



Case Study

Hillstone Helps Getecom Drive Competitive Advantage with FWaaS solution

Hillstone delivers FWaaS offering to drive differentiation in services and deploy CGNAT capabilities for IPv6 migration.



Customer Profile

Customer

Generación Tecnológica de Comunicaciones, S.L. (Getecom)

Sector

Telecommunications Consultancy and Engineering, ISP

Location

Headquartered in Guadalajara, Spain

Scope

ISP, network infrastructure, systems and telecommunications engineering and PBX solutions

Size

4 locations across Spain; global operations

Challenges

Differentiate offerings through NGFW-as-a-Service; address IPv4 exhaustion in data center and client sites

Requirements

- Increase market share and customer retention through a new, hosted cybersecurity offering
- Reduction of costs and increased efficiency through consolidated management and monitoring
- Protect client networks from cyberthreats through advanced features
- Maintain and extend the life of existing IPv4 investments while supporting IPv6 migration

Result

High-quality and reliable FWaaS and CGNAT offerings increased customer satisfaction and market share; customers praise the security, performance and flexibility of the solution.



The Challenges

Addressing IPv4 Exhaustion and Building a New Service

Generación Tecnológica de Comunicaciones, S.L. (Getecom) is based in Guadalajara, Spain with additional offices in Madrid and Ciudad Real, Spain. Getecom offers a wide range of ISP services as well as consultancy services for other ISPs and its direct customers. Its ISP services are targeted to small and medium sized clients in Spain and elsewhere.

The fast-growing company faced a number of challenges, among them finding a way to differentiate their service offerings for end-customers to increase revenue, reduce customer churn, and increase overall customer satisfaction. In addition, Getecom was challenged by a rapid depletion of IPv4 addresses, coupled with a significant investment in existing IPv4 infrastructure.

Through extensive research, the Getecom team determined that a firewall-as-a-service (FWaaS) offering would be highly attractive to its base of small and medium sized customers. Through this cloud-based managed service, clients would gain increased security and compliance without requiring a large up-front investment in hardware and the staffing required to manage it. Furthermore, CGNAT (carrier-grade network address translation) has become the best practice for IPv4-to-IPv6 migration, preserving existing investments while positioning the company for future growth.

The team initiated a project to design, develop, test and deploy a data center next-gen firewall that would support both goals. The NGFW would need to have the flexibility to support multi-tenancy with strict segregation in order to protect each customer's sensitive information, while also supporting CGNAT services for Getecom as well as clients.

The Solutions

A Flexible, Robust Solution for FWaaS and CGNAT

After testing one vendor's data center firewall, it was found to be lacking in features and flexibility. Getecom zeroed in on Hillstone Networks' X-Series data center firewalls. The X-Series is specifically designed for service providers like Getecom, as well as large enterprise data centers. It can scale up to 3.5 Tbps throughput and supports as many as 1,000 virtual firewalls in a multi-tenant configuration.

The key to the X-Series flexibility lies in its patented Elastic Firewall architecture, which features independent processing of application-layer and network traffic. This in turn supports linear scalability that helps 'future-proof' the infrastructure. In addition, the X-Series can operate in Twin-Mode, a unique feature that can ensure continuous data center security across geographies and even during extensive outages.

The project surpassed the Getecom team's expectations. Customers were eager to adopt the new FWaaS offering, recognizing the cost savings and vast improvement to the security of their networks. Customer feedback was highly positive, and mentioned in particular the security and performance of the new service.

Using Hillstone's HSM security manager, Getecom staff are able to remotely monitor, manage and maintain the security of clients' networks – reducing costs and increasing efficiency. The service offers advanced security features such as VPN, intrusion prevention, botnet command-and-control protection, and application control.



Clients are protected against a wide range of threats like malware, ransomware, phishing, DoS attacks, data breaches and more.

The CGNAT service was implemented in record time due to the X-Series' intuitive interface, and addresses the initial problem of IPv4 exhaustion with the ability to expand in the future as network traffic requires.

The Results

A Popular New Security Service Offering and IPv6 Migration Support in One

Through the Hillstone X-Series data center firewall, the Getecom team has accomplished two primary goals: to deliver a new cloud-based security solution for its customers, and to address the rapid depletion of IPv4 addresses. Customer satisfaction and loyalty have improved through the high-quality and reliable FWaaS service, and Getecom plans to further grow and expand their services in the future.

“ This technology will reshape our business model, and will lead us into a whole new market with a differentiated message to our customers.

”

**Mr. Alfonso
Oliva Rivero**

Getecom's chief
technology officer



About Hillstone Networks

Hillstone Networks is a leader in cybersecurity, delivering both depth and breadth of protection to companies of all sizes, from edge to cloud, and across any workload. Hillstone Networks' Integrative Cyber Security approach brings coverage, control, and consolidation to more than 26,000 enterprises worldwide.

Hillstone Networks is uniquely positioned with a platform that's future-proof to enable digital transformation and business continuity. For more information and to find your Integrative Cybersecurity solution, please visit www.hillstonenet.com

Learn more about Hillstone products mentioned in this case study

[Hillstone X-Series Data Center Firewall](#) ⇒

[Hillstone Security Management Platform \(HSM\)](#) ⇒



Read about Hillstone solutions

[Cloud Workload Protection \(CWPP\)](#) ⇒

[Extended Detection & Response \(XDR\)](#) ⇒

[Zero-Trust Network Access \(ZTNA\)](#) ⇒

[Secure SD-WAN](#) ⇒

[Micro-segmentation](#) ⇒

[Network Detection & Response \(NDR\)](#) ⇒