

FORTINET SECURITY FABRIC

PROTECTING IoT TO THE CLOUD

AWARE | SCALABLE | ACTIONABLE

Fortinet's mission is to deliver the most innovative, highest performing network security fabric 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.

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 4,650+

FY 2015 Revenue: \$1.009 B

Q3 2016 Revenue: \$317M

Q3 2016 Billings: \$347M

Q3 2016 EPS (GAAP): \$0.04

Market Cap (Nov.1, 2016) \$5.4B

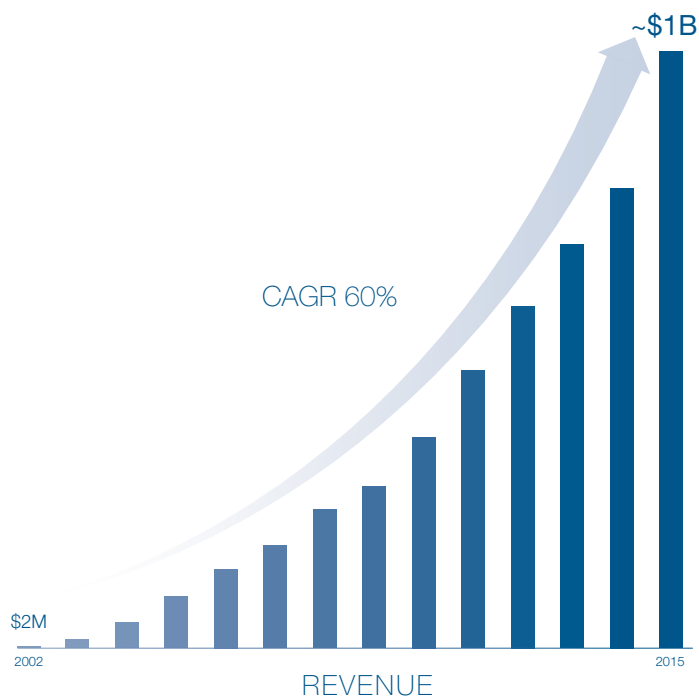
\$1.27B cash and no debt

Units Shipped to Date: 2.8M

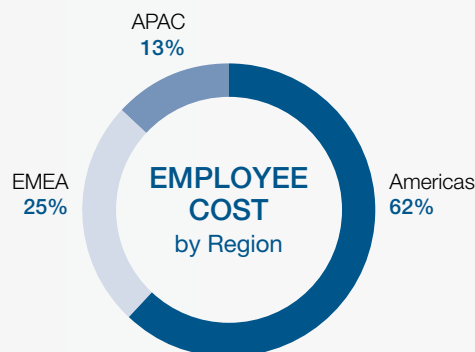
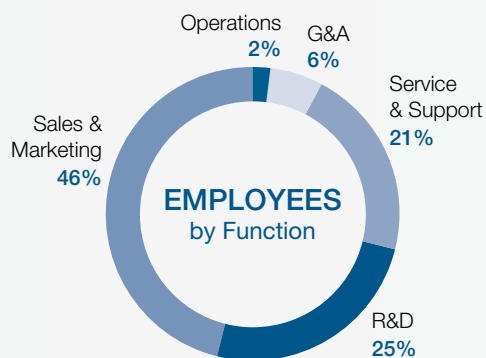
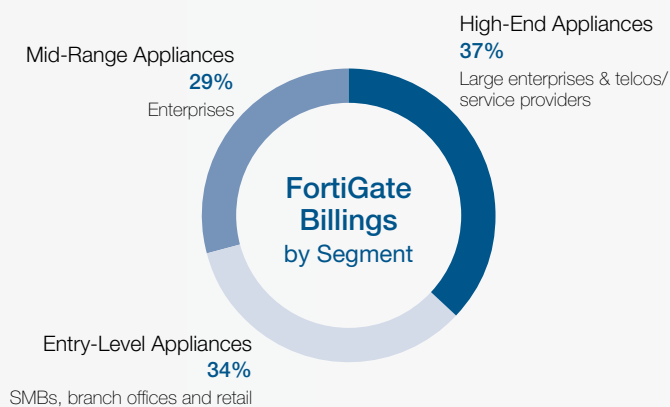
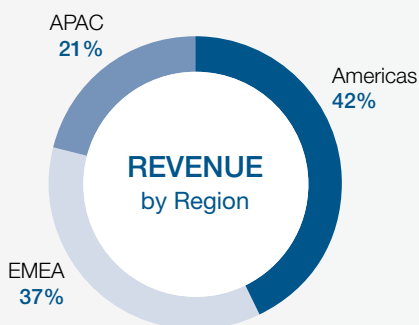
Customers: 290,000+

343 patents issued

280 patents pending

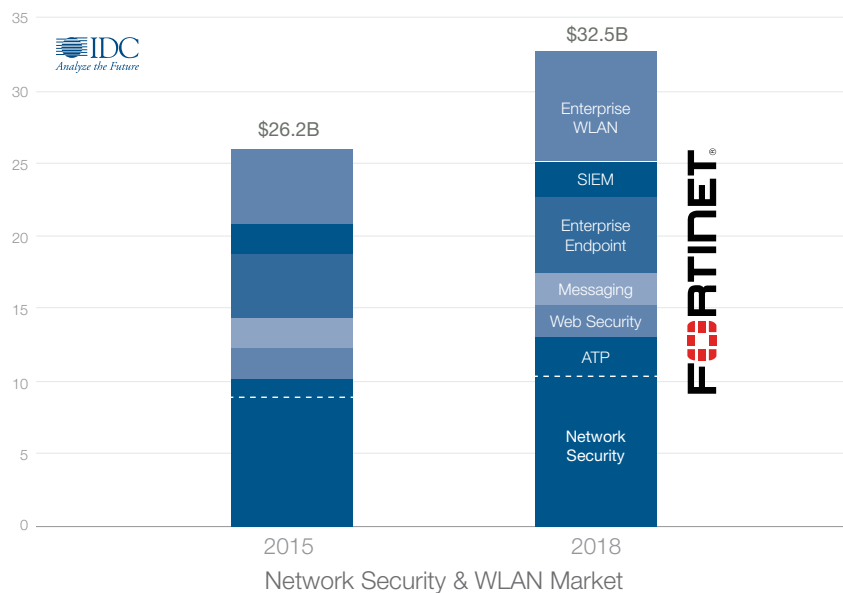


Q3 2016



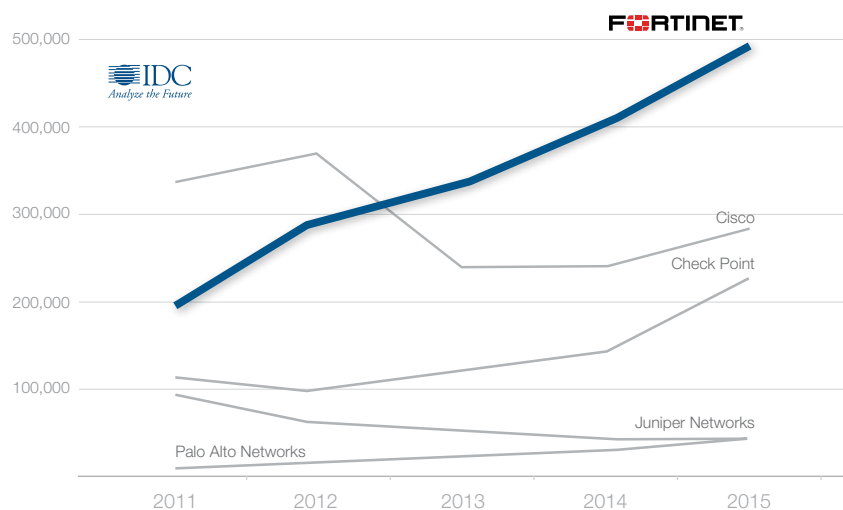
GAINING SHARE IN A GROWING MARKET

Fortinet is a major player in many segments of the fast growing Network Security and WLAN markets.

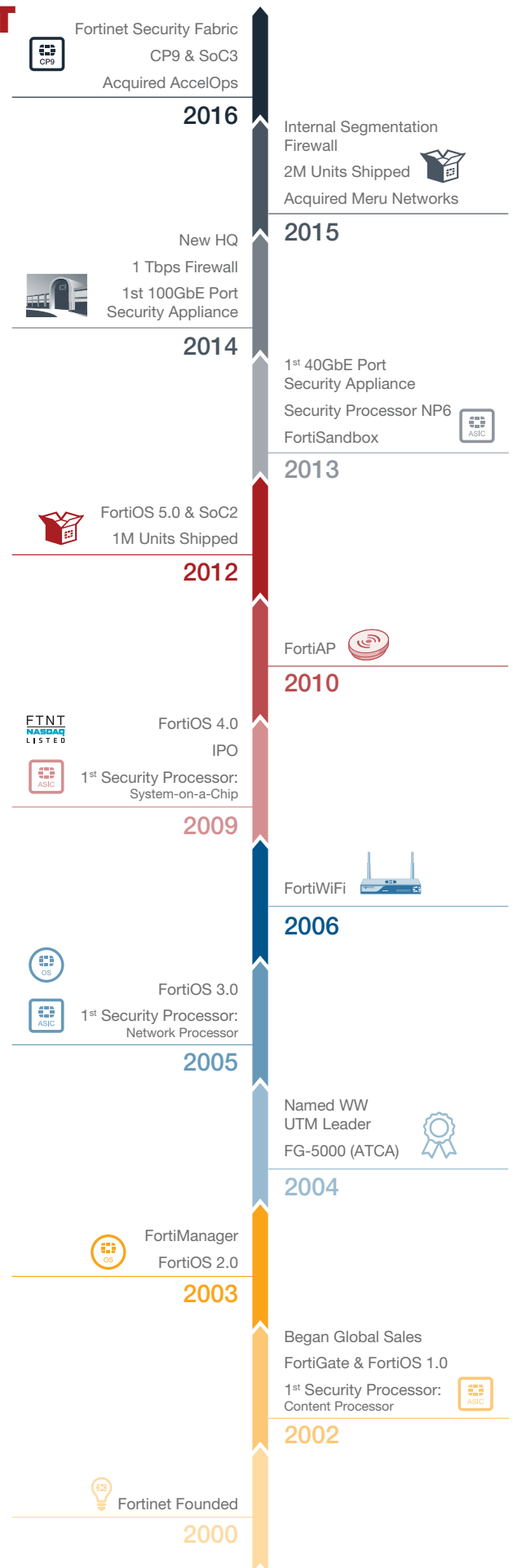


Source:
 IDC Worldwide IT Security Products Forecast, 2015-2019
 IDC Worldwide Security and Vulnerability Management Forecast 2015 – 2019
 IDC Worldwide Enterprise WLAN 2014-2018 Dec2014, 2019 figure calculated from report CAGR
 IDC Worldwide Endpoint Security Forecast, 2015–2019: The Influence of Specialized Threat Detection

Fortinet is the largest network security appliance vendor (units) and growing quickly, according to IDC...



Source: IDC Worldwide Security Appliances Tracker, March 2016 (based on annual unit shipments)



EMERGING SECURITY CHALLENGES

Today's Network is Borderless

IoT and the Cloud have expanded the attack surface - the "edge" is no longer clearly defined. There are more ways in and more ways out.



Slow is Broken

Security has become a bottleneck; enterprises compromise security features to achieve performance goals.



Complexity is the Enemy of Security

Too many point solutions create security gaps and a slow response to threats; no communication or coordination.



NEW SECURITY STRATEGIES

Segmented and intelligent security with complete visibility of all infrastructure and data flow.



Powerful, high-performance security that protects everything from IoT to the Cloud.



Seamless communication, cooperation and a single point of management across all security elements.



OUR VISION: THE FORTINET SECURITY FABRIC

A Security Fabric that is **AWARE** of all security elements.



A Security Fabric that is **SCALABLE** across all attack vectors.



A Security Fabric that provides proactive, **ACTIONABLE** information, facilitating detection and protection against known and unknown threats.



THE FORTINET SECURITY FABRIC

The Fortinet Security Fabric is the first architectural approach to security designed to dynamically adapt to the evolving IT Infrastructure. It intelligently and transparently segments the customer's network, from IoT to the Cloud, to provide advanced protection against sophisticated threats.

Each security element in the fabric is also aware of each other, allowing them to share policy, threat intelligence, and application flow information.

Advanced
Threat Intelligence



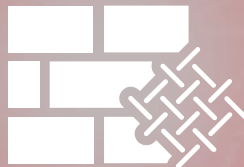
Operations
Center



Endpoint



Access



Network



Application



Cloud



Fabric-Ready

AWARE



SCALABLE



ACTIONABLE

FORTINET'S SECURITY FABRIC COVERS YOUR ENTIRE M

Fortinet Solutions



ENTERPRISE FIREWALL

FortiGate
 - Next-Generation FW
 - Data Center FW
 - Internal Segmentation FW
 - Distributed Enterprise FW
 FortiWiFi
 FortiManager
 FortiAnalyzer
 FortiSIEM
 FortiCloud



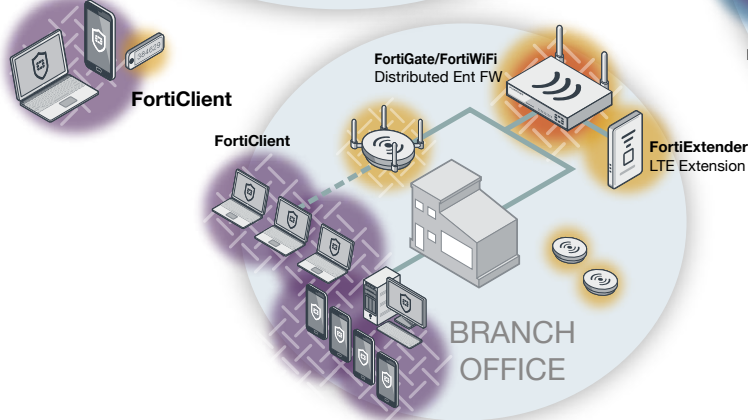
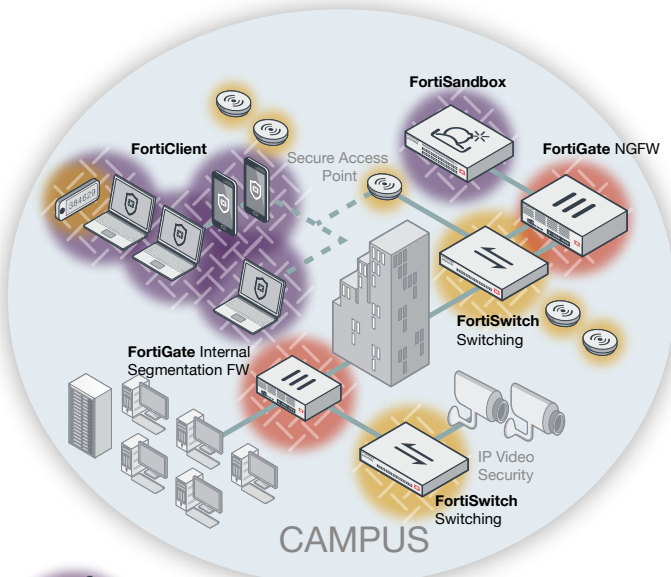
CLOUD SECURITY

FortiGate VM (Virtual FW)
 FortiGate VMX (SDN Virtual FW)
 FortiGate VM for Public Cloud
 - AWS
 - Microsoft Azure
 - OpenStack

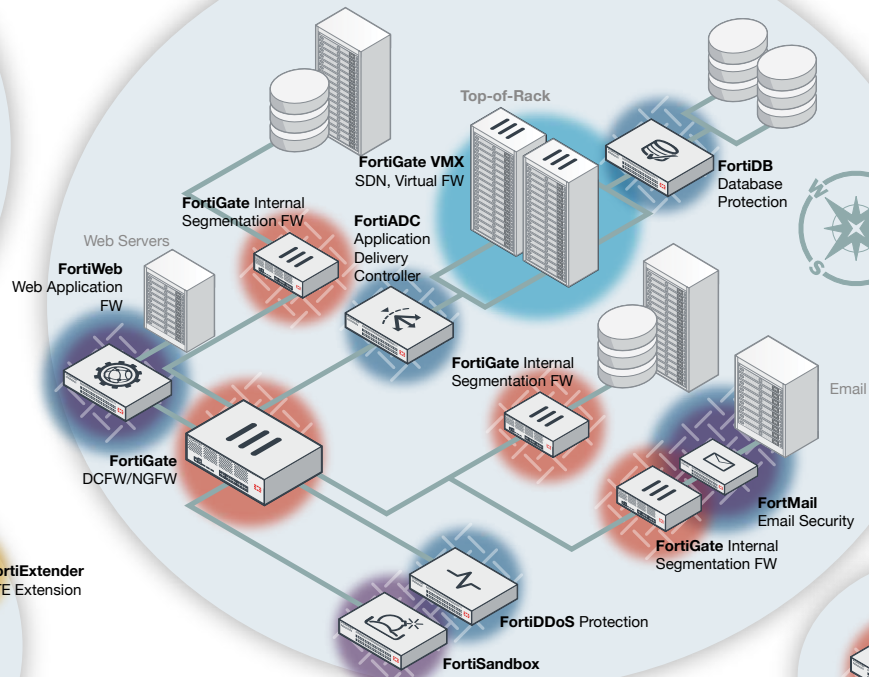


ADVANCED THREAT PROTECTION

FortiSandbox
 FortiMail
 FortiWeb
 FortiClient
 FortiCloud Sandboxing



DATA CENTER/PRIVATE CLOUD





APPLICATION SECURITY

FortiMail
FortiWeb
FortiADC
FortiDDoS
FortiDB
FortiWAN
FortiCache



SECURE ACCESS

FortiAP
FortiWiFi
FortiCloud AP Management
FortiSwitch
FortiAuthenticator
FortiToken
FortiExtender

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



Premium Services



24x7



Professional Services



360°



Security Audit Services

Become a Fortinet Network Security Expert!



Fortinet's Network Security Expert (NSE) Program is a new 8-level training and assessment program designed for customers, partners and employees.



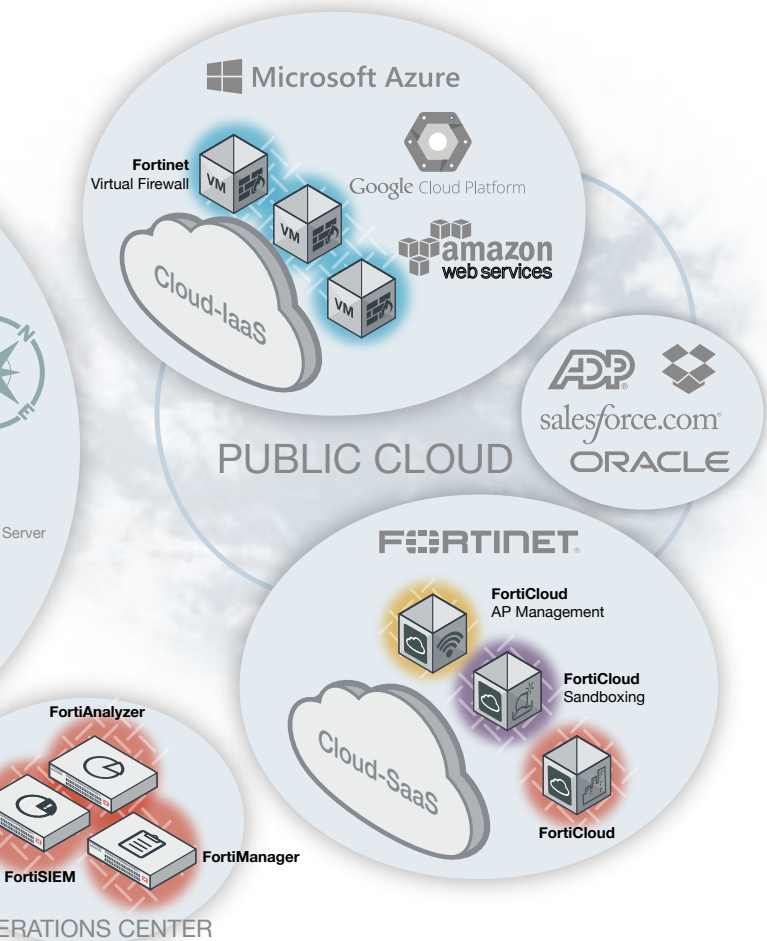
Validate Your Security Experience



Demonstrate Value



Accelerate Sales



Step	Level Objective
1 NSE 1	Develop a foundational understanding of network security concepts.
2 NSE 2	Develop the knowledge and skills necessary to sell key Fortinet solutions. <i>(For Fortinet employees and partners only)</i>
3 NSE 3 Sales Associate	Develop the knowledge and skills to sell Fortinet products. <i>(For Fortinet employees and partners only)</i>
4 NSE 4 Professional	Develop the knowledge and skills of how to configure and maintain a FortiGate Next Generation Firewall solution.
5 NSE 5 Analyst	Develop a detailed understanding of how to implement network security management and analytics.
6 NSE 6 Specialist	Develop an understanding of advanced security technologies beyond the firewall.
7 NSE 7 Troubleshooter	Demonstrate the ability to troubleshoot internet security issues.
8 NSE 8 Expert	Demonstrate the ability to design, configure, install and troubleshoot a comprehensive network security solution in a live environment.



FortiGate 7040E



FortiGate 5144C



FortiGate 5060



FortiGate 5020



5001D Blade



5913C Blade



FortiGate 3815D



FortiGate 3700D



FortiGate 3200D



FortiGate 2000E



FortiGate 1500D

HIGH-PERFORMANCE NETWORK SECURITY

Fortinet's core firewall platform, FortiGate, is powered by our purpose-built operating system, security processors, and threat intelligence from FortiGuard Labs.

Data Center Firewall (DCFw)/Carrier Class Firewall (CCFW)

Deployment	Service Provider or Enterprise
Form Factor	2U/3U Appliance and Chassis
Interfaces	10, 40 and 100 GbE
FW Throughput	10 Gbps to more than 1 Tbps
Special Features	Carrier Class



Internal Segmentation Firewall (ISFW)

Deployment	Service Provider or Enterprise
Form Factor	1U/2U/3U Appliance
Interfaces	10, 40 and 100 GbE
FW Throughput	16 to 320 Gbps
Special Features	VDOM Management, Ultra-low Latency



Next-Generation Firewall (NGFW)

Deployment	Edge or Border Firewall
Form Factor	1U/2U/3U Appliance
Interfaces	1, 10, 40 GbE
FW Throughput	1 to 160 Gbps
Special Features	Advanced Threat Protection



Unified Threat Management (UTM)

Deployment	Distributed Enterprise or SMB
Form Factor	Desktop
Interfaces	High-density 1GbE
Throughput	1 to 3.5 Gbps
Special Features	Wi-Fi, PoE, Ruggedized



Virtual Machine and Cloud Firewall

Deployment	East/West Data Center or Cloud
Form Factor	Hypervisor or Cloud
SDN Integration	Cisco ACI, VMware NSX, OpenStack
Cloud Integration	AWS, Microsoft Azure, OpenStack
Throughput	Hardware Dependent
Hypervisors	All major hypervisors supported



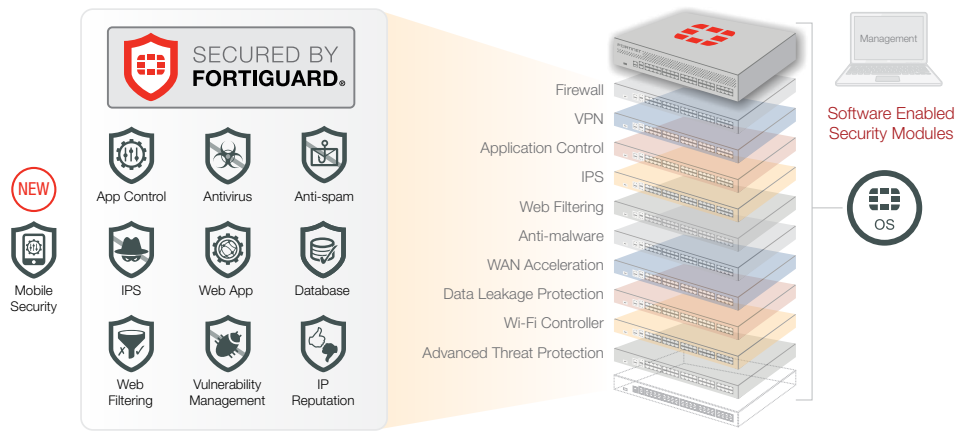
Advanced Threat Protection (ATP)

Deployment	Enterprise Networks
Form Factor	Appliance/Virtual/Cloud
Interfaces	1, 10 GbE
Throughput	1 to 4 Gbps
Special Features	FortiGate/Mail/Client/Web Integration

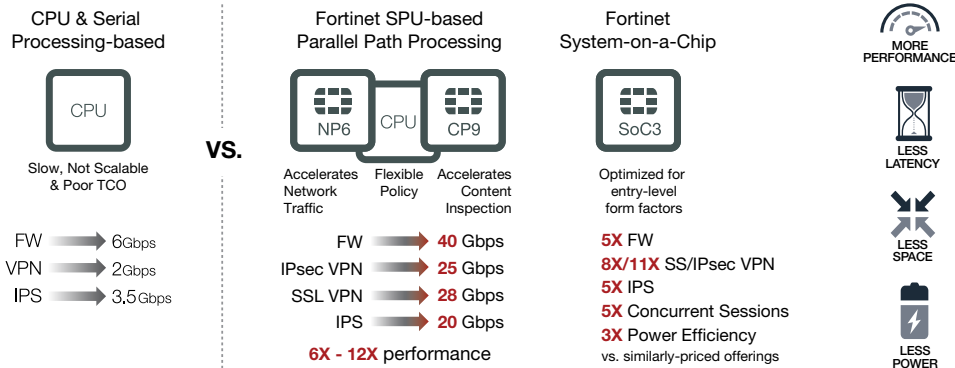




Security Services & Technologies



SPU-driven Performance & TCO Advantage



Pricing Model

1	Product (FortiGate)	Deployment Mode Edge, Internal Segmentation, Data Center, Branch and Virtual			&	# Ports and Speed 100G, 40G, 10G, 1G, Wi-Fi, 4G/LTE					
2	Support (FortiCare)	8 x 5 Support 15% of HW price	or	24 x 7 Support 25% of HW price	or	360° Support 35% of HW price	& or	Professional Services Daily Rate			
3	Services (FortiGuard)	Individual Services (IPS/AC, AV, WF, AS, ATP, MS) 20% of HW Price Each		or	UTM Bundle (IPS/AC, AV, WF, AS)		or	Enterprise Bundle (UTM + ATP + MobileSec)			
					8 x 5 Support 55% of HW Price	24 x 7 Support 65% of HW Price	360° Support 75% of HW Price	8 x 5 Support 80% of HW Price	24 x 7 Support 90% of HW Price	360° Support 100% of HW Price	
4	Term	1 Year Annual Discount		2 Years 6% off/yr		3 Years 10% off/yr		4 Years 12% off/yr		5 Years 15% off/yr	

MID-RANGE APPLIANCES



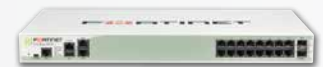
FortiGate 800D



FortiGate 600D



FortiGate 300D



FortiGate 200D

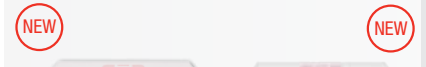


FortiGate 100D

8 - 20 Gbps

2.5 - 4 Gbps

ENTRY-LEVEL APPLIANCES



FortiGate 30E

FortiGate 50E



FortiGate 60E

FortiGate 90E



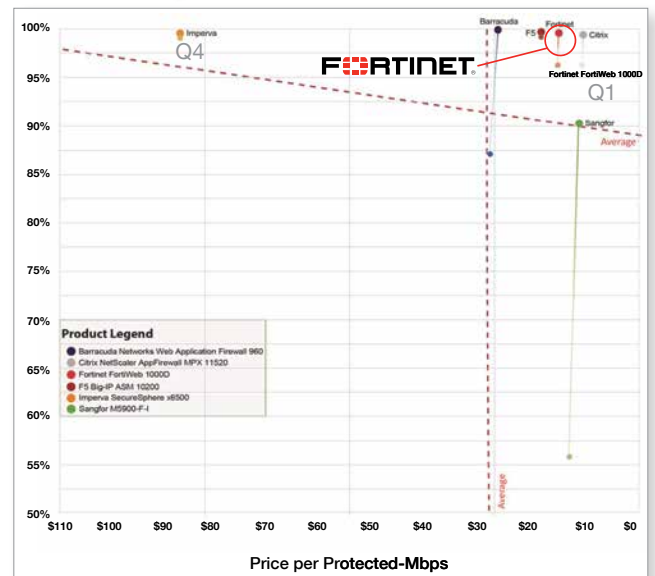
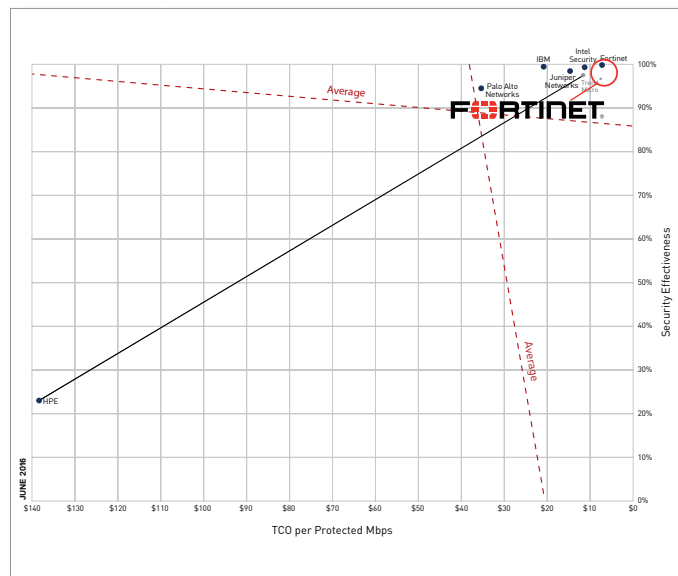
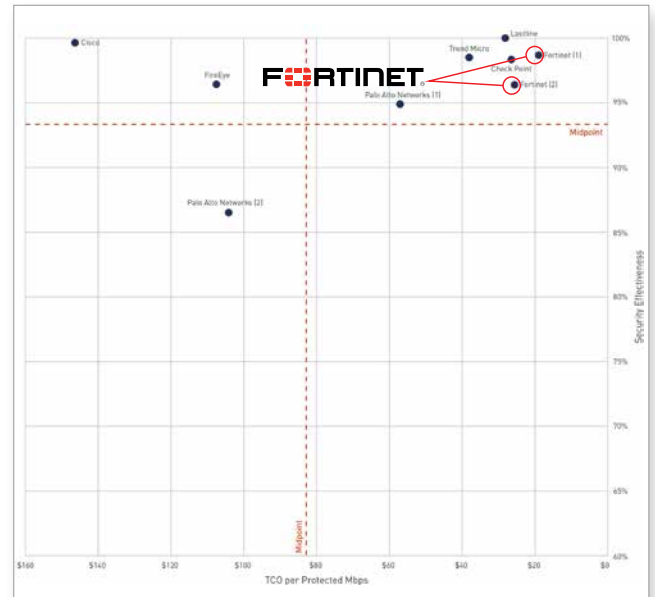
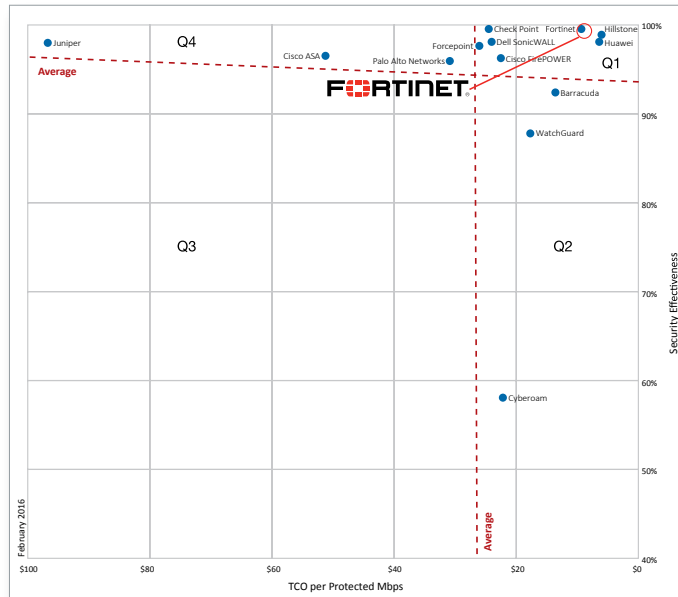
FortiAP U421EV

FortiAP U423EV

802.11ac Wave 2

800 Mbps - 3.5 Gbps

NGFW FortiGate 3200D



UNPARALLELED 3rd PARTY CERTIFICATION

RECOMMENDED

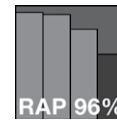
NEUTRAL

CAUTION

RETESTED & PASSED

Certification	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Firewall NGFW	RECOMMENDED	RECOMMENDED	RECOMMENDED	CAUTION	CAUTION	RETESTED & PASSED
NSS Labs Data Center Firewall	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
NSS Labs Breach Detection System	RECOMMENDED	RECOMMENDED	CAUTION	RECOMMENDED	RETESTED & PASSED	CAUTION
NSS Labs WAF	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
NSS Labs Next Gen IPS	CAUTION	RETESTED & PASSED	RECOMMENDED	CAUTION	RETESTED & PASSED	RETESTED & PASSED
NSS Labs Data Center IPS	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RECOMMENDED	RECOMMENDED	RETESTED & PASSED
BreakingPoint Resiliency Score	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	CAUTION	RETESTED & PASSED	RETESTED & PASSED
ICSA Firewall	RECOMMENDED	RECOMMENDED	RETESTED & PASSED	RECOMMENDED	RECOMMENDED	RETESTED & PASSED
ICSA IPS	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
ICSA Antivirus	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
ICSA WAF	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
ICSA ATD	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED
VB100 Virus	RECOMMENDED	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
VBSpam	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
AV Comparative	RECOMMENDED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED	RETESTED & PASSED
Common Criteria	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED
FIPS	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED
UNH USGv6/IPv6	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RECOMMENDED	RETESTED & PASSED

Certifications



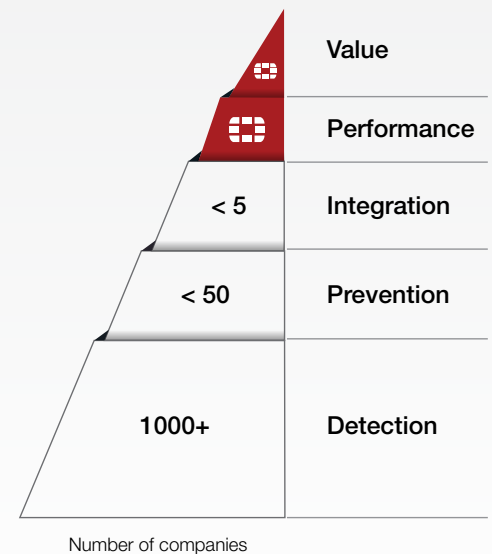
The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following Real-world Group Tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP Solution that is NSS Labs Recommended from the Data Center to the Edge to the Endpoint in the latest Group Tests.

- NGFW
- NGIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection ("Sandbox")



Fortinet excels at all 5 'key stages' of network security



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