

FORTINET SECURITY FABRIC PROTECTING IoT TO THE CLOUD

AWARE

SCALABLE

ACTIONABLE

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

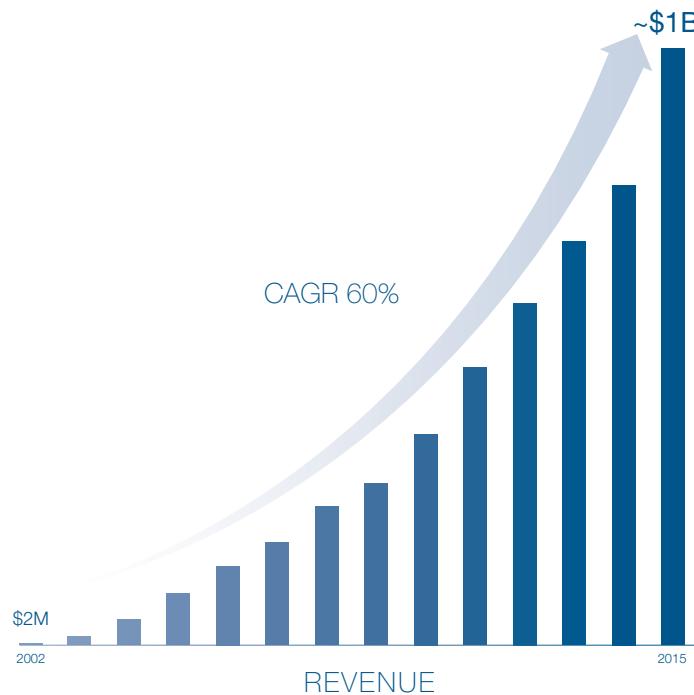
Customers: 290,000+

343 patents issued

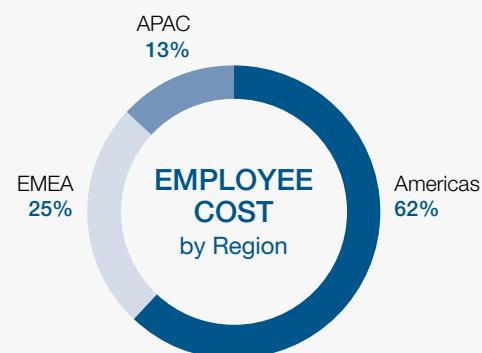
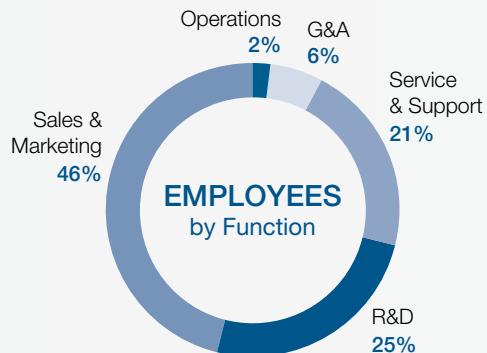
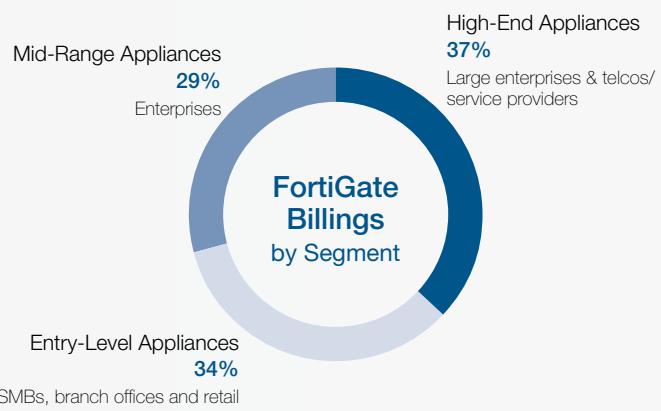
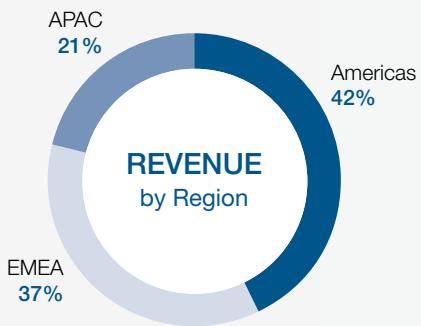
280 patents pending

OVERVIEW

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.

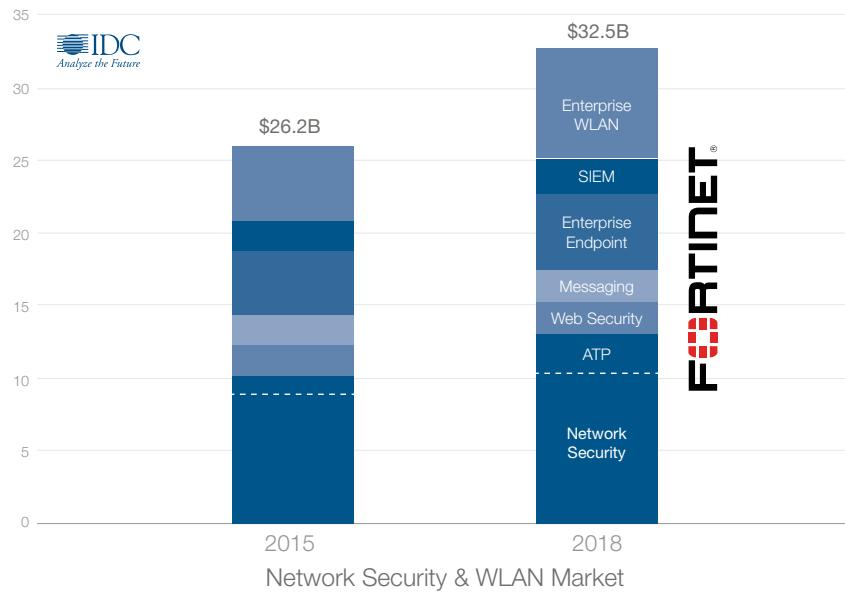


Q3 2016



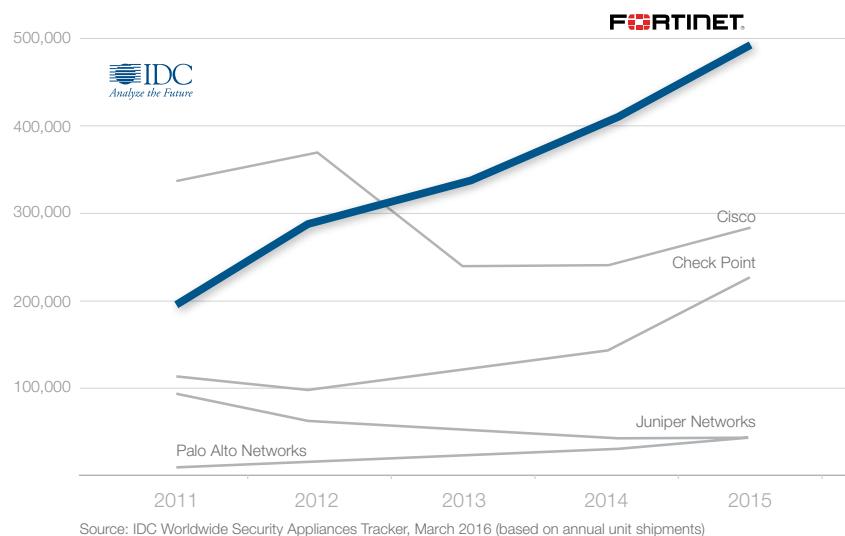
GAINING SHARE IN A GROWING MARKET

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

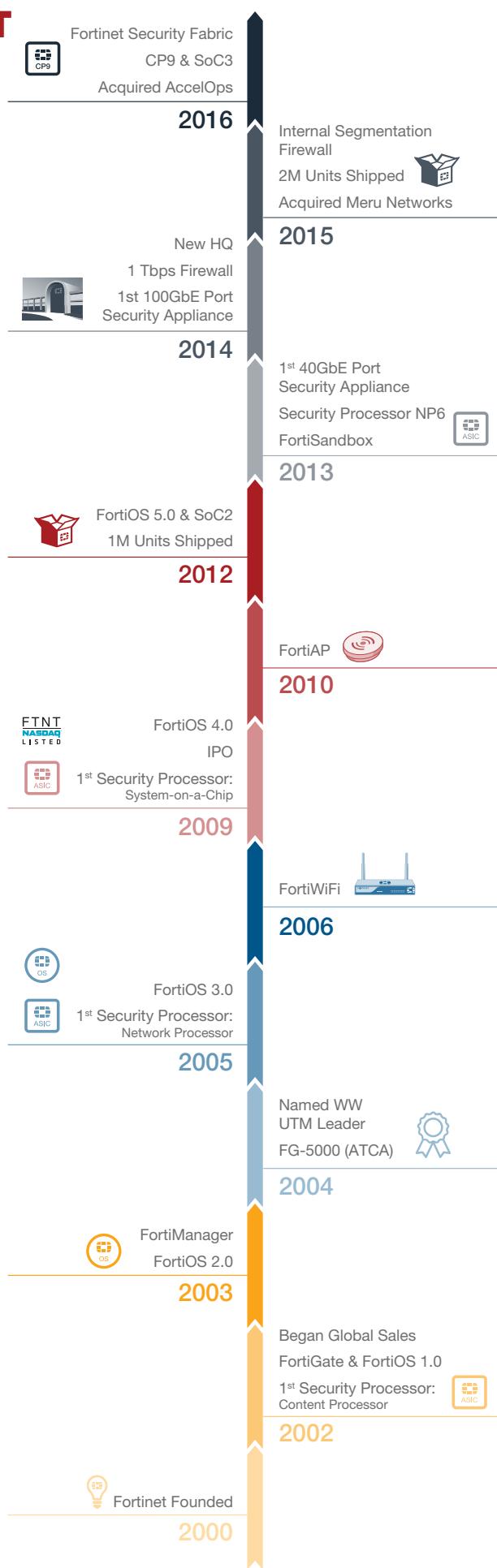


Source:
 IDC Worldwide IT Security Products Forecast, 2015-2019
 IDC Worldwide Security and Vulnerability Management Forecast 2015 – 2019
 IDC Worldwide Enterprise WLAN 2014-2018 Dec2014, 2019 figure calculated from report CAGR
 IDC Worldwide Endpoint Security Forecast, 2015–2019: The Influence of Specialized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



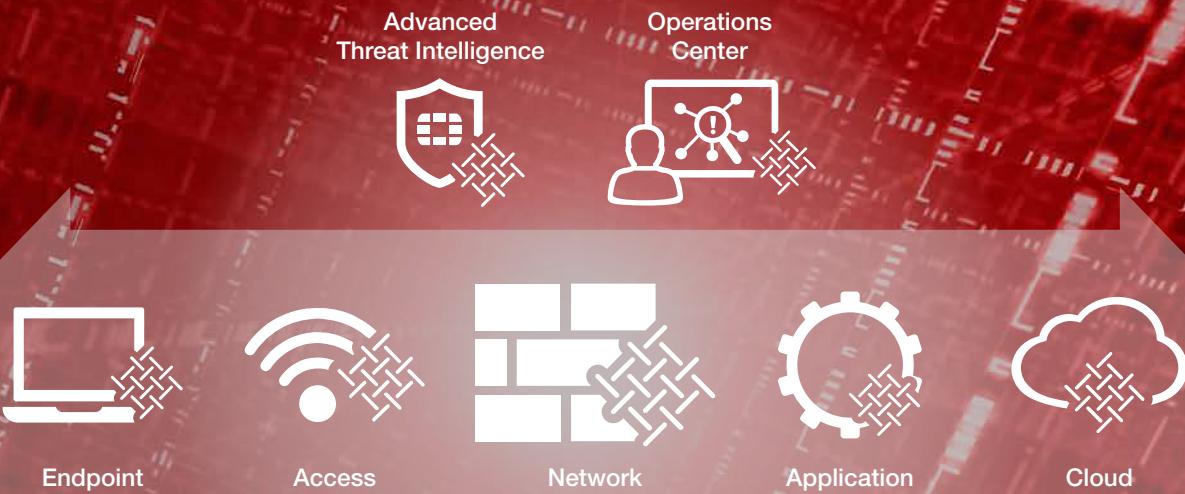
A Security Fabric that provides proactive, **ACTIONABLE** information, facilitating detection and protection against known and unknown threats.



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.



AWARE

SCALABLE

ACTIONABLE

FORTINET'S SECURITY FABRIC COVERS YOUR ENTIRE

Fortinet Solutions



ENTERPRISE FIREWALL

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



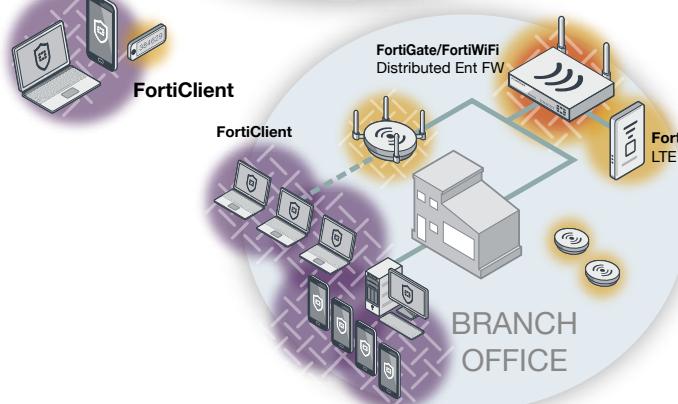
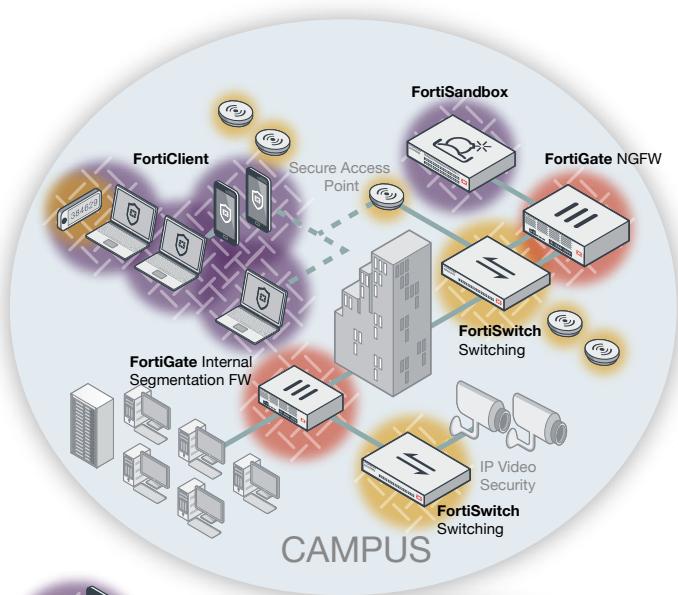
CLOUD SECURITY

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

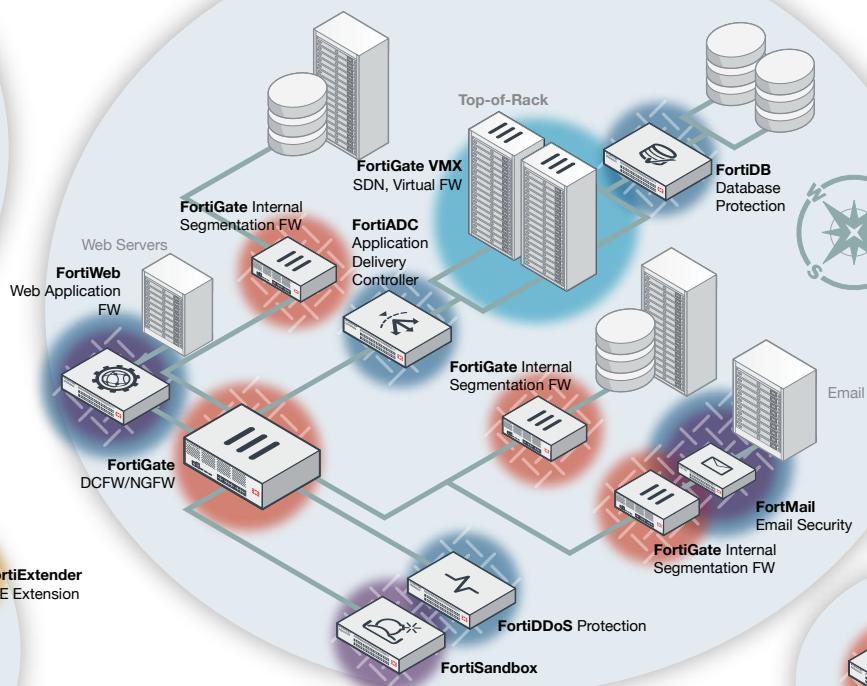


ADVANCED THREAT PROTECTION

- 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

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



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

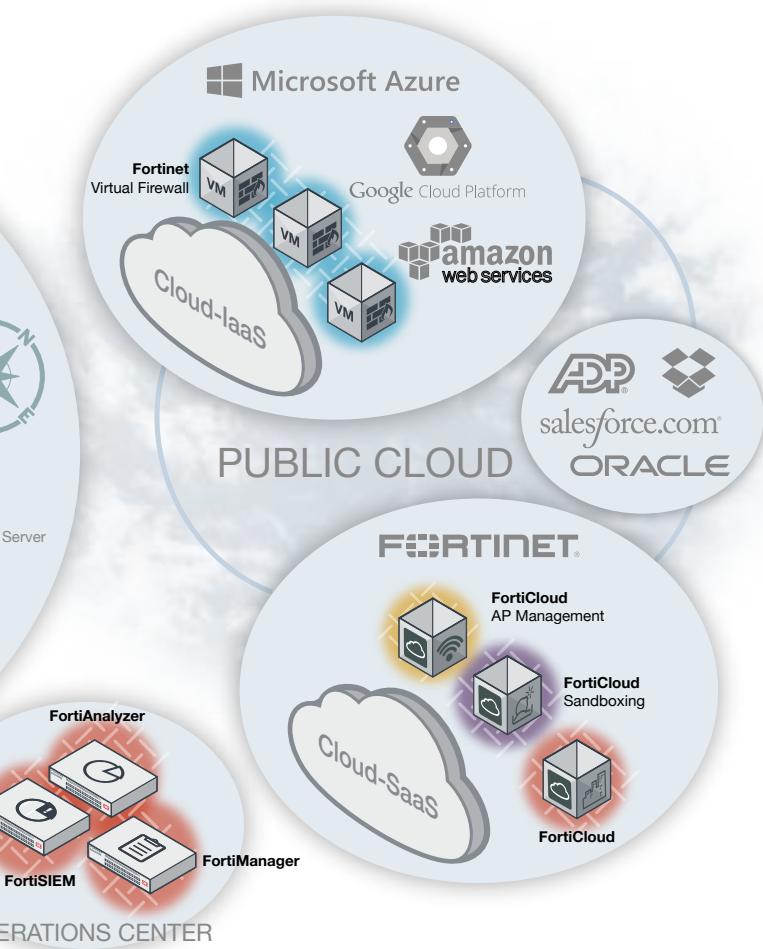


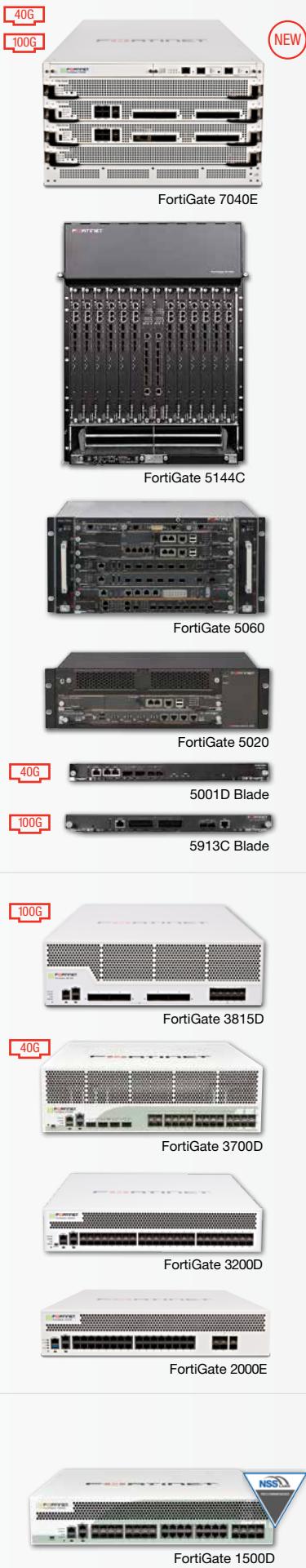
Demonstrate Value



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.





40 Gbps - 1.12 Tbps

40 - 320 Gbps

20 - 80 Gbps

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



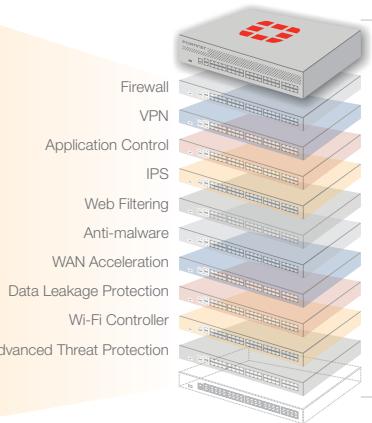
Advanced Threat Protection (ATP)

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



FortiGate 800D



FortiGate 600D



FortiGate 300D



FortiGate 200D



FortiGate 100D

8 - 20 Gbps

2.5 - 4 Gbps

ENTRY-LEVEL APPLIANCES



SPU-driven Performance & TCO Advantage

CPU & Serial Processing-based

CPU

Slow, Not Scalable & Poor TCO

FW → 6Gbps
VPN → 2Gbps
IPS → 3,5Gbps

VS.

Fortinet SPU-based Parallel Path Processing



Accelerates Network Traffic
Flexible Policy
Accelerates Content Inspection

FW → 40 Gbps
IPsec VPN → 25 Gbps
SSL VPN → 28 Gbps
IPS → 20 Gbps
6X - 12X performance

Fortinet System-on-a-Chip



Optimized for entry-level form factors

5X FW
8X/11X SS/IPsec VPN
5X IPS
5X Concurrent Sessions
3X Power Efficiency
vs. similarly-priced offerings

MORE PERFORMANCE



LESS LATENCY

LESS SPACE

LESS POWER

NEW



FortiGate 30E



FortiGate 50E

NEW



FortiGate 60E

NEW



FortiGate 90E



802.11ac Wave 2

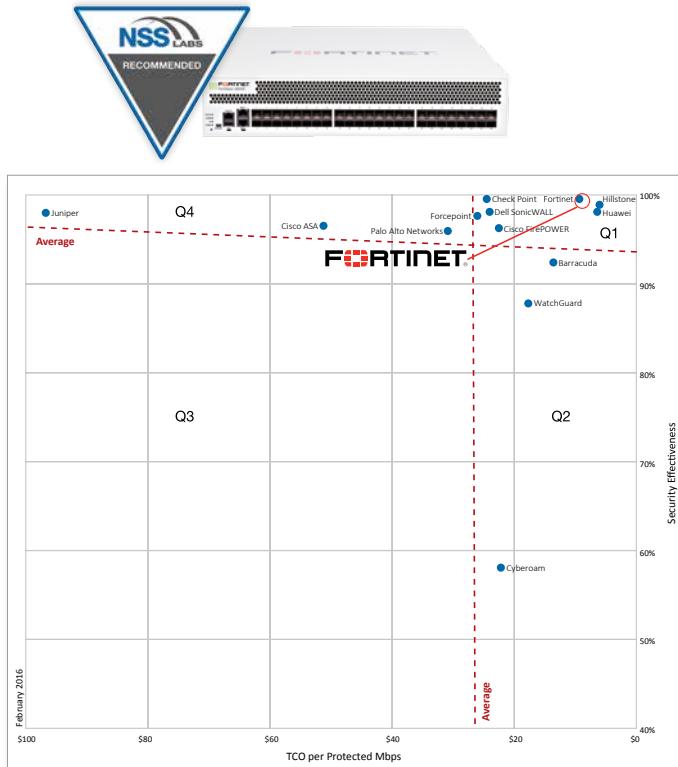


Pricing Model

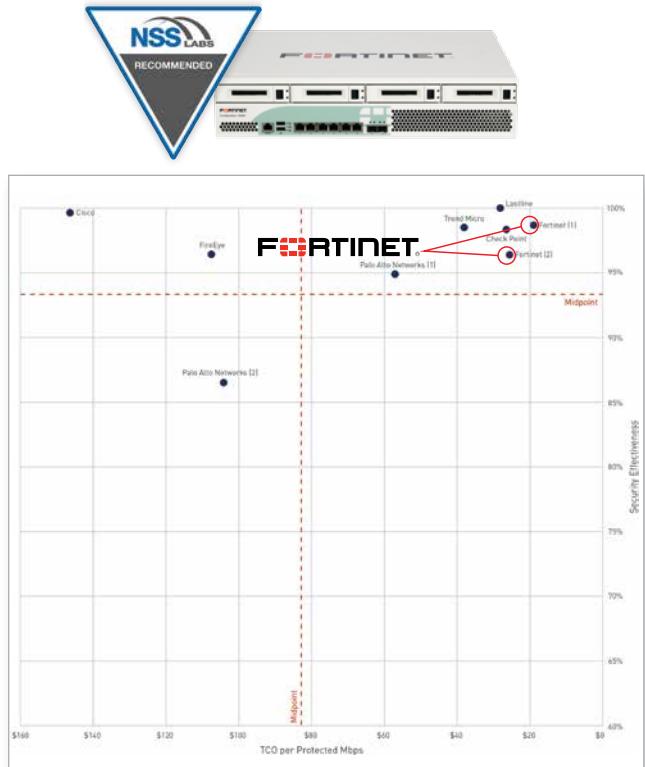
1 Product (FortiGate)	Deployment Mode Edge, Internal Segmentation, Data Center, Branch and Virtual			&	# Ports and Speed 100G, 40G, 10G, 1G, Wi-Fi, 4G/LTE		
2 Support (FortiCare)	8 x 5 Support 15% of HW price	or	24 x 7 Support 25% of HW price	or	360° Support 35% of HW price	& or	Professional Services 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)		
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		

INDEPENDENTLY TESTED AND VALIDATED PROTECTION

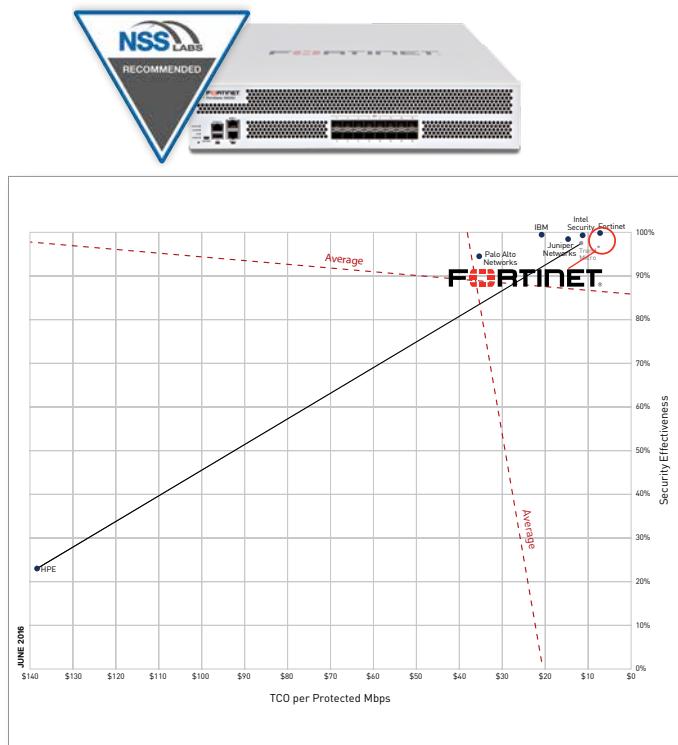
NGFW FortiGate 3200D



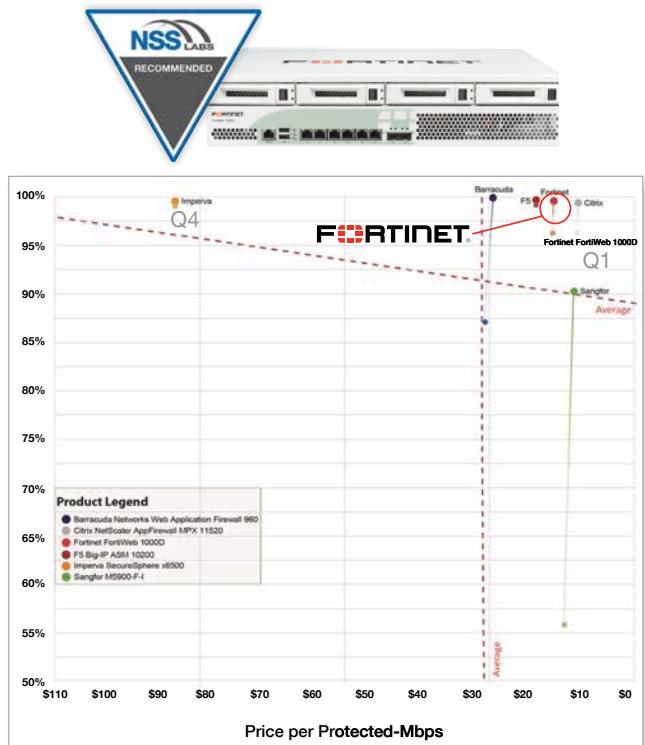
BDS FortiSandbox 1000D



DC IPS FortiGate 3000D



WAF FortiWeb 1000D



UNPARALLELED 3rd PARTY CERTIFICATION

■ RECOMMENDED

□ NEUTRAL

■ CAUTION

■ RETESTED & PASSED

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

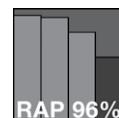
The Only NSS Labs Recommended Edge to Endpoint ATP Solution

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.

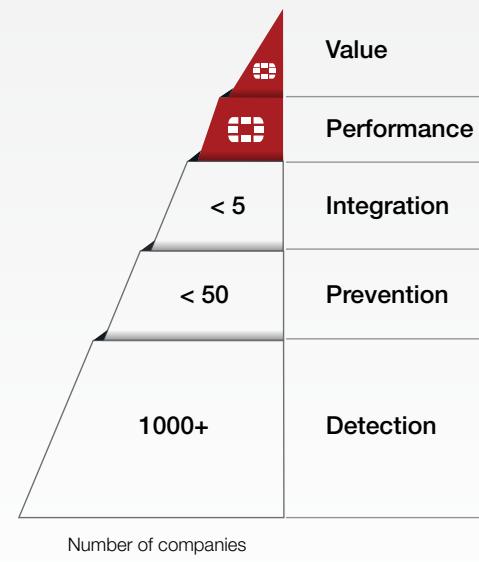
- NGFW
- NGIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection ("Sandbox")



Certifications



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



HEADQUARTERS
FORTINET INC.

899 Kifer Road
Sunnyvale, CA 94086
United States
Tel: +1 408 235 7700
Fax: +1 408 235 7737

AMERICAS
NEW YORK

1 Penn Plaza, Suite 4400
New York, NY 10119
United States
Tel: +1 646 381 2270

PLANO

6111 W Plano Pkwy,
Plano, TX 75093

VIRGINIA/WASHINGTON DC

12005 Sunrise Valley Dr, Suite 140
Reston, VA 20191
Tel: 571-449-8375

FLORIDA

13450 W. Sunrise Blvd., Suite 430
Sunrise, FL 33323 United States
Tel: +1 954 368 9991

7650 Courtney Campbell Causeway
Suite 300
Tampa, FL 33607
Tel: 877-952-6725
Fax: 813-288-8626

BRITISH COLUMBIA

Still Creek Campus
4190 Still Creek Drive, Suite 400
Burnaby, BC V5C 6C6
Canada
Tel: +1 604 430 1297
Fax: +1 604 430 1296

OTTAWA

1826 Robertson Road
Ottawa, ON K2H 5Z6
Canada

MEXICO

Paseo de la Reforma 412 piso 16
Col. Juarez C.P. 06600
México D.F.
Tel: +52 55 5524 8428

EMEA
EMEA SALES OFFICE

905 rue Albert Einstein
06560 Valbonne
France
Tel +33 4 8987 0500
Fax +33 4 8987 0501

FRANCE

TOUR ATLANTIQUE
24ème étage,
1 place de la Pyramide
92911 Paris La Défense Cedex
France
Sales: +33 1 8003 1655

AUSTRIA

Wienerbergstrasse 7/D/12th floor,
1100 Vienna
Austria
Sales: +43 1 22787 120
Fax: +43 1 22787 200

BELGIUM/LUXEMBOURG

Pegasuslaan 5
1831 Diegem
Belgium
Sales: +32 0 2 716 49 27
Fax: +32 0 2 716 47 27

CZECH REPUBLIC

Pekarska 10
150 00 Prague 5
Czech Republic
Sales: +420 773 788 788

DENMARK

Tuborg Boulevard 12
DK-2900 Hellerup
Sales: +45 3694 4408

GERMANY

Feldbergstraße 35
60323 Frankfurt
Germany
Sales: +49 69 310 192 0
Fax: +49 69 310 192 22

Landsbergerstrasse 155
80687 München
Germany
Tel: +49 89 57959663

IRELAND

28-32 Upper Pembroke Street
Dublin
Ireland
Sales: +353 1 6087703

ISRAEL

6 Hachoshlim St., 1st Floor
P.O. Box 12006
Herzliya Pituach 46722
Israel
Sales: +972 77-6935670

ITALY

Via del Casale Solaro, 119
00143 ROMA
Italy
Sales: +39 06 51573 330
Fax: +39 06 51573 390

POLAND

59 Zlota Str.
LUMEN Bldg (In OFFICE, 6th floor)
00-120 Warsaw, Poland
poland@fortinet.com

PORTUGAL

Avenida D. João II, nº 50 - 4º Piso -
Edifício Mar Vermelho Parque das Nações
1990-095 Lisboa
Portugal
Sales: +351 91 289 59 64

RUSSIA

Smolenskaya square 3, Regus,
office 610
Moscow
Russia
Office: +7 499 9552499
Email: russia@fortinet.com

SPAIN

Avda. Europa, 24, Edif. B, 2ºB
Alcobendas, Madrid 2810
Spain
Phone: +34 915 024 874

Avinguda Diagonal, 177, planta 5
08018 Barcelona
Spain
Phone : +34 93 547 72 69

SWEDEN

Isafjordsgatan 39B
16440 Kista
Sweden
Sales: +46 70 237 9090

SWITZERLAND

Riedmuelstr. 8
CH-8305 Dietlikon, Zurich
Switzerland
Sales: +41 44 833 68 48

THE NETHERLANDS

The Netherlands
Regus WTC Utrecht Papendorp
Papendorpseweg 100
3528 BJ Utrecht
The Netherlands
Sales: +31 (0)33 454 67 50
Fax: +31 (0)33 454 66 66

TURKEY

Saray Mah. Doktor Adnan Büyükdönük Cad.
No:4 Akkom Ofis Park 2
Blok Kat:10
Ümraniye-Istanbul 34768
Israel
Office: +90 216 250 3259/60

UNITED ARAB EMIRATES

Suite 105
Arjaan Business Tower
Dubai Media City
P.O. Box 502276, Dubai
United Arab Emirates
Sales: +971 4 423 9601
Fax: +971 4 426 4698

G01-6WA, West Wing, Building 6,
Block A
Dubai Airport Free Zone
Dubai, UAE
Tel: +971-4-2146057
Fax: +971-4-2146059

UNITED KINGDOM

FORTINET (UK) LTD.
Fortinet (UK) Ltd.
Floor 6, 120 Old Broad Street
London, EC2N 1AR
United Kingdom
Sales: +44 0 207 868 1715
Fax: +44 0 2032079129

APAC

APAC SALES OFFICE
300 Beach Road 20-01
The Concourse
Singapore 199555
Tel: +65 6395 2788
Fax: +65 6295 0015

AUSTRALIA

Level 7, 2-10 Loftus Street
Sydney, NSW 2000
Australia
Tel: +61 2 8007 6000
Fax: +61 2 8007 6009

Level 1, 483 Riley Street
Surry Hills NSW 2010
Australia
Tel: +61 1300-148-000

CHINA

12FL, Zhongxin Plaza,
52 North Fourth-Ring West Road,
Haidian District
Beijing,100080, China
Tel: 8610 6296 0376
Fax: 8610 6296 0239

HONG KONG

Fortinet International, Inc.
Suite 1508-10, Cityplaza One,
Taikoo Shing,
Hong Kong
Tel: +852 3708 3500

INDIA

Fortinet Innovation Centre India Pvt Ltd,
C1 & C2-201, C1 & C2-301,
2nd & 3rd floor, Tower-C, The Millennia
No 1 & 2, Murphy Road, Ulsoor,
Bangalore – 560 008

Fortinet Technologies India Pvt Ltd,
C2-002, Ground Floor,
Tower-C, The Millennia
No 1 & 2, Murphy Road, Ulsoor,
Bangalore – 560 008

Fortinet Technologies India Pvt Ltd
703, Powai Plaza, 7th floor,
Powai, Andheri (E),
Mumbai 400076 | INDIA
Office: +91 22 67252515, 25704691

INDONESIA

50/F Menara BCA Grand Indonesia
Jl. MH. Thamrin No. 1
Jakarta 10310
Indonesia
Tel: 62 21 2358 4548
Fax: 62 21 2358 4401

TAIWAN

2F, No. 176, Xing'ai Rd,
Nei-Hu Dist.
Taipei City, 11494, Taiwan
Tel: 886 2 2796 1666
Fax: 886 2 2796 0999

THAILAND

Level 25, Unit ML2511
The Offices at Central World
999/9 Rama 1 Road
Bangkok 10330, Thailand
Tel: +66 2 658 658 12

JAPAN

8th Fl., Sumitomo Fudosan
Roppongi-dori Bldg.
7-18-18, Roppongi, Minato-ku,
Tokyo, 106-0032
Japan
Tel: +81 3 6434 8531
Fax: +81 3 6434 8532

5F Nomura 3rd Building
2-19, Kanda Suda-cho, Chiyoda-ku
Tokyo 101-0041, Japan
Tel: +81 3 5297 1221
Fax: +81 3 5297 1222

KOREA

15th Fl. Haem Bldg., 983-1,
Daechi-dong, Gangnam-gu, Seoul,
Korea(135-280)
Tel : +82-70-7126-1111
Fax: +82 2 512 5998

Leaders Building 205 Ho,
Jangmi-Ro 42, Bundang-Gu,
Sungnam city, Kyonggi-Do,
Korea. Zip : 463-828
Tel : +82 31 707 9932
Fax: +82 31 707 9972

MALAYSIA

Suite 33A-02/03, Level 33A
Menara Keck Seng
203, Jalan Bukit Bintang
55100 Kuala Lumpur
Malaysia
Tech Support: +603 2711 7391
Sales: +603 2711 1770
Sales Fax: +603 2711 1772

PHILIPPINES

32nd Street., One World Place,
Bonifacio Global City,
Taguig City 1634, Philippines
Tel: +632-808-8798
Fax: +632-621-0646