

# Mako Networks secures the Fonterra Co-operative Group

Fonterra Co-operative Group is New Zealand's largest company and one of the largest dairy exporters in the world, with an annual turnover of approximately NZD\$16.7 billion. Fonterra operates facilities across New Zealand that collect milk from farmers and process the company's dairy products for sale and export.



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Fonterra securely linked small sites across New Zealand and Australia back into their core network located in Auckland.

In 2006, the company was looking for options to securely connect Fonterra's smaller sites geographically dispersed across New Zealand and Australia back into their core network located in Auckland.

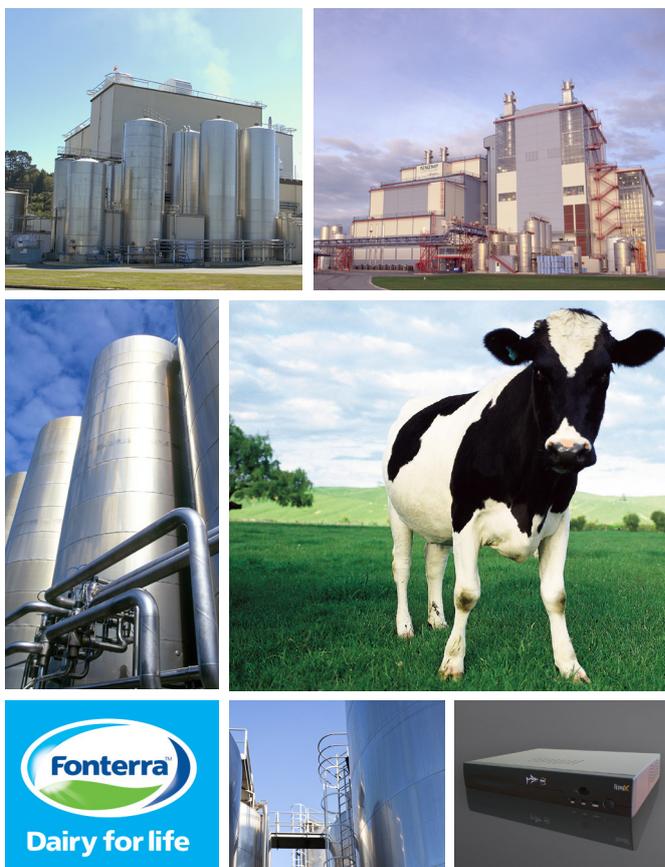
Fonterra's network provider in New Zealand, Gen-i, pitched their SecureME service – based on the Mako Networks System – to the Fonterra team and its infrastructure provider at the time, EDS. The Mako System would provide Fonterra with the connectivity they were after, plus value-added services such as detailed usage reporting, centralised management and proactive usage alerts. Combined with the Gen-i support desk and the security of knowing their configurations were stored in Gen-i's enterprise-grade datacenter, this made a compelling proposition.

Mike Saint, IT Service Owner for Fonterra, commissioned EDS (now owned by HP) to conduct a thorough analysis of the Mako System by creating a replica of Fonterra's network and running a battery of tests over a three-month period. A full security assessment showed that the Mako System exceeded all testing expectations, and ensured that the system would be reliable and capable of providing better service than a more expensive private network.

Fonterra deployed SecureME in 2007, using Mako network appliances connected to the Internet to securely link sites and reduce costs without requiring remote private network infrastructure.

At each site, a Mako network appliance uses a broadband connection to connect sites via a secure Virtual Private Network (VPN) back to headquarters.





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Mike Saint, IT Service Owner, Fonterra

A SecureME VPN concentrator from Mako Networks located at Fonterra’s Auckland datacenter simultaneously connects the sites to different parts of the main Fonterra corporate network. In this way, each small site can safely and securely exchange data with the main corporate network at lower cost and faster speeds.

Mr. Saint sums it up concisely: “Using a secure connection over the Internet rather than fixed links has reduced network costs to small sites by approximately 75 percent.”

One of the other key benefits to Fonterra is the way SecureME is centrally managed from the cloud. All Mako network appliances are administered from a secure website, where administrators can view, control and manage nearly every aspect of Fonterra’s network connections from anywhere. This type of centralised control permits administrators to manage a large number of sites scattered over a wide geographical area from a simple web interface.

Without the need for individual site visits to manage or configure network connections or VPNs, and with a lower cost of ownership, Fonterra had the solution it needed.

“I am very happy with the performance of SecureME and the service we receive” says Mr. Saint. “SecureME was easy to deploy quickly and connection issues can be identified and dealt with rapidly without the need for onsite technical resources. I would recommend it to other businesses that want an easy-to-manage yet powerful way of linking multiple sites together using the Internet. Gen-i has certainly reduced costs for Fonterra, and met or exceeded our expectations.”

To this day Fonterra continues to use the SecureME service, powered by Mako and delivered through Gen-i, to connect their locations in New Zealand and overseas.

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