The Industry’s Fastest and Most Secure Cybersecurity Platform
Fortinet’s mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.

Overview

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Gaining Share in a Growing Market

Fortinet is a major player in the fastest growing market segment and growing quickly, according to IDC...

And now the second-largest Data Center Firewall vendor according to Infonetics.
The Fortinet Advantage – Fast, Secure, and Global

FAST

Business Challenge
- Enterprise bandwidth requirements are doubling every 18 months
- Legacy security solutions have become a choke point
- Critical business traffic is slowed, users complain, new projects are delayed

Fortinet Advantage
- Custom FortiASIC processors accelerate performance by 5 - 10 X competitive solutions
- Security keeps pace with growing bandwidth demands
- Businesses can accelerate growth and roll out new initiatives securely
- Users have a better experience

SECURE

Business Challenge
- Today’s threats are more sophisticated and damaging than ever, bringing increased board-level pressure on security teams
- Businesses must piece together solutions because most vendors lack critical pieces required to combat advanced threats

Fortinet Advantage
- Large in-house FortiGuard Labs global threat research team
- Rich array of proprietary, integrated security technologies
- Dynamic updates delivered 24x365
- Independently validated as highly effective vs. today’s threats
Business Challenge

- Different platforms have been needed to cover different deployment scenarios globally
- Point security solutions have been deployed in response to evolving threats
- Numerous management consoles, inconsistent policies and networking functionality, and varying upgrade cycles lead to increased administrative burden and a slow and porous response to threats

Fortinet Advantage

- FortiOS networking and security operating system combines with our highly scalable architecture to provide unmatched global coverage and fit for all deployment scenarios
- Activate what you need where you need it, when you need it
- Simpler to deploy, easier to maintain, with fewer security gaps and a better user experience
Independently Tested and Validated Protection

**NGFW** FortiGate 1500D

**BDS** FortiSandbox 3000D

**Next Gen IPS** FortiGate 1500D

**WAF** FortiWeb 1000D
### Unparalleled 3rd Party Certification

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<thead>
<tr>
<th>Certification</th>
<th>Fortinet</th>
<th>Check Point</th>
<th>Cisco</th>
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**Gartner.**

**Magic Quadrant for Unified Threat Management**
High Performance Network Security

Powerful Network Security Operating System

FortiOS is a purpose-built, security-hardened, and sophisticated network security operating system that is the foundation of all FortiGate platforms. By combining extensive networking functionality like dynamic routing and high availability together with advanced security functions and services, powered by FortiGuard, FortiOS enables FortiGate appliances to be among the highest performance, most effective, and easiest to deploy and manage solutions available.

<table>
<thead>
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<th>Reporting</th>
<th>Visibility</th>
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<th>Management</th>
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Network Segmentation

FortiOS allows flexible deployment modes within your network. Transparent mode allows rapid deployment while still providing full traffic visibility and threat prevention.

<table>
<thead>
<tr>
<th>Deployment Mode</th>
<th>Deployment Complexity</th>
<th>Network Functions</th>
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<th>Traffic Viability</th>
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</table>
A New Class of Firewall - INFW

BORDER FIREWALL

The majority of firewalls deployed are on the border with external networks, such as the Internet. NGFW and UTM are the most common implementations, with network packet processing and application/content security. The connection to the Internet is usually relatively low speed.

INTERNAL FIREWALL

Internal networks run at much higher (multi-gigabit) speeds than the Internet connection. Internal Network Firewalls (INFW) are placed within the network to protect select assets – such as end users, applications or databases.

Easy 4-Step Pricing Model

1. Platform (FortiGate)
   - Form Factor and Deployment Mode
   - # Ports and Port speed
   - Throughput (FW, IPS, NGFW, UTM)

2. Services (FortiGuard)
   - Individual Services (IPS/AC, AV, WF, AS, ATP)
   - 20% of HW price each
   - UTM Bundle (IPS/AC, AV, WF, AS)
   - 45% of HW price
   - Full Coverage Bundle (UTM + App Filter + ATP)
   - 70% of HW price

3. Support (FortiCare)
   - 8 x 5
   - 15% of HW price
   - 24 x 7
   - 25% of HW price
   & or
   - Professional Services

4. Term
   - 1 Year
     - 6% off/yr
   - 2 Years
     - 10% off/yr
   - 3 Years
     - 12.5% off/yr
   - 4 Years
     - 14% off/yr
   - 5 Years
     - 15% off/yr

Common bundles include:
- Hardware + 1yr FortiGuard UTM bundle + 1yr 8x5 FortiCare @ 155% of hardware price
- Hardware + 1yr FortiGuard UTM bundle + 1yr 24x7 FortiCare @ 165% of hardware price
The Fortinet Solution Covers Your Entire Network

Complementary Security Solutions Available

Product List

- FortiADC Application Delivery Controller
- FortiAnalyzer Log Analysis
- FortiAP Secure Wireless
- FortiAuthenticator Authentication
- FortiCamera IP Video Security
- FortiClient Endpoint Security
- FortiCloud Cloud Logging and Provisioning
- FortiDB Database Security
- FortiDDoS DDoS Protection
- FortiExtender Cellular LTE Extension
- FortiGate Core Firewall Platform
- FortiMail Email Security
- FortiManager Centralized Management
- FortiSandbox Advanced Threat Protection
- FortiToken 2FA Token
- FortiVoice IP PBX Phone Systems
- FortiWeb Web Application Firewall
- FortiWiFi UTM with Wireless Access
Fortinet’s Network Security Expert (NSE) Program is a new 8-level training and assessment program designed for customers, partners and employees. NSE includes a wide range of self-paced and instructor-led courses, experiential exercises and examinations that demonstrate mastery of complex network security concepts.

NSE certification will help you:

- Validate your network security skills and experience
- Demonstrate value to current and future employers
- Leverage Fortinet’s full range of network security products, consolidate solutions and reduce risk
- As a partner, accelerate sales and offer new services

**FortiCare™**

Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East and Asia, FortiCare offers services to meet the needs of enterprises of all sizes:

- **8x5 Enhanced Support** – For customers who need support during local business hours only.
- **24x7 Comprehensive Support** – For customers who need around-the-clock mission critical support, including advanced exchange hardware replacement.
- **Premium Services** – For global or regional customers who need an assigned Technical Account Manager, enhanced service level agreements, extended software support, priority escalation, on-site visits and more.
- **Professional Services** – For customers with more complex security implementations that require architecture and design services, implementation and deployment services, operational services and more.

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Visit www.fortinet.com/training to get started!