



Fortinet Helps Minimise Down-time from Individual Threats

IT solutions for information security have caught the concern of government agencies, local and foreign enterprises and organizations. Marketing its network security solutions in Vietnam for nearly one year now, the US network security firm Fortinet is considered a pioneer provider of unified threat management systems. With a wide range of products, the company helps secure every facet of enterprises IT, such as perimeter, core, and end station. VIB Forum's reporters Hai Chi and Nguyen Thoa conducted an interview with Ms Daphne Chee, Country Sales Manager of Fortinet's Singapore and Emerging Markets about the company's operations and orientation in Vietnam.

As we know, Fortinet is a new comer to Vietnam. Could you please provide us some background information about the company's operations?

Founded in 2000, Fortinet is based in Sunnyvale, California. Our company has over 570 employees and 30 offices throughout the Americas, Asia, Europe, Middle East and Africa. Fortinet is actually one of the leading brands in the area of the Unified Threat Management market in the world. Our solutions are the only security products such as server antivirus, client antivirus, firewall, intrusion prevention systems, SSL, NIDS, and deliver a full range of network-level and application-level services in integrated, easily managed platforms. Fortinet is ranked in first position by IDC in the Unified Threat Management category with \$30.9 million in revenue and a 29.5% share of the worldwide market in 2003. The company has received numerous industry awards and recognition for technology, usability, and product vision including the award-winning FortiGate™ series of ASIC-accelerated multi-threat security systems, winner of the 2004 Security Product of the Year Award from Network Computing Magazine, the 2003 Networking Industry Awards Firewall Product of the Year and is ranked among the Top ten 2005 IPO candidates by Light reading and Barron's.

Is there any difficulty for Fortinet to operate successfully while many big IT companies are affirming their market share in Vietnam?

Vietnam has fast-growing telecoms infrastructure and a great demand for network security solutions. At present, the local market is only focused on firewalls. However, technology is always moving forward and firewalls aren't enough to secure firms' operations. Today, network security means not only having a firewall but also using IDS/IPS, anti-virus, VoIP and wireless solutions. Traditional and point security solutions are not enough to effectively block blended attacks from entering and leaving the customers' network. Being a pioneer in unified threat management market with a wide range of security products, Fortinet aims to achieve a 10% share on the domestic market by the end of this year.

How do you assess the current situation of security application in Vietnam's organizations and enterprises? What will Fortinet do to help them secure their sensitive information in their business process?

At present, through education and promotion campaigns, awareness of security application in Vietnam's organizations and enterprises is increasingly improving. They are eager to learn and catch up with modern technology. However, they are perplexed in determining their choice of solution and policy. With its multi-layered security solution which is a collection of the best in class security applications, Fortinet provides a comprehensive security approach and minimizes the down-time from individual threats. ■