FAST. SECURE. GLOBAL.

Fortinet – Fortinet Security Fabric

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Major Accounts Manager Adriatics

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A Global Leader and Innovator in Network Security
Fortinet Quick Facts

Global presence and customer base

- Customers: **280,000+**
- Units shipped: **2.65+ Million**
- Offices: **80+** worldwide

Platform Advantage built on key innovations

- FortiGuard: industry-leading threat **research**
- FortiOS: tightly **integrated** network + security OS
- FortiASIC: **custom** ASIC-based architecture
- Market-leading technology: 320 **patents**, 258 pending

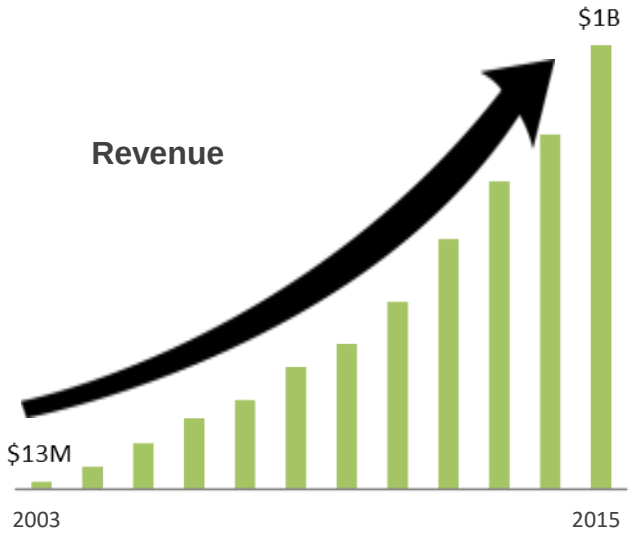
Founded November **2000,** 1st product shipped **2002,** IPO **2009**

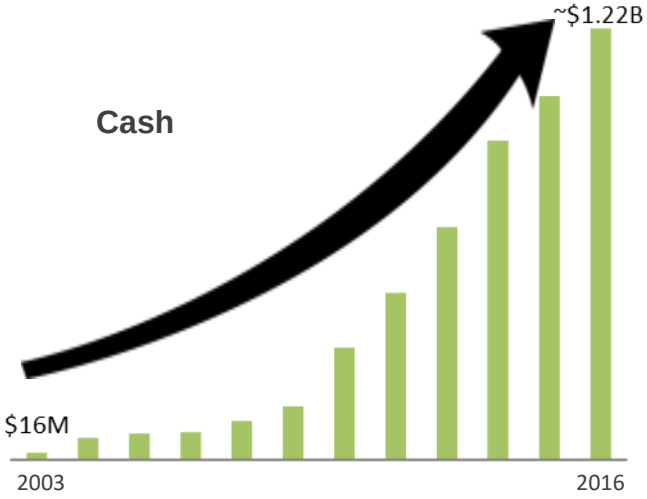
HQ: Sunnyvale, California

Employees: **4600+** worldwide

Consistent growth, **gaining** market share

Strong positive cash flow, **profitable**

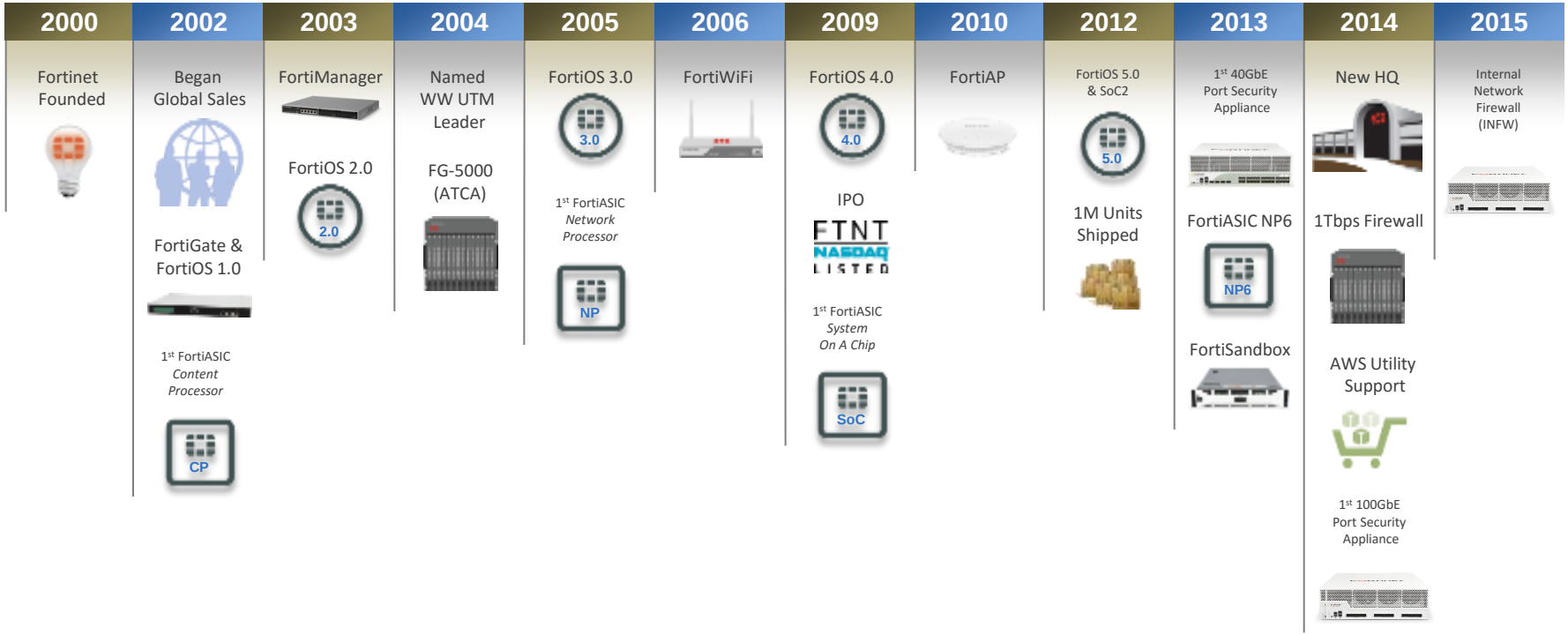




A Global Leader and Innovator in Network Security

Fortinet Rapid Innovation Sets The Pace

- Constant platform innovation - new ASICs, OS versions, integrations, and integrated functions
- Rapidly expanding product portfolio
- Industry firsts, industry bests



Fortinet aquires AccelOps

NEW

Fortinet Announces Acquisition of AccelOps

Acquisition Expands Fortinet Security Fabric with Advanced Analytics and Security Intelligence Across Physical, IoT, Cloud and Multi-vendor Networks

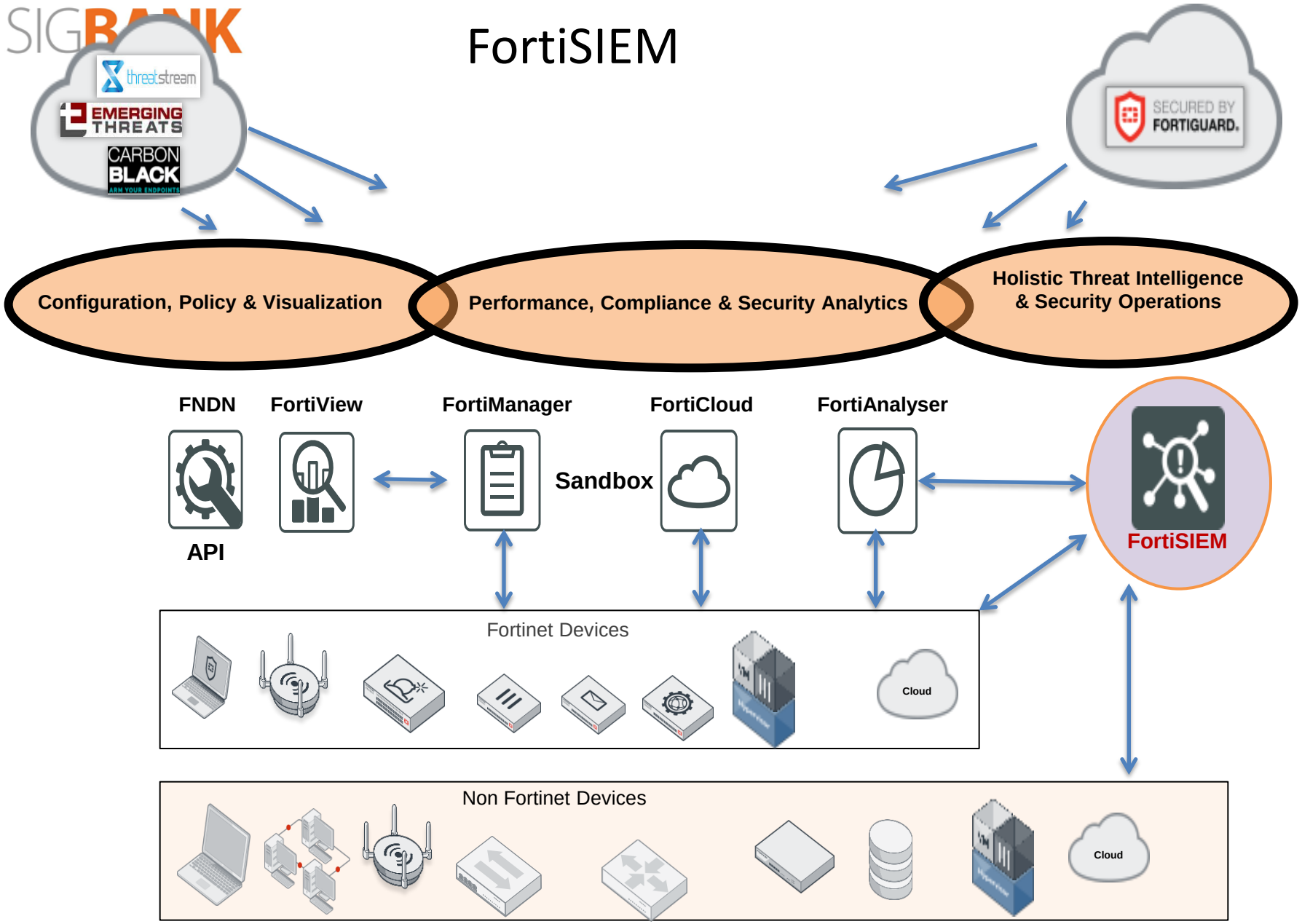
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SUNNYVALE, Calif. – June 7, 2016 –

Ken Xie, founder, chairman of the board and chief executive officer, Fortinet

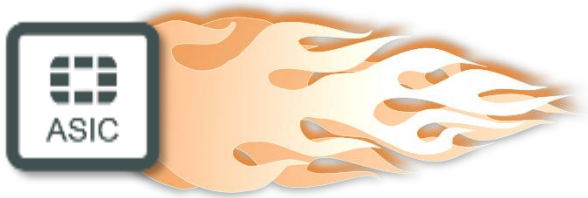
"Sixty-percent of all security breaches result in stolen data starting within minutes of the breach and go undetected due to ineffective threat monitoring and security event correlation. In addition, the lack of a holistic view across organizations' entire distributed, multi-vendor networks and the growing quantity and complexity of threat information create big-data security challenges. With the acquisition of AccelOps, Fortinet extends its Security Fabric to address these

FortiSIEM


threatstream
EMERGING THREATS
CARBON BLACK
SECURED BY FORTIGUARD.
Configuration, Policy & Visualization
Performance, Compliance & Security Analytics
Holistic Threat Intelligence & Security Operations
FNDN
FortiView
FortiManager
FortiCloud
FortiAnalyser
API
Sandbox
FortiSIEM
Fortinet Devices
Cloud
Non Fortinet Devices
Cloud

A Global Leader and Innovator in Network Security
Fortinet's Proven Advantages

- Accelerating your business → **FAST**
  - » Custom ASICs radically increase throughput 5 – 10X other solutions
  - » Security is no longer a bottleneck
  - » Your critical information flows quickly, your users are satisfied



- Protecting your business → **SECURE**
  - » Our own global threat research team + all in-house security technologies = rapid and coordinated response to threats
  - » Independently validated as highly effective vs. today's advanced threats



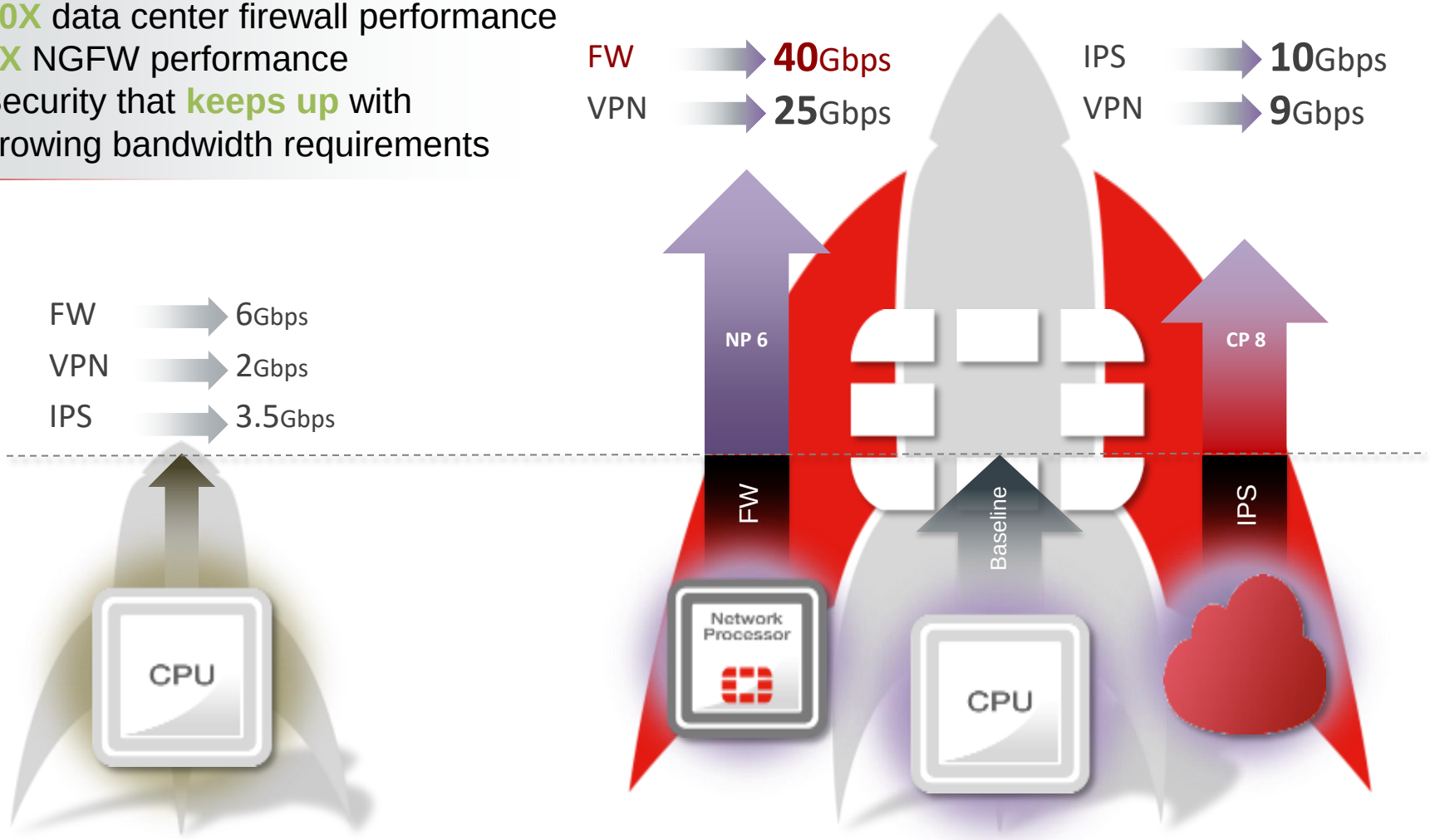
- Simplifying your business → **GLOBAL**
  - » Unmatched coverage for all deployment scenarios
  - » Converged networking and security, consolidated security functions
  - » One scalable and versatile security platform + one management console
  - » Global presence and infrastructure to support customers everywhere
  - » Faster deployment, lower admin burden, fewer security gaps… worldwide



Fortinet Advantage – FAST

FortiASICs Dramatically Boost Performance

- **10X** data center firewall performance
- **5X** NGFW performance
- Security that **keeps up** with growing bandwidth requirements



Fortinet Advantage – SECURE

FortiGuard Labs Is An Industry Leader in Threat Research

SECURED BY FORTIGUARD®

Awards & Certifications

NSS Labs RECOMMEND

ICSA labs CERTIFIED IPSEC - BASIC

ICSA labs CERTIFIED WEB APPLICATION FIREWALL

ICSA labs CERTIFIED ANTI-VIRUS

ICSA labs CERTIFIED NETWORK IPS

CVE COMPATIBLE

ICSA labs CERTIFIED ANTI-SPAM

ICSA labs CERTIFIED FIREWALL - CORPORATE

vb 100 VIRUS virusbtn.com

AV-TEST APPROVED CORPORATE ENDPOINT PROTECTION av-test.org No. 130627

AV comparatives TOP RATED 2013

35 Awards

SECURED BY FORTIGUARD®

Partnerships & Industry

Microsoft

Adobe

stop badware PARTNER

FIRST Improving Security Together

SPAMHAUS

ICST

EXODUS INTELLIGENCE

KISA

MITRE

U.S. DEPARTMENT OF HOMELAND SECURITY

ICS-CERT

INDUSTRIAL CONTROL SYSTEMS CYBER EMERGENCY RESPONSE TEAM

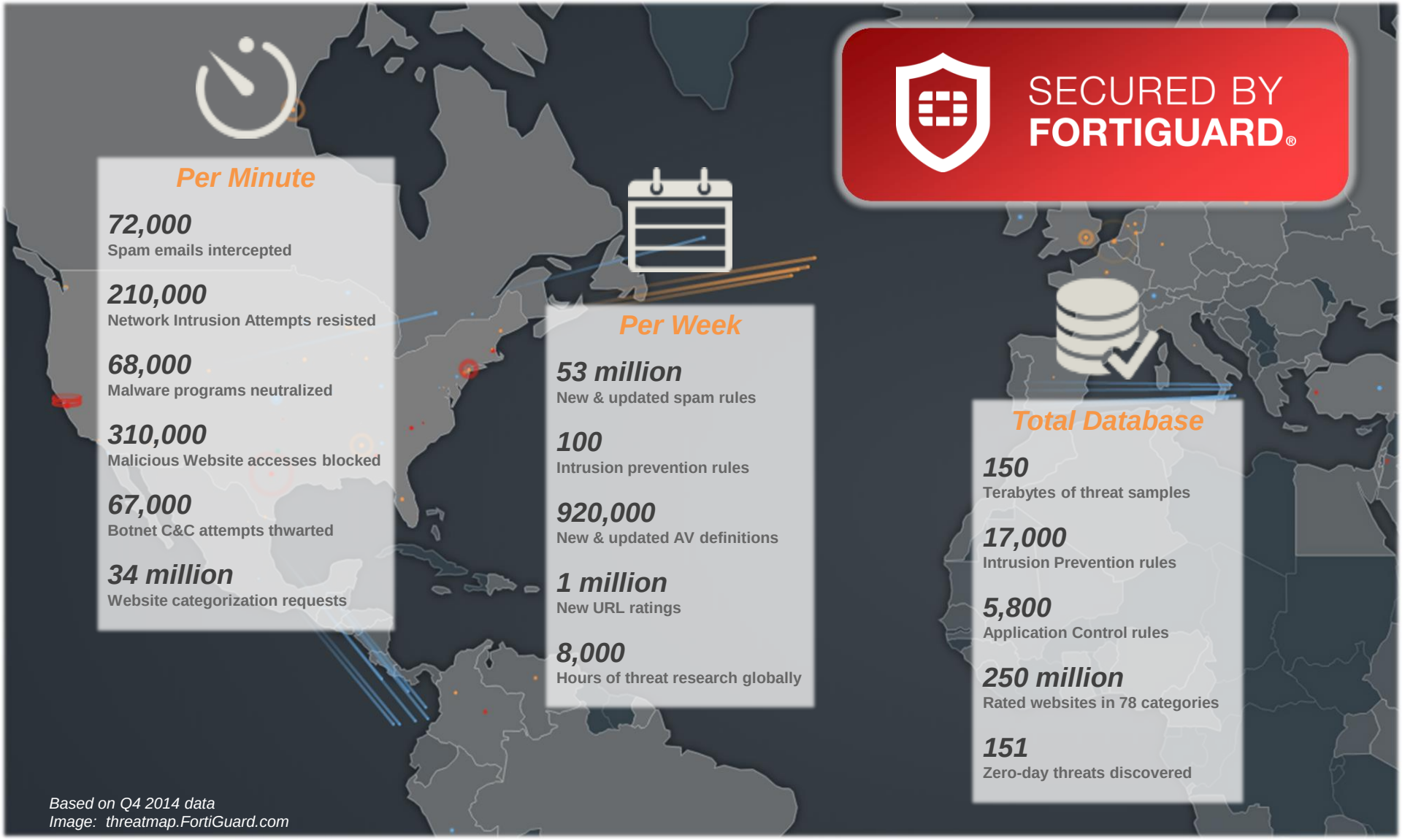
CYBER THREAT ALLIANCE

Founded by Fortinet

additional members include Palo Alto Networks, McAfee and Symantec

Fortinet Advantage – SECURE

FortiGuard Labs Threat Research



Based on Q4 2014 data
Image: threatmap.FortiGuard.com

CPRL – SECURE

Compact **P**attern **R**ecognition **L**anguage

- Spots patterns in functionality and behavior (rather than just patterns of bytes)
- **50%** new malware detected

AUTO CPRL

- Created **200 signatures/day** comparing to 2 signatures/day done by the analyst

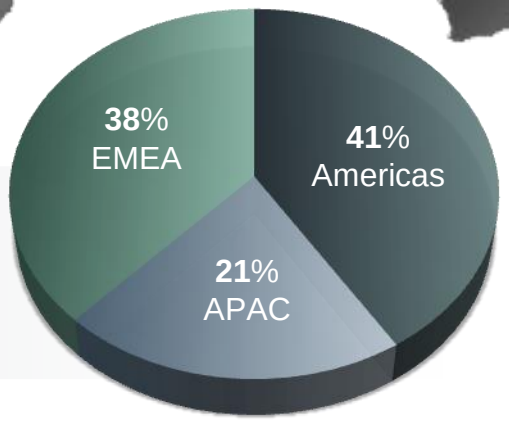


Fortinet Advantage - GLOBAL Infrastructure

Built To Support Enterprises Worldwide



- Built to serve truly global customers
- Follow-the-sun support
- Balanced revenue across regions proves it



Revenue by Region, Q4 2014

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EMEA Support Team (TAC)

Sophia Antipolis



Prague



Bangalore



Dubai



Frankfurt



London



Unparalleled Independent 3rd Party Certification

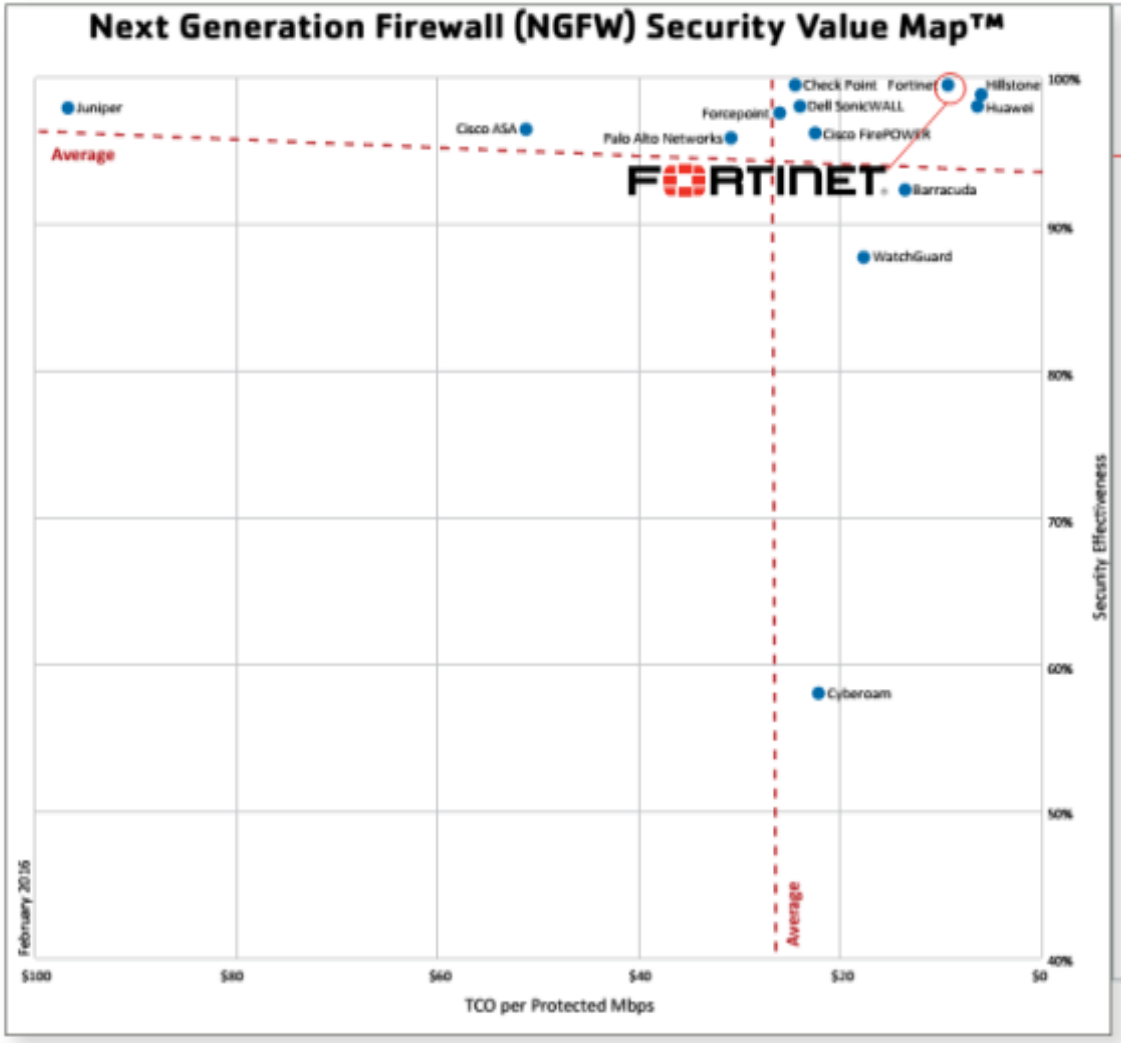
Description	Fortinet	Check Point	Cisco	Palo Alto Networks	Juniper	FireEye
NSS - Firewall NGFW	Recommended	Recommended	Recommended & Neutral	Caution	Caution	x
NSS - Firewall DC	Recommended	x	x	x	x	x
NSS - Breach Detection	Recommended	x	Recommended	x	x	Caution
NSS - IPS (DC)	✔	✔	x	x	Caution	x
NSS - IPS (Enterprise)	✔	x	Recommended	x	Caution	x
NSS - WAF	Recommended	x	x	x	x	x
BreakingPoint Resiliency	Record High - 95	x	x	Poor - 53	x	x
ICSA Firewall	✔	✔	x	✔	✔	x
ICSA IPS	✔	✔	x	x	x	x
ICSA Antivirus	✔	x	x	x	x	x
ICSA WAF	✔	x	x	x	x	x
VB 100	✔	Caution	x	x	x	x
AV Comparative	✔	x	x	x	x	x
Common Criteria	✔	✔	✔	✔	✔	✔
FIPS	✔	✔	✔	✔	✔	✔

Contains results from the latest published NSS Labs reports as of Sept. 30 2014 X = did not participate, not certified

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NGFW

NSS Labs NGFW 2016



Next-Generation Firewall Test (2016)

FortiGate 3200D

Capabilities Tested:

- Firewall
- Intrusion Prevention Systems (IPS)
- Application Control
- Reputation Services

Results:

- ✓ "Recommended"
- ✓ Near perfect, 99.6% security effectiveness
- ✓ Performance rating far exceeds specifications
- ✓ Excellent TCO

NSS LABS RECOMMENDED

SIGBANK

Gartner

Enterprise firewall



Web application firewall



UTM



E-mail security



SIEM

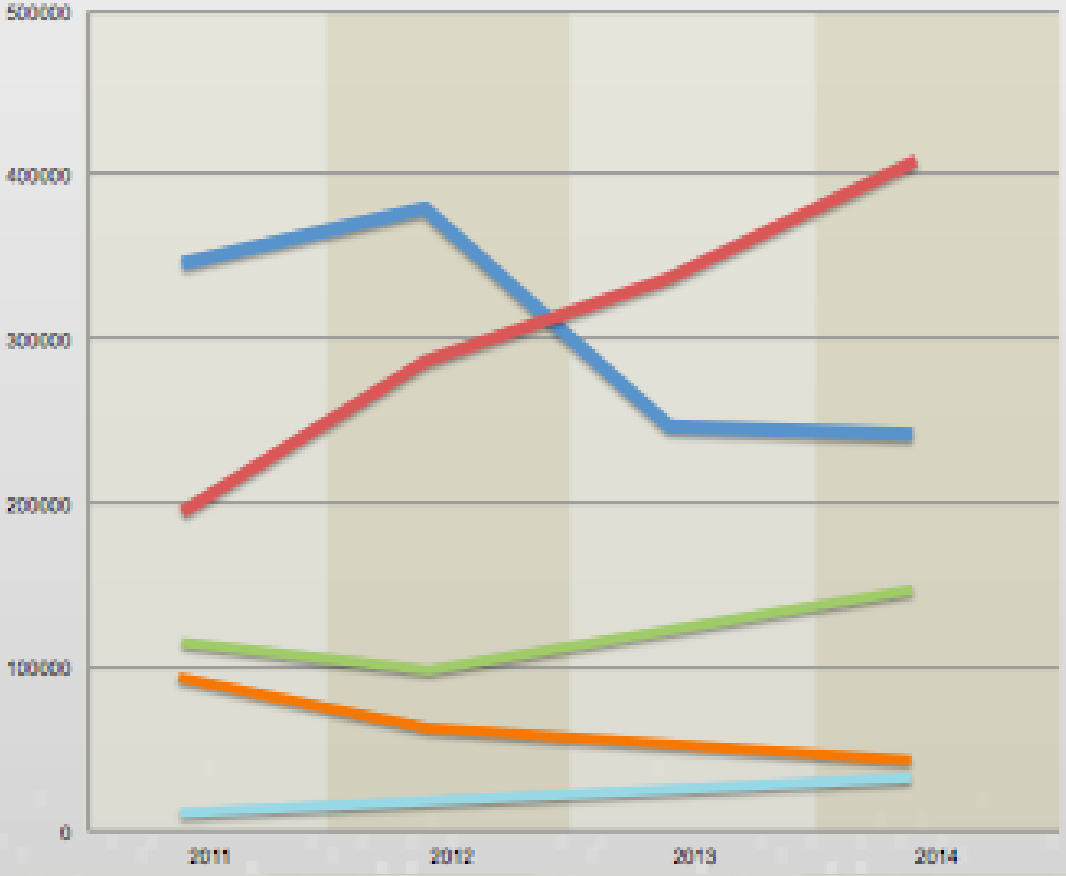


Wifi



#1 in Network Security Appliances

Unit Share



- ✓ *Gaining overall market share*
- ✓ *Gaining share in higher-end markets*

IDC Worldwide Security Appliances Tracker, March 2015 (based on annual unit shipments)

FortiGate – most deployed security appliance

FORTINET Fast&Secure



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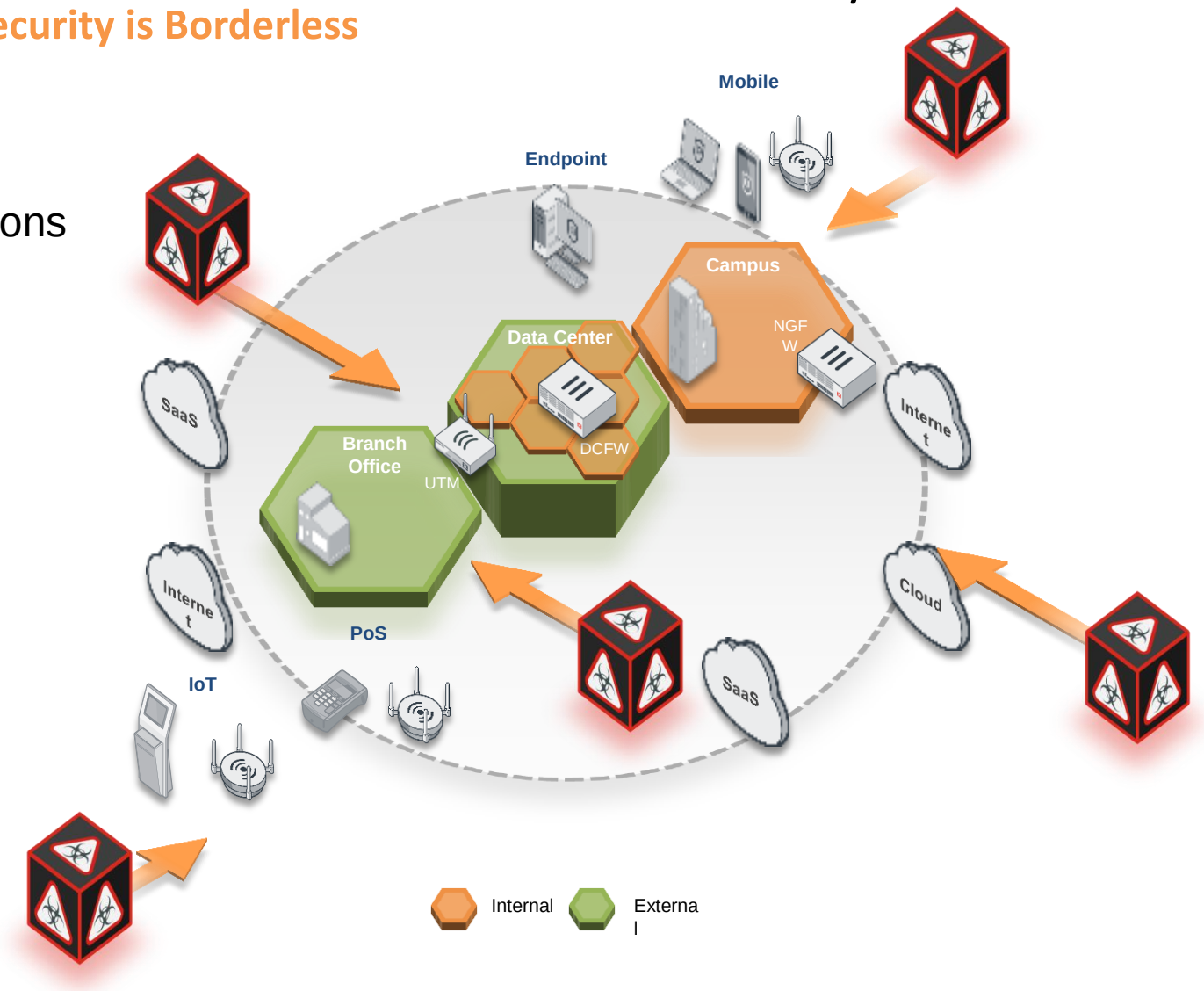
Security vision

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The Attack Surface Has Increased Dramatically

Today's Security is Borderless

- Network
- Applications
- Data
- People



Fortinet Security Fabric – Protecting from IoT to Cloud

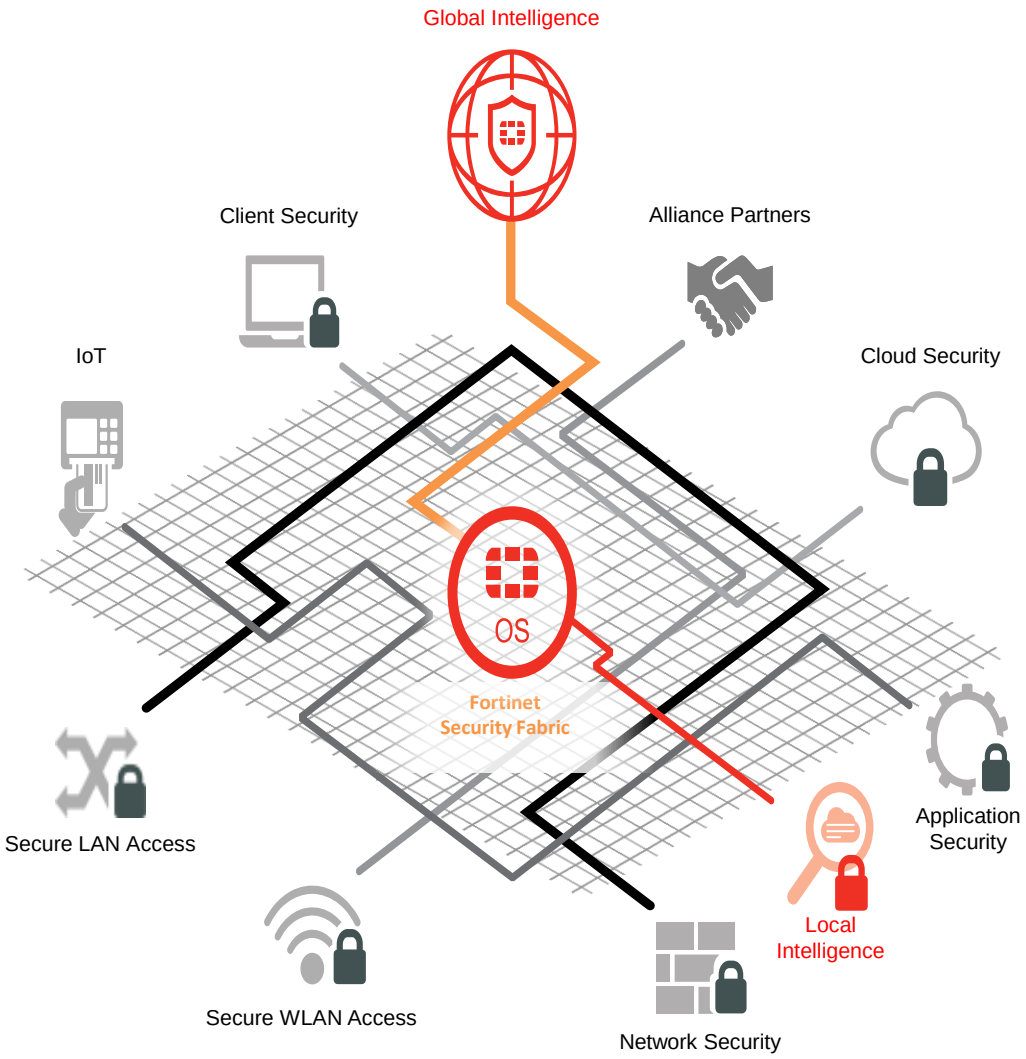
Scalable

Aware

Secure

Actionable

Open





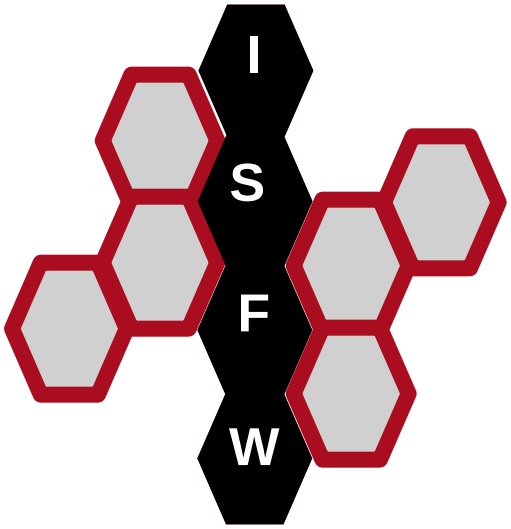
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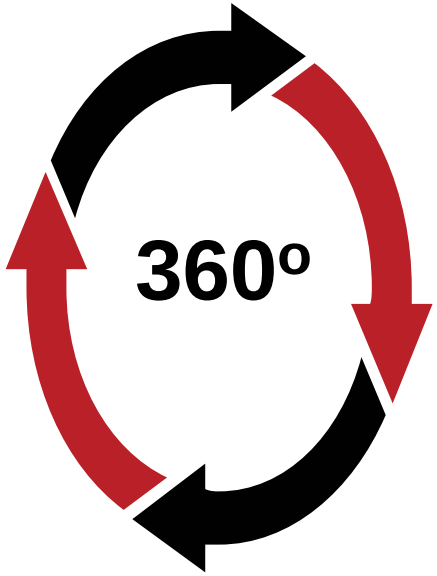
New OS 5.4

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Focus Areas







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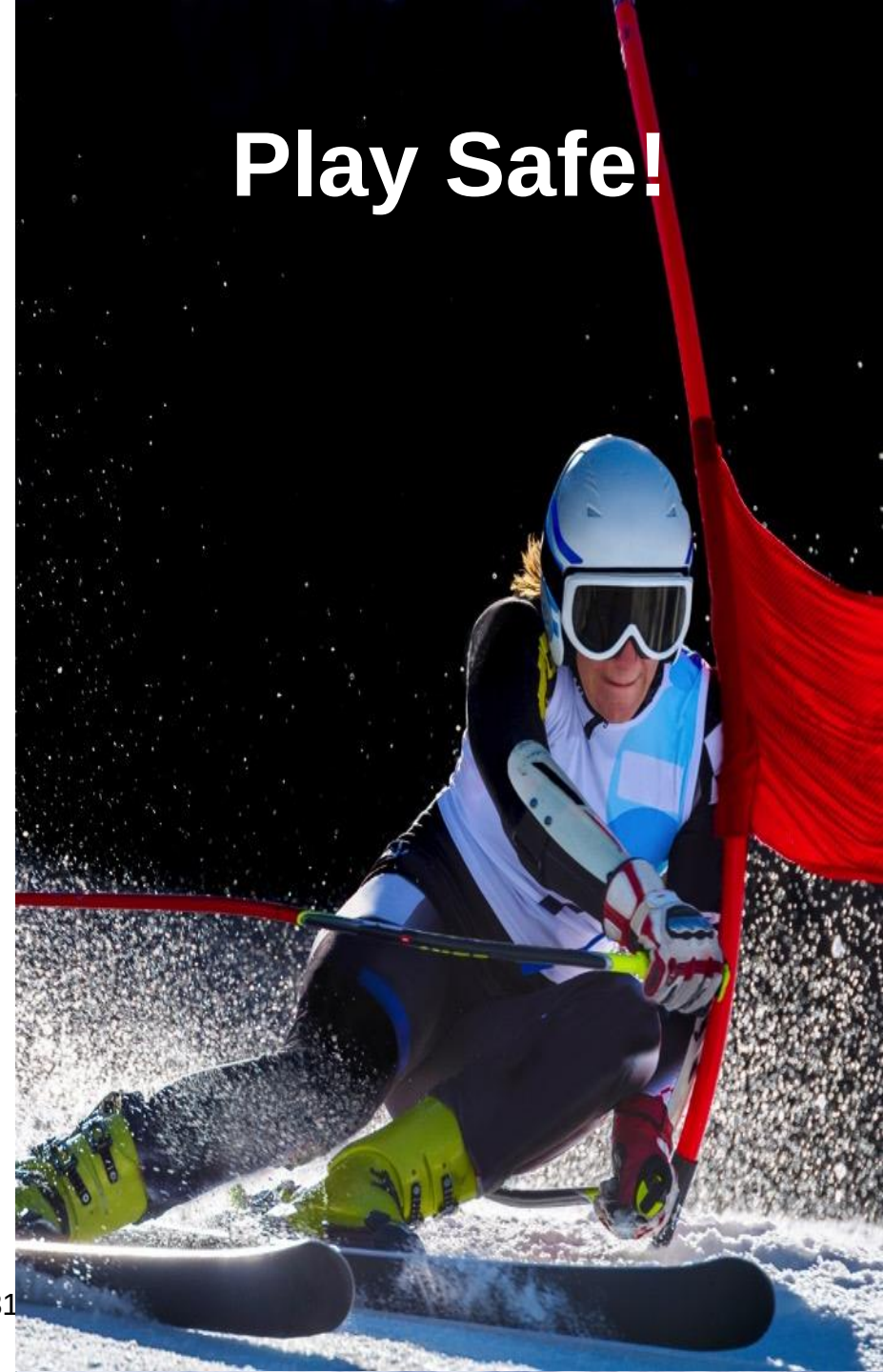


STANDALONE SANDBOX LIMITED INTEGRATION
Time to Protect: ?

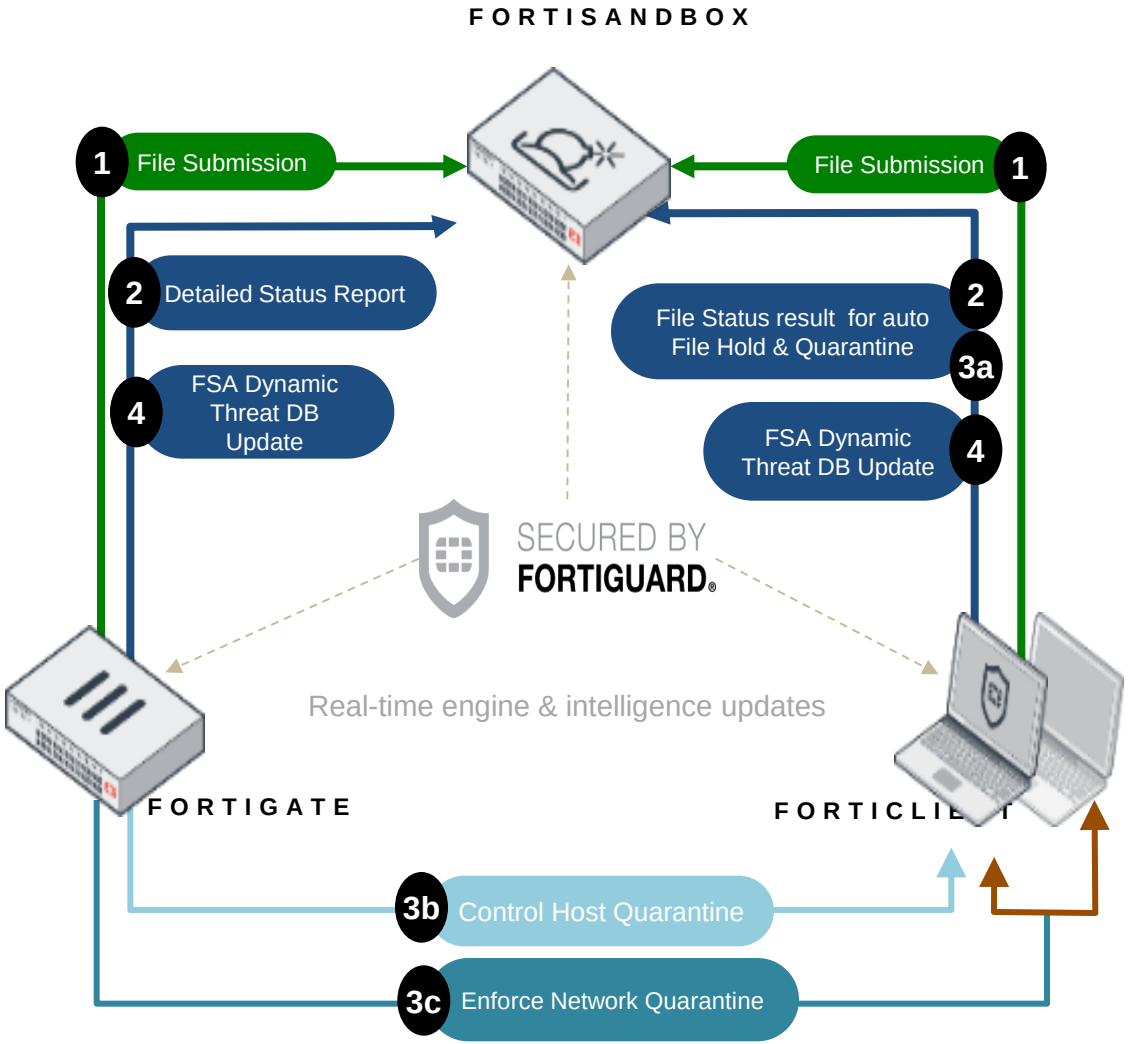
FORTINET ANTI-VIRUS
Time to Protect: 4 Hours.

5.4: FORTIGATE/WEB/MAIL + FORTISANDBOX
Time to Protect: 2-3 minutes.

5.4: ENDPOINT + FORTISANDBOX
Time to Protect: 0



Dynamic Protection Ecosystem



QUERY

1. File submission for Analysis
2. Respective analysis results are returned

REMEDIATION

3a. Auto File Quarantine on Host with option to hold file until result

3b. Manual Host Quarantine by Admin

3c. Manual Source IP Quarantine using Firewall

PROTECTION

4. Proactive dynamic Threat DB update to gateway and host

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… a lot like a walled city…

People establish commerce

Form interactions

Buildings

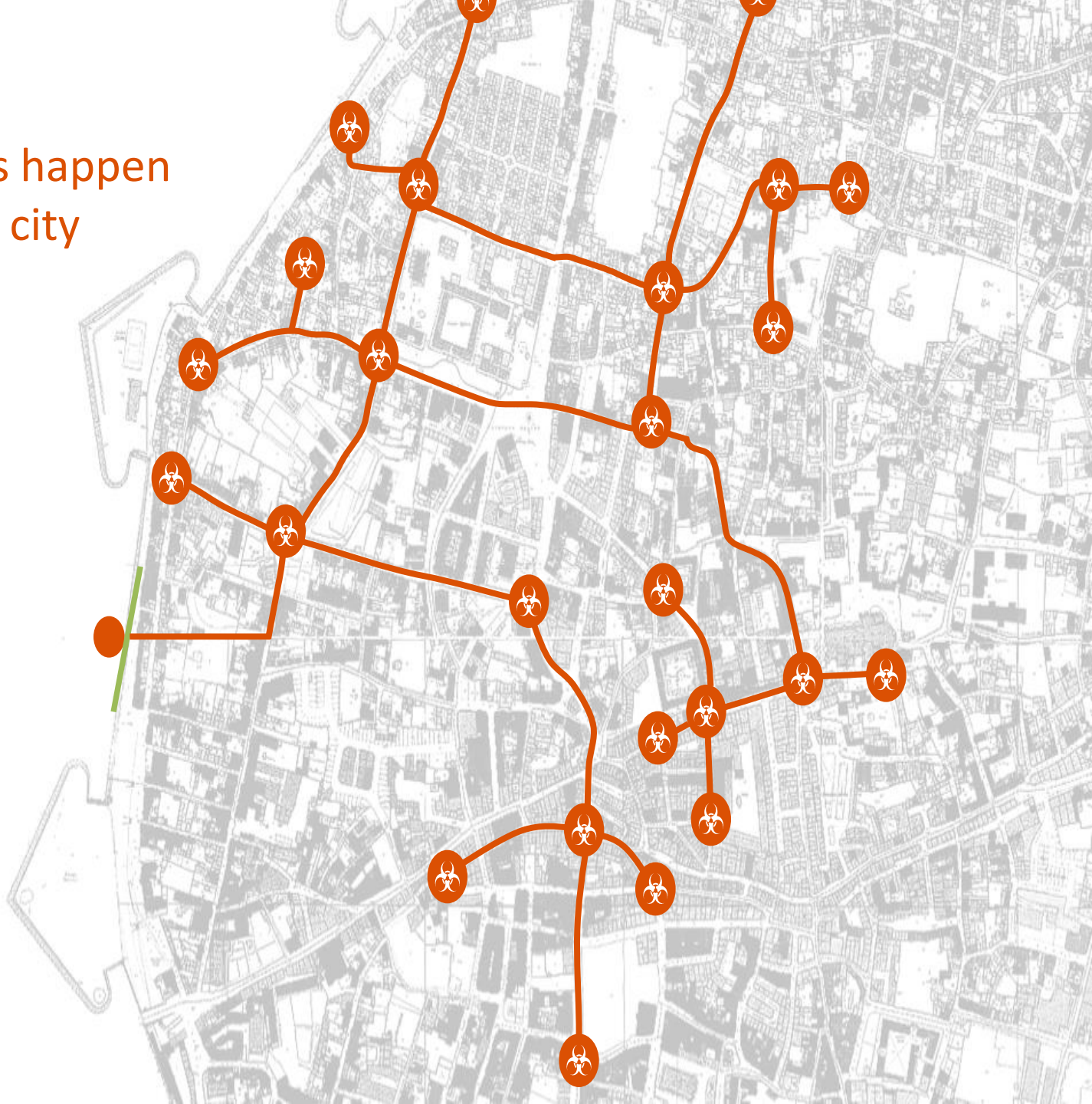
Roads

Egress point

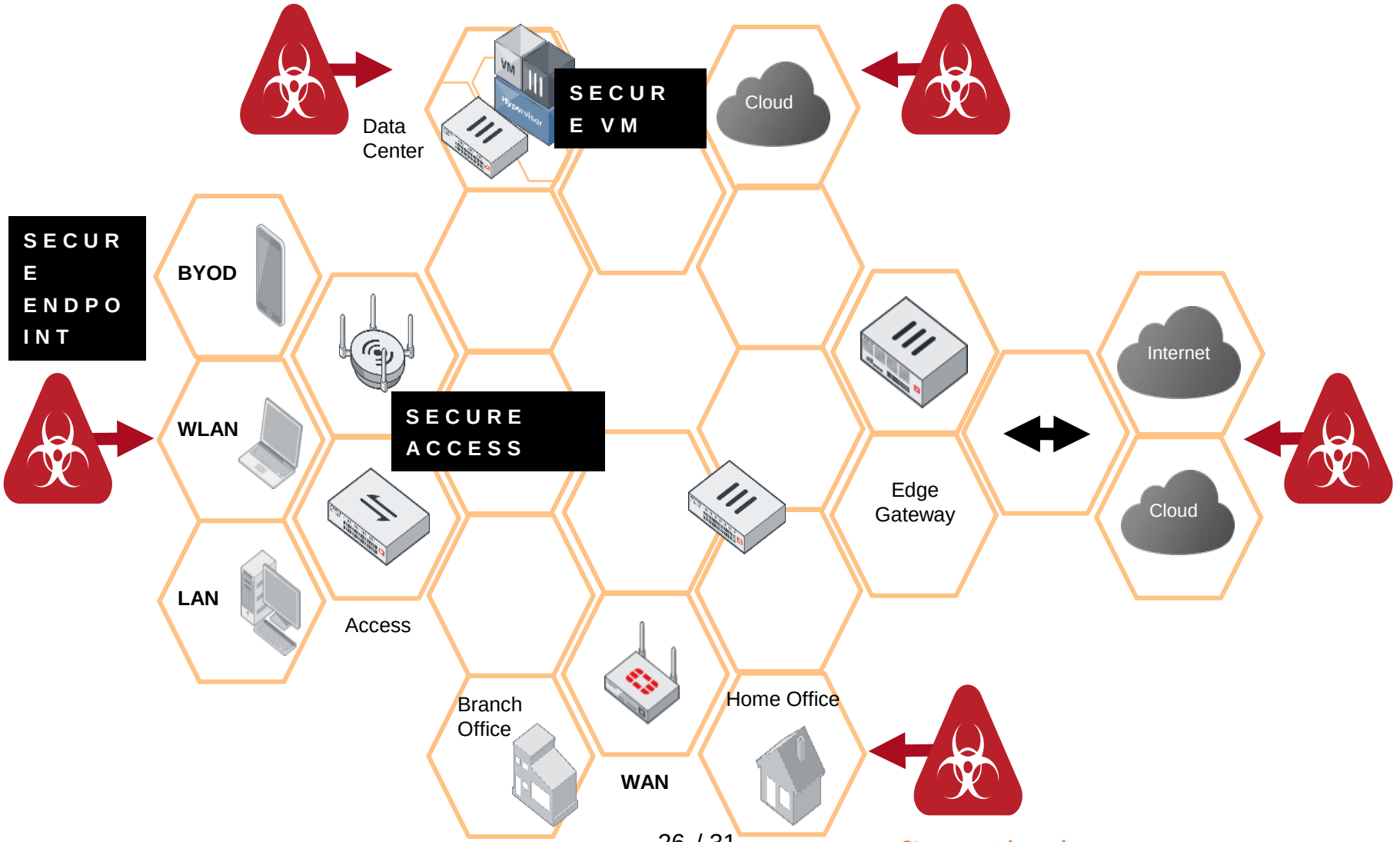


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Modern attacks happen INSIDE the city

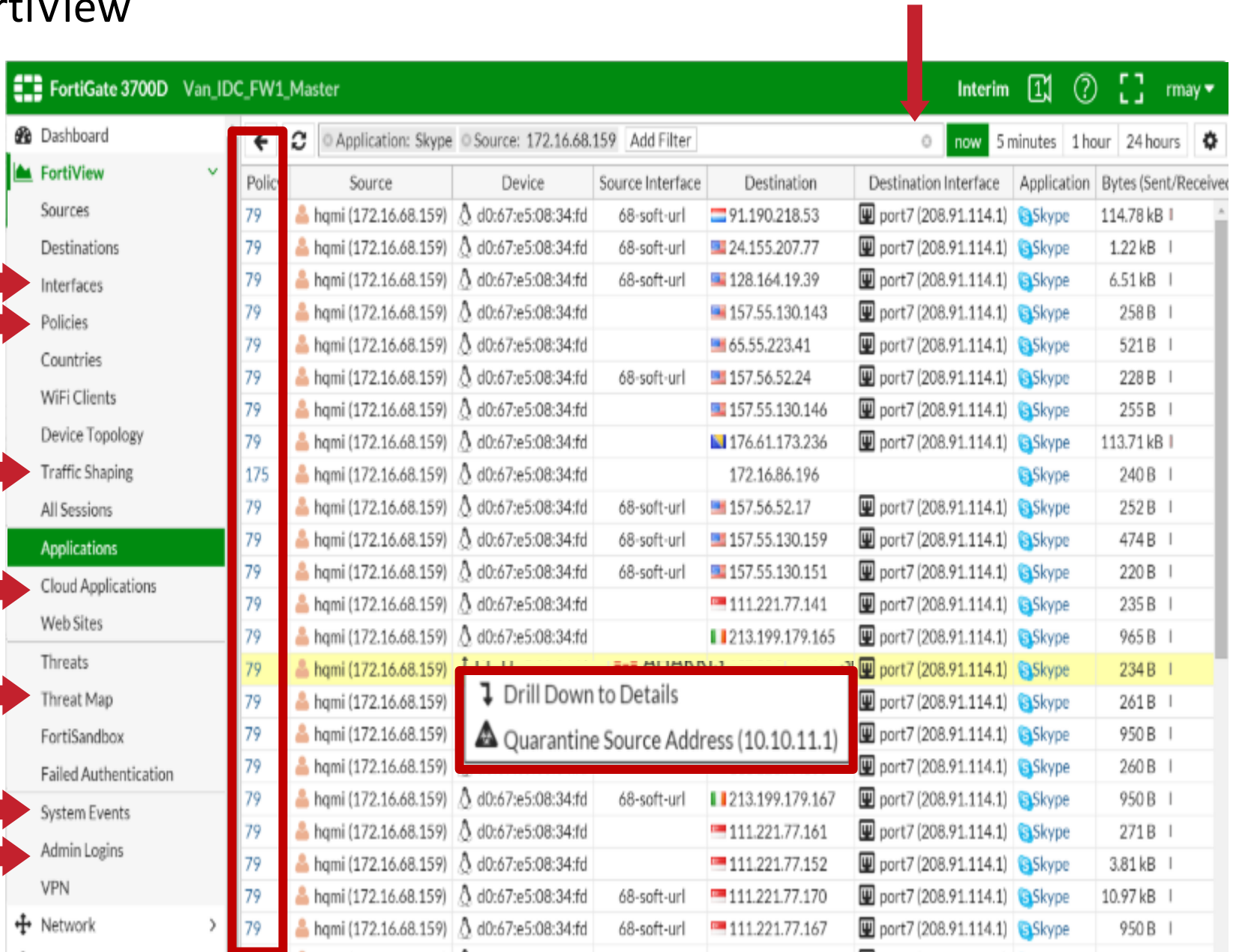


SIGBANK Building Blocks



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FortiView



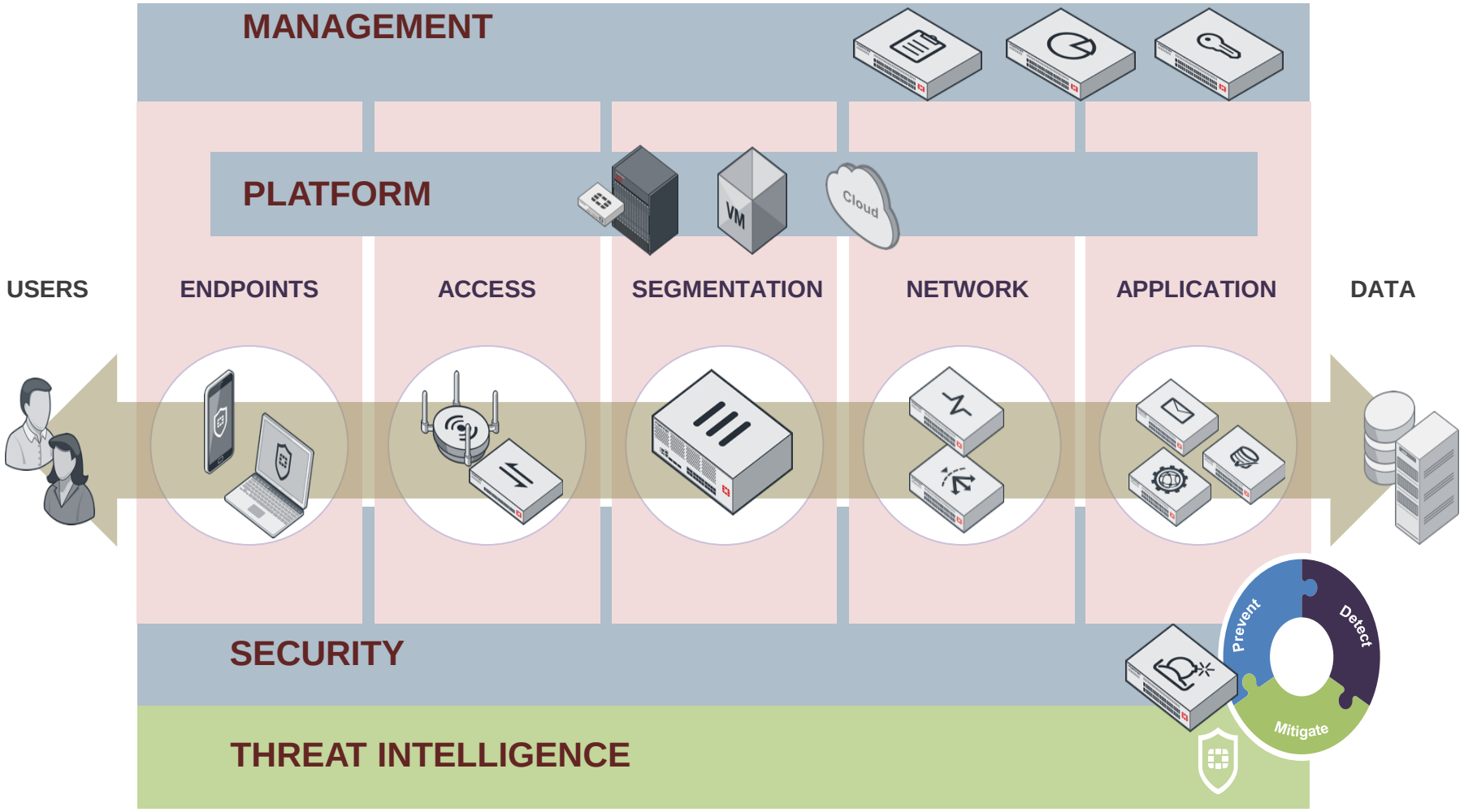


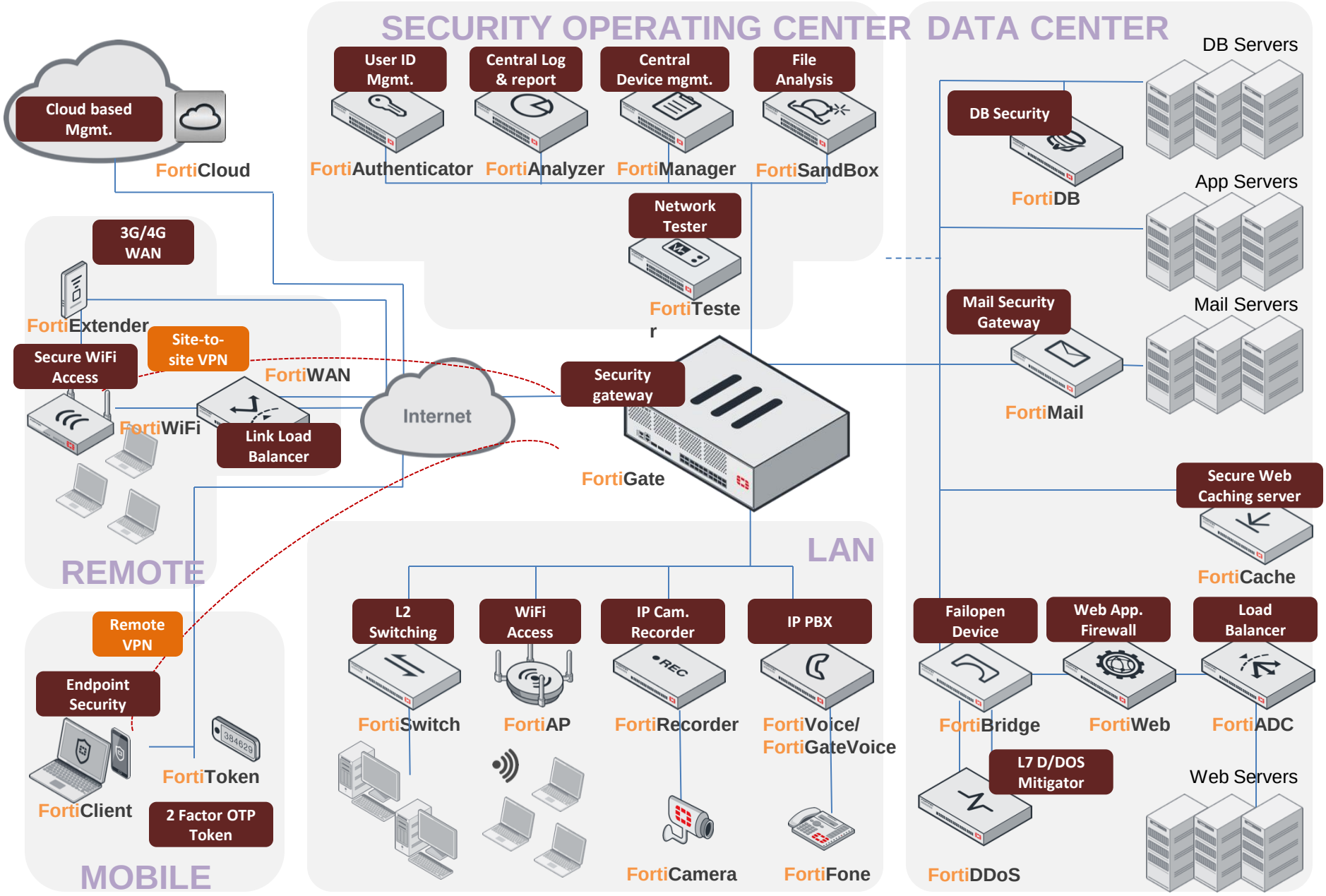
FAST. SECURE. GLOBAL.

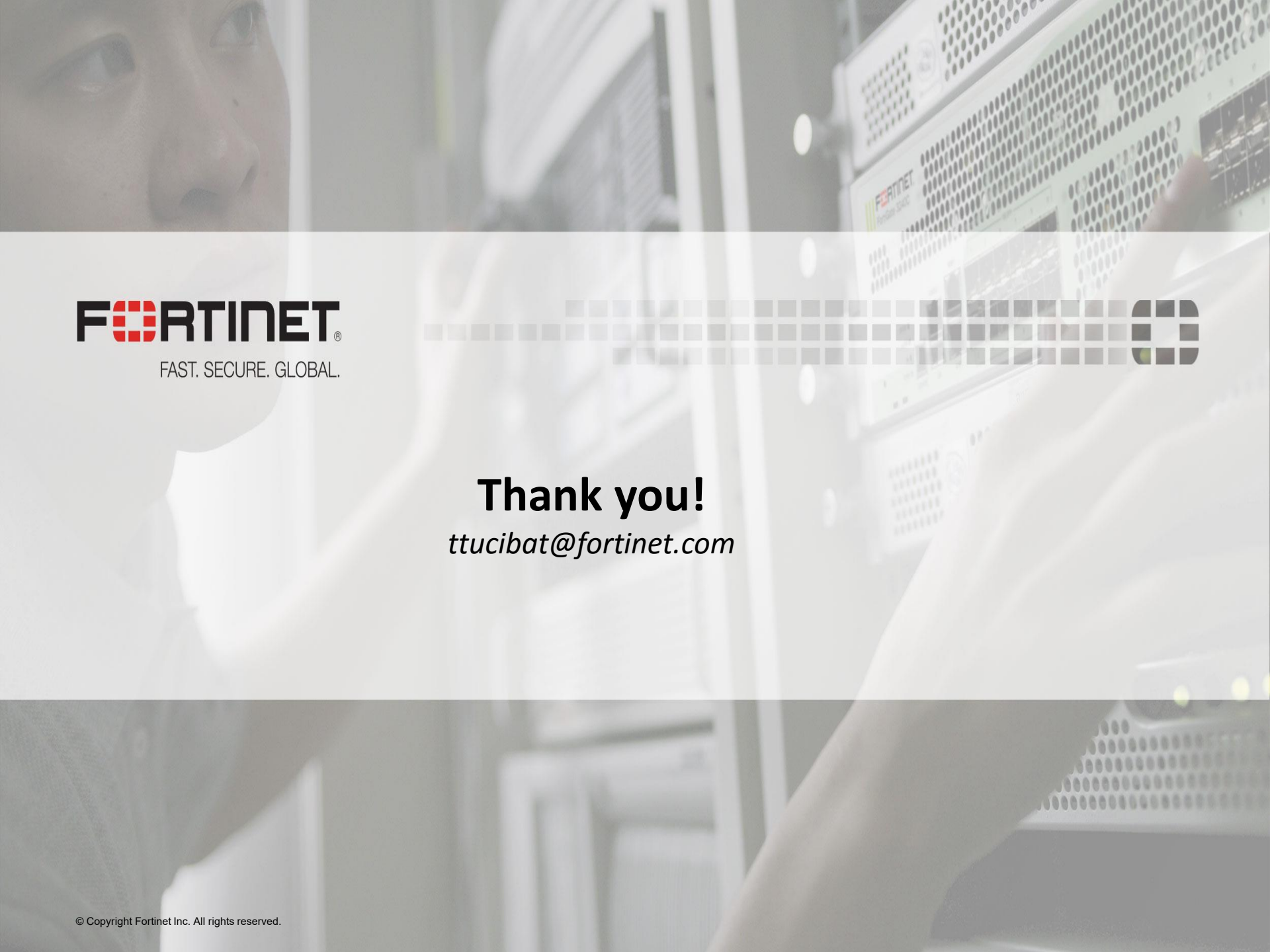
Product guide

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Complete Network Security Solution




SECURITY OPERATING CENTER
DATA CENTER
Cloud based Mgmt.
FortiCloud
User ID Mgmt.
Central Log & report
Central Device mgmt.
File Analysis
FortiAuthenticator
FortiAnalyzer
FortiManager
FortiSandBox
Network Tester
FortiTester
DB Servers
DB Security
FortiDB
App Servers
Mail Security Gateway
FortiMail
Mail Servers
3G/4G WAN
FortiExtender
Site-to-site VPN
Secure WiFi Access
FortiWAN
FortiWiFi
Link Load Balancer
Internet
Security gateway
FortiGate
Secure Web Caching server
FortiCache
REMOTE
LAN
L2 Switching
WiFi Access
IP Cam. Recorder
IP PBX
FortiSwitch
FortiAP
FortiRecorder
FortiVoice/ FortiGateVoice
Failopen Device
Web App. Firewall
Load Balancer
FortiBridge
FortiWeb
FortiADC
Remote VPN
Endpoint Security
FortiToken
FortiClient
2 Factor OTP Token
L7 D/DOS Mitigator
Web Servers
FortiCamera
FortiFone
FortiDDoS
MOBILE



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Thank you!

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