

ERYIN HALMEN

COUNTRY SALES MANAGER, MALAYSIA BRUNEI

(<http://www.fortinet.com>)



An IDC report recently named Fortinet as the worldwide leader in factory revenue for Unified Threat Management (UTM) products. Max-IT speaks with Mr. Eryin Halmen for more details.

MAX-IT: Give us a little background on Fortinet in Malaysia.

ERYIN: When we first started out here, we were just a two-person company. We were tasked with introducing and championing the concept of UTM. Today, we've grown to over 40 people, the majority of which are our engineers who support our customers around the clock. We are based in Menara Keck Seng, which support not only Malaysia, but practically the entire English speaking world. Our HQ for APAC is based in Singapore. We also have our update server based in Cyberjaya, which is

one of 10 servers worldwide.

What exactly did IDC say about Fortinet?

IDC announced that we are the leader in UTM solutions worldwide based on factory revenue in 2007. This makes us the leader for two consecutive years now. This is for the high and mid-range price bands in the study. We were also identified as the number one vendor for the low-end price band in Hong Kong.

How did Fortinet achieve this?

The results comes largely from the success of our Fortigate-family of multi-threat security solutions. We saw strong adoption in large enterprises, as well as mid-sized organizations needing the performance and bandwidth comparable

to the large enterprises.

And what makes FortiGate special among the lot?

Firstly, our FortiGate solutions combine traditionally separated security functions such as firewall, anti-virus and network intrusion systems into a unified solution, hence UTM. While we are not the only one to provide UTM solutions, our FortiGate is able to provide multi-threat protection with no penalty to network performance. This is thanks to the fact that the functionality runs on our own dedicated ASIC processors with very high bandwidths. The security functions are hard coded to do the job, rather than running software on more generic hardware.

What are your plans for Malaysia in the near future?

We recently announced a new channel strategy to expand our presence here in Malaysia. Fortinet will support the strategy through additional enterprise channel partners and direct touch sales staff, and revising its regional partner program to further improve business efficiency and deliver more value to Asia Pacific enterprise partners. To encourage closer cooperation with enterprise resellers, there will be an emphasis on value and commitment as well as added incentives such as attractive profit margins, discount promotions, technology leadership and a professional certification program. **MAX-IT**

For more information on Fortinet's Partner program, visit <http://www.fortinet.com/partners>

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