

ENTERPRISE SECURITY

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ISSN 2691-4034

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2024



Certificate



AbariCom

Security at Every Step of Digital Transformation



Neo Nwako,
Managing Director

Initially focused on delivering reliable network connectivity, AbariCom, a leading provider of information and communications technology (ICT) solutions, today, ensures that its connectivity solutions are not only robust but secure.

By forging a partnership with Fortinet, a global leader in cybersecurity solutions, AbariCom empowers clients with an advanced security fabric to provide end-to-end protection across networks, endpoints and cloud environments. Through the Fortinet Cyber Threat Assessment Program, AbariCom offers managed firewalls, secure internet connectivity and detailed security posture assessments. In the event of any malicious activity, it provides threat monitoring and analysis facilitated by FortiAnalyzer.

All these services align with AbariCom's mission to not only connect devices but safeguard the entire digital ecosystem. "Our clients have a single-pane visibility of security posture through monthly and on-demand reporting, along with skilled cybersecurity resources available 24/7/365 to assist and improve their environment's security posture," says Lawrence Muzanhenamo, head of technology.

The reason AbariCom shifted its focus toward security solutions stemmed from the specific needs of small and medium-sized enterprises (SME) in Botswana, where the company is based. These SMEs

lacked the resources for dedicated ICT departments or specialized cybersecurity expertise due to the significant capital expenditure (CapEx) required to establish such infrastructure. The high costs of purchasing and installing advanced security solutions frequently exceeded the limited budgets of these businesses, leaving their digital assets vulnerable. This issue was especially critical in sectors such as law and hospitality, where secure data transmission across multiple branches was essential.

Recognizing this challenge, AbariCom pioneered the MSSP model in Botswana. By procuring firewalls and leasing them to customers, as well as offering virtual firewall solutions, AbariCom made advanced security accessible and affordable for SMEs. This innovative approach transformed a major CapEx into a manageable operational expense (OpEx), democratizing access to top-tier security.

For instance, it recently assisted a critical State Owned Enterprise (SOE) in securely connecting multiple branches to its cloud platforms as part of its cloud migration strategy. This involved implementing SD-WAN for resilient connectivity and prioritization, Internet Protocol Security (IPSec) tunnels, web and application filtering, traffic shaping and bandwidth management. The Fortinet-powered solution allowed the SOE to scale quickly to the cloud while maintaining a robust security fabric.

A key factor in the success of AbariCom's OpEx model is its team of certified technicians. With expertise in SD-WAN, network security, security operations and security analysis, these professionals are well-equipped to tackle the diverse challenges in the cybersecurity landscape.

One noteworthy case study highlighting AbariCom's capabilities is its deployment of a multi-site connectivity solution for a hospitality group with nationwide presence.

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AbariCom implemented SD-WAN for link failover, IPSec tunnels for secure inter-branch connectivity (including voice, data and video services) and traffic shaping and prioritization through the Fortinet platform using application, web and DNS filtering. This solution significantly improved uptime and enhanced the overall security posture of group.



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Building on this success, AbariCom focuses on a critical cybersecurity need—securing operational technology (OT) environments and integrating them with IT security fabrics. With Fortinet's specializations in this area, AbariCom is developing solutions tailored for the mining sector and other critical infrastructure providers. Rather than solely focusing on perimeter security, the company extends its services to include OT endpoint protection, monitoring OT traffic flows and securing connectivity between IT and OT networks. This holistic approach safeguards these highly sensitive and traditionally siloed OT environments as cyber-physical threats evolve.

Through its partnership with Fortinet, AbariCom is leading the charge in securing the digital ecosystem. By offering comprehensive, industry-agnostic solutions, AbariCom empowers businesses to confidently navigate the digital frontier, ensuring robust protection for their most critical assets. **ES**



Enterprise Security Magazine
ISSN 2691-4034

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