing new strength to their efforts to support the ISPs of Brazil. Together, they are making a difference that goes beyond technology, ensuring peace of mind for small providers and their customers.

The Telecom Landscape in Brazil: A Tale of Two Worlds



To understand why this partnership is so vital, you have to look at Brazil's telecommunications landscape. There are two worlds: on one side, the large wholesale carriers dominate the urban centers, catering to dense populations with powerful infrastructure. On the other side are the smaller ISPs—thousands of them—serving rural and semi-urban areas, often isolated from the rest of the country. These small ISPs hold about 70% of the market, a testament to the massive role they play in keeping Brazil connected, especially in places the big players don't reach.

These smaller ISPs aren't just companies—they're lifelines for countless people. And for Forte Telecom, this is where the story truly begins. Forte didn't start as a massive player. They began as one of those small ISPs, serving local communities, driven by the goal of bringing connectivity to those who needed it most. They understand the struggles firsthand: limited resources, rising customer expectations, and the pressure of growing demands. It's this understanding that forms the core of Forte's commitment to its customers. They've walked the same path and know exactly what it takes to overcome the hurdles.

The Evolution of Forte: From an ISP to a Market Leader



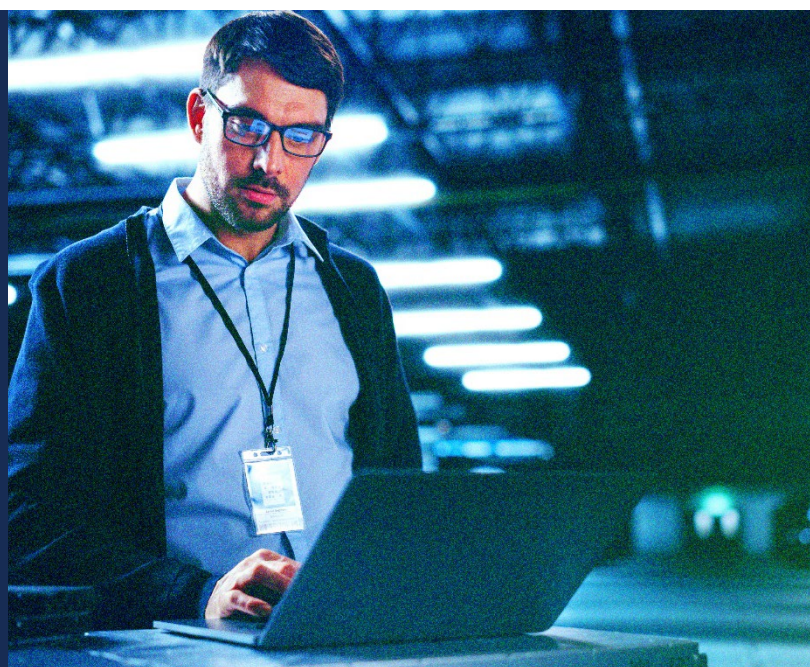
Back in 2009, Forte Telecom reached a turning point. After years of experience navigating the challenges of being a small ISP, they transformed, moving from service provider to carrier. They began selling IP transit and positioned themselves as more than just another provider. This was a deliberate shift—Forte wanted to be different. They wanted to help others like them navigate the complexity of telecommunications by providing unique, differentiated solutions tailored to small and medium-sized ISPs.

This evolution wasn't just about expanding their business; it was about empowering their peers. With this transformation, Forte set out to address the gaps that had made their own journey difficult. They were no longer just a company growing for itself; they became an enabler, a partner dedicated to building stronger infrastructure and providing a higher quality of service for ISPs across the country.

The 2020 DDoS Incident: A New Kind of Battle

The real turning point in Forte's journey came in 2020 when they faced a challenge that was unlike anything they had dealt with before—a massive distributed-denial-of-service (DDoS) attack. This attack threatened everything they had built. Their initial solution was to rely on cloud-based mitigation, rerouting traffic from the United States back to Brazil. It worked, but at a cost. The latency introduced by this rerouting had serious consequences, especially for services like gaming and live streaming, where even a fraction of a second can make a difference.

THE 2020 DDOS ATTACK SHOWED FORTE THAT CLOUD MITIGATION WASN'T ENOUGH—HIGH LATENCY WAS HURTING CUSTOMERS. THEY NEEDED A SOLUTION THAT DELIVERED SECURITY WITHOUT COMPROMISING PERFORMANCE.



This experience was a wake-up call. It made Forte realize that the current solutions available to them simply weren't enough. Their customers—small ISPs—couldn't afford the impact of high latency or the dissatisfaction that came with it. There had to be a better way, one that didn't compromise the quality of service in the name of security.

Enter Corero Network Security: A Real-Time Solution

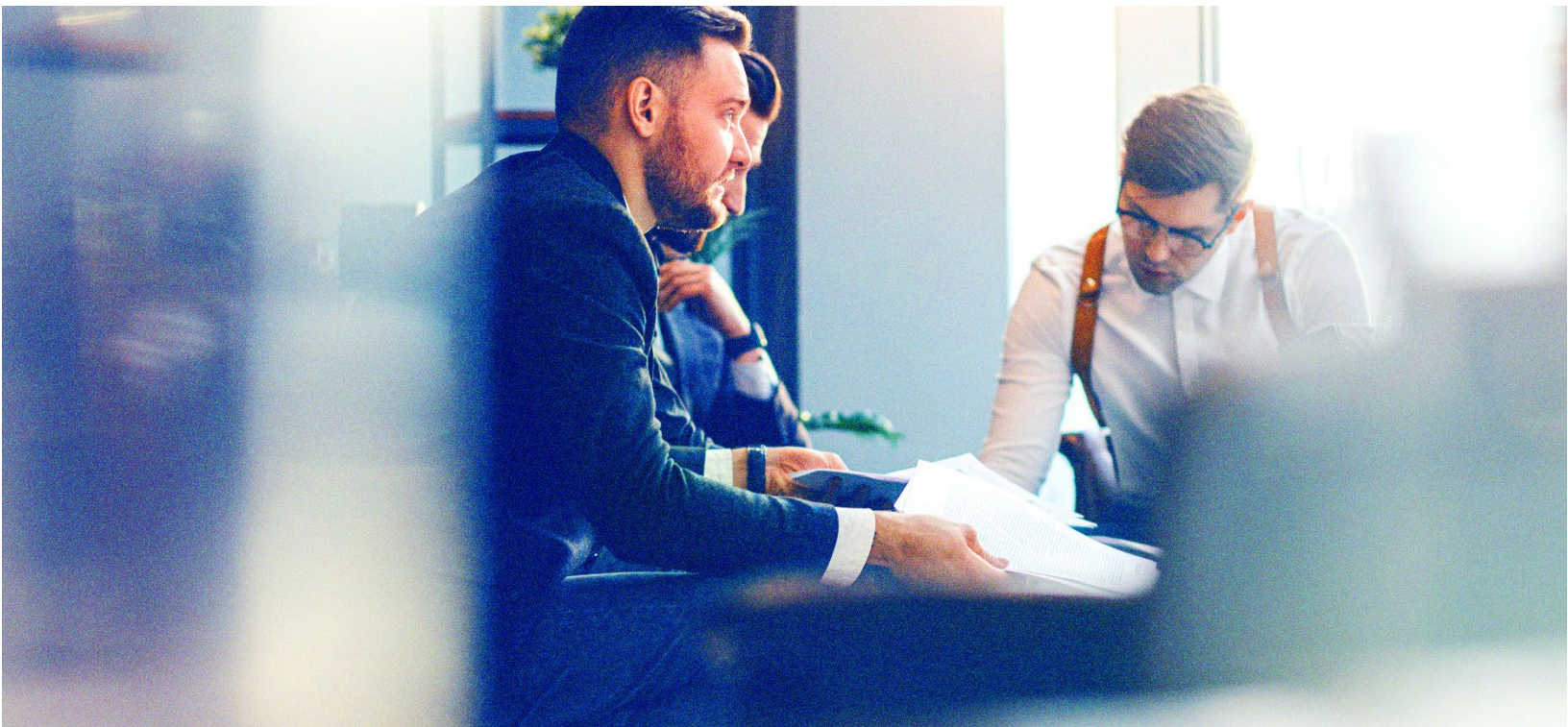


That's when Forte found Corero Network Security. It was an opportunity to bring in a level of protection that could meet their standards without the trade-offs. Corero's DDoS protection solutions offered exactly what Forte needed—real-time, inline DDoS mitigation that could stop attacks before they caused any disruption, without the need for rerouting traffic halfway around the world.

Forte deployed Corero's SmartWall ONE™ technology directly into their network infrastructure, integrating the industry's leading DDoS protection solution seamlessly into their operations. The difference was immediate. By placing the solution on-premises, they were able to provide sub-second mitigation, which meant threats were identified and neutralized instantly. There was no more high latency, no more compromise. Instead, Forte could promise a "truly clean pipe"—a network free of harmful traffic, always on, always clean.

This change wasn't just technical; it was transformative. It allowed Forte to turn their focus back to their core mission: empowering small ISPs. With Corero's help, they could offer the peace of mind that their customers desperately needed—knowing that whatever the digital threats, their services would stay online, uninterrupted.

Cleanpipe: A New Standard of Service Quality



What does "clean pipe" mean for an ISP serving a small community in Brazil? It means more than just security—it means reliability, consistency, and the promise of an uninterrupted connection. For small ISPs, resources are limited, and they can't afford to have staff constantly monitoring for threats. They need solutions that work behind the scenes, quietly and efficiently, without demanding constant attention.

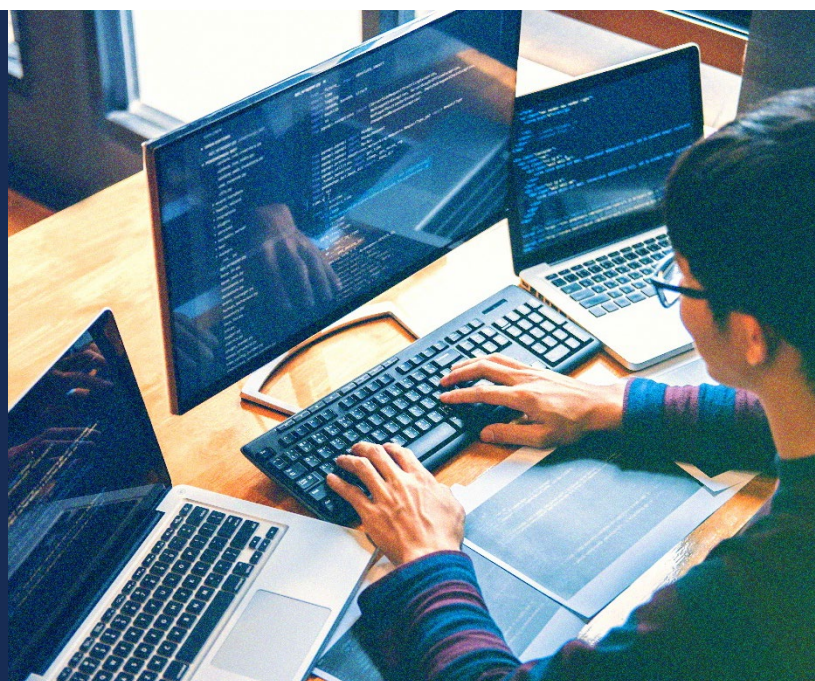
That's what the Forte Cleanpipe offers. It's a proactive, always-on, full-time solution that ensures all incoming and outgoing traffic is clean. Unlike legacy solutions that react to threats after they are already disrupting services, the Forte Cleanpipe powered by Corero acts instantly, keeping everything running smoothly, so these small ISPs can focus on what matters most—**serving their customers and growing their networks.**

What Makes Forte and Corero Stand Out

The magic of this partnership between Forte and Corero lies in its simplicity and effectiveness. For customers, it means "normal life" again. It means watching a football match without buffering or lag, playing an online game without fear of sudden disconnection, and using the internet without the frustrations that come with service interruptions.

For the ISPs, it means they don't have to spend sleepless nights worrying about DDoS attacks. They no longer need to scramble to react when something goes wrong. Instead, they can enjoy a day at the beach and trust that with Forte and Corero's technology in place, their services are secure, and their customers are happy. It's the difference between a reactive approach—putting out fires—and a proactive model that prevents those fires from starting in the first place.

"TRULY CLEAN PIPE" IS NOT JUST A BUZZWORD. UNLIKE OTHERS WHO MAKE SIMILAR CLAIMS, FORTE DELIVERS ON THIS PROMISE. THEY DO IT WITH CORERO'S TECHNOLOGY, ENSURING THAT NO MALICIOUS TRAFFIC SLIPS THROUGH, PROVIDING CLEAN, FAST, AND RELIABLE CONNECTIONS ALL DAY, EVERY DAY.



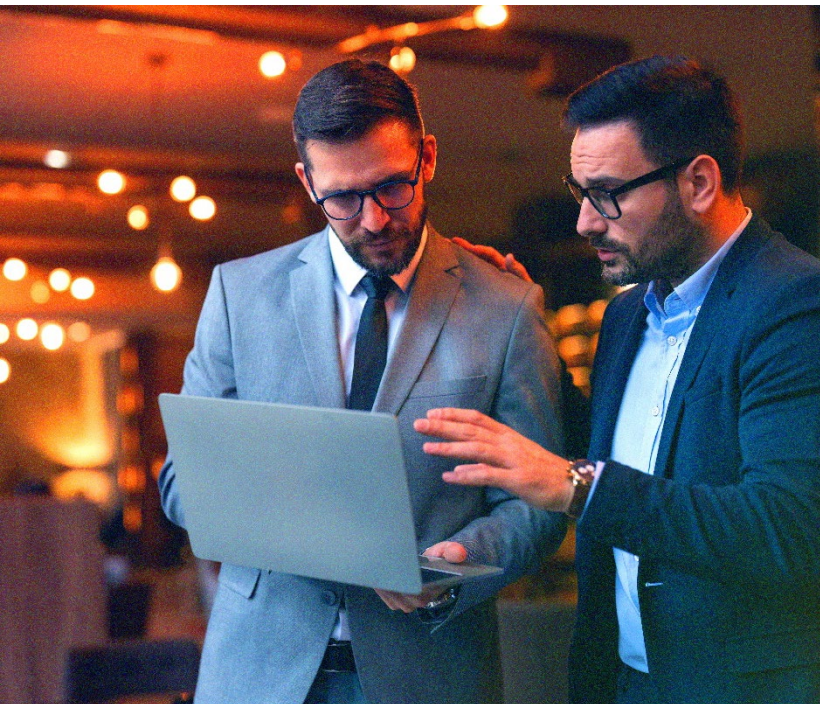
What This Means for Smaller ISPs: Real Benefits, Real Impact



For small ISPs across Brazil, this partnership is a game-changer. It guarantees service availability, no matter how sophisticated or severe the DDoS attack. It means they can offer the same level of security and reliability as larger carriers, without needing the same extensive resources. And perhaps most importantly, it gives them peace of mind. They can focus on serving their customers and growing their business, knowing that Forte and Corero have them covered.

Guaranteed Service Availability means that whether it's a family streaming their favorite show, a student attending an online class, or a gamer competing in an online match, services will remain uninterrupted. No downtime, no compromise—just a reliable connection that doesn't let them down.

Peace of Mind is what every ISP needs, especially those serving smaller, often underserved communities. The partnership between Forte and Corero provides that comfort, ensuring that ISPs have the strength they need to keep their customers connected and happy, no matter what threats they face.



CUSTOMER BENEFITS

- Guaranteed Service Availability
- Enterprise-Level Security Without Enterprise Costs
- Peace of Mind
- No Downtime, No Compromise
- Strength to Serve Underserved Communities

A New Era of Resilience

The partnership between Forte Telecom and Corero Network Security represents a new era defined by strength, resilience, and innovation. Together, they are reshaping what's possible for small ISPs in Brazil, providing the advanced tools needed to combat modern threats while maintaining exceptional service quality. By implementing real-time, inline DDoS protection, Forte and Corero are fulfilling the promise of secure, seamless connectivity for all.

This collaboration empowers smaller ISPs—the unsung heroes of connectivity in remote communities—to not only survive but thrive. In a world where every second counts, staying online is not just a service; it's a promise. With Forte and Corero standing guard, that promise is being fulfilled every day, ensuring uninterrupted connectivity for those who need it most.