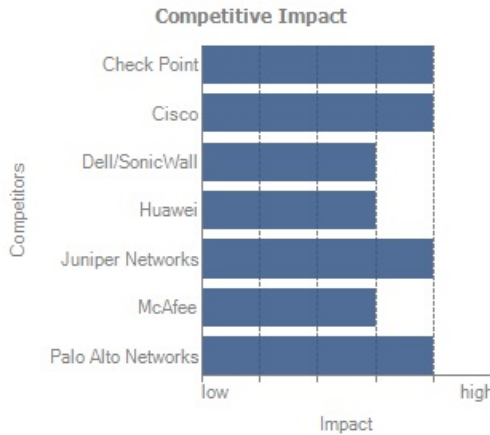
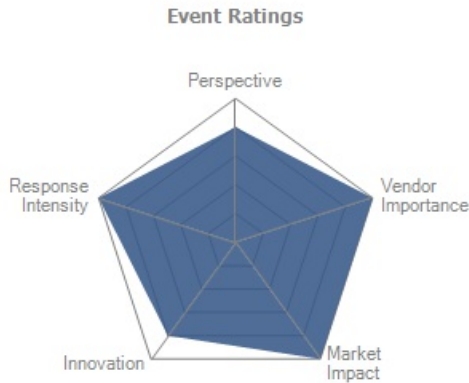


Fortinet Wins the Race to Deliver a 1 Tbps Data Center Firewall with New FortiGate 5144C

Musich, Paula
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Intelligence Alert

Quick Take



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Competitive Positives

- Fortinet's FortiGate 5144C leads competitors by a wide margin in high performance with a 1.1 Tbps aggregate throughput firewall.
- Fortinet will now be top of mind for architects planning data center network upgrades that incorporate 40 Gbps and 100 Gbps interfaces.
- The FortiGate 5144C complements new FortiOS 5.2 features that boost inspection of encrypted SSL traffic by a factor of 5x and simplifies consistent configuration of firewall policies.
- The FortiGate 5144C will benefit from strong sales momentum established quickly with the new FortiGate 3700D and 1500D using the new NP6 ASICs.
- For data center network designers considering using firewalls to segment the network rather than VLANs, Fortinet's new 5144C firewall makes that option more appealing.

Competitive Concerns

- The installed base of 40 Gbps and 100 Gbps data center networks at least initially is very small.
- Fortinet has a steep education challenge to get prospects to recognize it as a high performance firewall provider.
- For customers consolidating the number of vendors they buy from, Fortinet is at a disadvantage compared to Cisco and Juniper with their larger switching and routing presence.

Event Summary

July 23, 2014 – Fortinet claimed the first 1 Tbps Firewall with its new FortiGate 5144C, which supports a mix of 10 Gbps, 40 Gbps and 100 Gbps Ethernet interfaces. The new FortiGate 14 slot chassis firewall is aimed at carriers, service providers and large enterprise data centers grappling with the challenges posed by consolidation, big data, multi-tenant cloud services and an increasingly sophisticated threat landscape. It is available now priced starting at \$67,995.

Analytical Summary

Perspective



- Positive on Fortinet's launch of its high performance FortiGate 5144C, because it will go a long way toward cementing Fortinet's performance lead for large and high performance enterprise data centers as well as service provider data centers, and help to change the perception of Fortinet as primarily an SMB security provider. Combined with new features in the recently released FortiOS 5.2 OS and Fortinet's Virtual Domain (VDM) virtualization technique, the new 14 slot chassis is well equipped to meet the challenges of consolidated data centers that heavily rely on virtualization and that are increasingly the target of sophisticated hackers.

Vendor Importance



- Very high to Fortinet, because the company views the performance gains in the FortiGate 5144C delivered thanks to its fifth generation ASICs as game changing in the high performance firewall market. While a couple of rivals claim they have 1 Tbps "capable" firewalls, Fortinet is unique in delivering that level of performance now.

Market Impact



- Very high on the high performance firewall market, because Fortinet now allows data center network designers to build out 40 Gbps and 100 Gbps data center networks with the confidence that security won't be a bottleneck for those networks. Fortinet had already claimed the world's fastest firewall crown, and it now solidified that lead. Although few such high speed networks are in place, demand for this level of performance is expected to ramp up quickly over the next 18 to 24 months.

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Current Analysis, Inc.

21335 Signal Hill Plaza, Second Floor, Sterling, VA 20164

Tel: 877-787-8947

Fax: +1 (703) 404-9300

Current Analysis, Inc.

2 rue Troyon, 92316 Sevres Cedex, Paris, France

Tel: +33 (1) 41 14 83 17

<http://www.currentanalysis.com>