



CASE STUDY

How Magellan Aviation Group Freed Its IT Team—Without Sacrificing Security

Magellan Aviation Group partnered with Katalyst to upgrade their firewall infrastructure, streamline security operations, and improve network visibility while minimizing internal IT workload.

CLIENT

Magellan Aviation Group

WORKING TOGETHER

With Katalyst since 2015

KATALYST'S ROLE

- Designed and implemented a standardized firewall strategy
- Provides ongoing monitoring, support, and security optimization
- Delivered a structured transition plan that minimized operational disruptions

Magellan Aviation Group

Magellan Aviation Group, a global aviation parts supplier, had outgrown their previous IT vendor and needed a more scalable, security-focused solution. Their firewall infrastructure required modernization to address security gaps, enhance visibility, and improve overall management. Having previously worked with Katalyst for network engineering support, they saw them as the ideal partner for this critical security initiative.



Project Goal

To enhance network security, improve firewall management, and free up internal IT resources for strategic business initiatives.

Executive Summary

Cybersecurity threats continue to evolve, putting organizations at risk of data breaches and operational disruptions. Businesses like Magellan Aviation Group need robust firewall solutions to secure their infrastructure and ensure seamless operations.

For years, Magellan Aviation Group has delivered top-tier aviation parts and services. As their IT infrastructure expanded, they recognized the need for a dedicated security partner to help modernize their systems while allowing their internal team to focus on core business functions.

To achieve this, they engaged Katalyst to implement a standardized security strategy and provide ongoing support.

Katalyst's Role

- Designed and implemented a standardized firewall strategy
- Provides ongoing monitoring, support, and security optimization
- Delivered a structured transition plan that minimized operational disruptions

The Challenge

Magellan's firewall infrastructure was fragmented and inconsistent across locations, leading to security vulnerabilities, limited visibility into network traffic, and prolonged troubleshooting times. As Tim Jeffries, Lead System Engineer at Magellan Aviation Group, explained:

“Our existing firewall infrastructure was outdated, difficult to manage, and didn't provide the level of security or visibility we required.”

Before engaging Katalyst, they explored alternative solutions but found that local MSPs lacked the deep familiarity with their network that Katalyst already had. This existing relationship gave them confidence in moving forward with Katalyst's solutions.

The Solution

Katalyst implemented a **standardized, enterprise-grade firewall strategy** tailored to Magellan's specific needs. Their approach included:

- **Comprehensive Security Analysis** – Assessing existing infrastructure and designing a custom security roadmap.
- **Firewall Upgrade & Standardization** – Deploying new firewall hardware across multiple locations with minimal downtime.
- **Ongoing Monitoring & Support** – Providing continuous management and optimization to enhance security posture.

According to Jeffries, Katalyst's structured approach made the transition seamless.



“The implementation process was well-organized, starting with a full assessment of our existing infrastructure. Katalyst helped us design a standardized firewall policy and migrate to the new hardware with minimal downtime.”

– **Tim Jeffries, Lead System Engineer at Magellan Aviation Group**

Overcoming Challenges

One of the main concerns was ensuring a smooth transition without operational disruptions. Any firewall upgrade introduces potential risks such as downtime, misconfigurations, or unforeseen compatibility issues. However, Katalyst proactively addressed these risks with detailed planning and post-implementation fine-tuning.

“Our main concern was ensuring a smooth transition without disrupting operations. Katalyst provided a structured plan that minimized disruptions, and their team was proactive in addressing concerns.”

Additionally, some applications required adjustments to work seamlessly with the new firewall policies. Katalyst’s post-implementation support proved invaluable in resolving these unexpected issues swiftly.

The Results

Since implementing Katalyst’s firewall management solutions, Magellan Aviation Group has seen significant improvements:

- **Enhanced Security Posture**
Stronger defense mechanisms and standardized policies across locations.
- **Reduced IT Workload**
Allowing the internal team to focus on strategic initiatives instead of daily firewall troubleshooting.

- **Increased Network Visibility**
Real-time insights into network activity and identifying potential threats.
- **Streamlined Management**
Faster response times and improved efficiency in handling security tasks.

Scott Anzilotti, Senior IT Director at Magellan Aviation Group, emphasized the long-term value of Katalyst’s partnership:



“Katalyst enables my team to focus on direct business activities with our internal partners, knowing that security is being handled, monitored, and managed.”

— **Scott Anzilotti, Senior IT Director at Magellan Aviation Group**

Expanding the Partnership

What started as a firewall management project has expanded into a broader partnership. Magellan now leverages Katalyst for server management, endpoint security, and SIM data storage and management. According to Anzilotti:

“Anytime we have a security requirement, we always turn to Katalyst first to see if they can deliver.”

Beyond security, Katalyst’s proactive approach to performance tracking has been a key differentiator. Magellan tracks vendor performance using service tickets and monthly reviews, and Katalyst’s data-driven approach to tracking key performance indicators has made them an ideal partner.

“They track key metrics like average response time, first touch, and resolution times. Since they manage by numbers, it’s been a great fit, and we review those metrics together every month.”



Advice from Magellan Aviation Group

Katalyst has become an essential IT partner for Magellan Aviation Group, who remark on Katalyst's ability to deliver high-quality security solutions while maintaining a responsive and personalized approach.

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“They’re big enough to handle the effort required to do their job well, but small enough to be responsive to us as a customer.”

— **Scott Anzilotti, Senior IT Director at Magellan Aviation Group**

For other organizations considering Katalyst, Anzilotti offers simple advice:

“Give them a shot. Katalyst has proven their capabilities over and over for us, and their technical resources have been top notch.”

By working with Katalyst, Magellan Aviation Group has not only strengthened its security but also gained a strategic partner capable of supporting its long-term IT goals.



Tim Jeffries

*Lead System Engineer
Magellan Aviation Group*



Scott Anzilotti

*Senior IT Director
Magellan Aviation Group*

Need to lock down security without piling more work on your team?

Schedule a call with the Katalyst team to learn how we can help—and get a firsthand look at what we do.