THE FORTINET SECURITY FABRIC

Broad  Integrated  Automated

- SD-WAN
- IoT Security
- OT Security
- Multi-Cloud Security
- User Entity Behavior Analytics
- Segmentation
- Machine learning

Public

Private
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 2018 Financial Spotlight:
31% Y/Y billings growth on a trailing 12-month basis for Global 2000 customers (excludes service providers and MSSPs)

Coming in 2020:
Expanded HQ and R&D Center in Sunnyvale
- Preparing for growth
- Investing in innovation
#1 SECURITY INNOVATOR

Based on patents issued as listed by the U.S. Patent and Trademark Office

548 U.S. Patents
27 Int'l Patents
575 Global Patents

FORTINET IS THE ONLY COMPANY TO EXCEL AT ALL KEY STAGES OF NETWORK SECURITY

FORTINET’S GROWING OPPORTUNITY

Our core market, Network Security, continues to grow as do adjacent opportunities in Cloud, IoT and OT Security, and other Security and Access offerings.

FORTINET’s reclassification of data from latest analyst reports
#1 BROADEST SECURITY PROTECTION—FROM IOT TO THE CLOUD

Enables Fortinet to pursue growth in several key markets

First-generation network security (stateful firewalls) focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTMs, expanded inspection to the application and content. The emergence of cloud, IoT, and mobile is driving the need for a third generation of network security to protect the rapidly expanding attack surface.

Source: Fortinet reclassification of data from latest analyst reports. 2020 opportunity shown.
Fortinet is once again leading the way with its Security Fabric, the first open architectural approach to security that dynamically adapts to and secures the evolving IT infrastructure.

**BROAD**
Visibility & Protection for the Digital Attack Surface

**INTEGRATED**
Detection of Advanced Threats

**AUTOMATED**
Response & Continuous Trust Assessment
**NETWORK SECURITY**

Fortinet’s high-performance FortiGate firewalls—powered by our purpose-built OS, security processors, and threat intelligence from FortiGuard Labs—provide consolidated, advanced security and deep visibility that protects the network from known and unknown threats.

### Chassis-based  5000 & 7000 Series

- **Form Factor**: Expandable, modular chassis
- **Interfaces**: 10, 40, and 100 GE
- **FW(TP) Throughput**: More than 1 Tbps (Up to 189 Gbps)
- **Special Features**: Carrier class, NEBS, fully redundant

### High-end Appliance  1000 – 3000 & 6000 Series

- **Form Factor**: 2RU – 5RU appliance
- **Interfaces**: 10, 25, 40, and 100 GE
- **FW(TP) Throughput**: 52 Gbps – 1 Tbps (4 Gbps – 100 Gbps)
- **Special Features**: Ultra-low latency, ultra high-speed SSL inspection

### Mid-range Appliance  100 – 900 Series

- **Form Factor**: 1RU – 2RU appliance
- **Interfaces**: 1 and 10 GE
- **FW(TP) Throughput**: 7 Gbps – 36 Gbps (1 Gbps – 3 Gbps)
- **Special Features**: High-speed SSL inspection

### Entry-level Appliance  30–90 Series

- **Form Factor**: Desktop
- **Interfaces**: High-density 1 GE
- **FW(TP) Throughput**: 1 – 3.5 Gbps (150 Mbps – 250 Mbps)
- **Special Features**: Wi-Fi, PoE, ruggedized

### Virtual/Cloud Firewall

<table>
<thead>
<tr>
<th>Private Cloud</th>
<th>Public Cloud</th>
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</thead>
<tbody>
<tr>
<td>Use Cases &amp; Integrations</td>
<td>AWS, Azure, Google, Oracle, IBM, Alibaba</td>
</tr>
<tr>
<td>Throughput</td>
<td>Cloud dependent</td>
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<tr>
<td>Licensing</td>
<td>BYOL or on-demand</td>
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### NEW PRODUCT SPOTLIGHT—FORTIGATE 500E

FortiGate combines best-of-breed SD-WAN and NGFW into one single offering, enabling digital transformation initiatives at the enterprise branch without sacrificing security.

- **Supported VOIP Applications**: 3000+
- **Interfaces**: 1 GbE, 10 GbE
- **VPN Performance**: 20 Gbps
- **SSL Inspection**: 5.7 Gbps

In NSS Labs’ recent 2018 SD-WAN test, Fortinet was the only vendor with security to earn a “Recommended” rating. Also:
- Best quality of experience for voice applications
- Lowest total cost of ownership
The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies and use cases into a simplified, single policy and management framework. FortiOS provides customers with superior protection, deeper visibility and control, reduced complexity, and greater operational efficiency across their entire attack surface.

The Security Processor Advantage

Fortinet Security Processors radically increase the performance, scalability, and value of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions. Use of SSL Inspection is increasingly critical but comes with a large performance hit on most firewall solutions. Our latest Content Processor (CP9) delivers high SSL inspection performance with minimal performance degradation, while supporting all 32 critical ciphers*, as demonstrated in NSS Labs’ 2018 NGFW/SSL-TLS Performance Test Report.

FortiGuard Threat Intelligence Advantage

Our FortiGuard Labs threat research team develops the threat intelligence that informs all of our solutions. FortiGuard Labs leverages leading-edge machine learning and AI technologies to provide consistently top-rated protection* and actionable threat intelligence that protect and inform our customers worldwide. FortiGuard Labs partners with law enforcement agencies, governments, alliances, and other vendors, taking a leadership role to ensure the industry is collaborating and effectively responding to emerging security risks worldwide.

<table>
<thead>
<tr>
<th>Individual Subscription Services</th>
<th>Application Control*</th>
<th>IPS</th>
<th>Advanced Malware Protection</th>
<th>Anti-spy</th>
<th>Web Filtering</th>
<th>Industrial Security</th>
<th>Security Rating Service</th>
<th>CASB</th>
<th>Threat Intelligence Service</th>
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<tbody>
<tr>
<td>A la carte services</td>
<td>X</td>
<td>XX</td>
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<td>Unified Protection (UTM) bundle</td>
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<td>Threat Protection bundle</td>
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* Per many independent third-party tests. See pages 10-11. ** Application Control comes standard with every FortiCare support contract. *** Includes AV, Antivirus, Mobile Security, Cloud Sandbox, Content Disarm and Reconstruction, and Virus Outbreak Protection.
SOLUTION SPOTLIGHT: SECURE SD-WAN

NGFW with built-in, best-of-breed SD-WAN capability enables digital transformation at the enterprise branch.

PRODUCTS
- FortiGate NGFW (at FortiOS 5.6 & above)
- FortiManager

KEY FEATURES
- Application-aware steering
- Automated WAN path intelligence
- Single-pane-of-glass management with zero-touch provisioning
- SD-WAN features included in base license

BENEFITS
- High application performance
- Reduced WAN OPEX
- Safe Internet access for branch sites
- Reduced complexity, easier management
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.

### SERVICES & SUPPORT SPOTLIGHT

**FortiCare 360** combines advanced support with cloud analytics and expert advice, enabling organizations to take a more proactive approach in the identification and prevention of potential risks.

- 24x7 Advanced Services Technical Support
- Ongoing monitoring, proactive health checks, and automated alerts
- Personalized monthly reports
- Best-practice guidance

### The Fortinet Network Security Expert (NSE) Program

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over 163,000 security certifications to date.

#### 163,000+ CERTIFICATIONS

<table>
<thead>
<tr>
<th>Step</th>
<th>Level Objective</th>
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<tbody>
<tr>
<td>NSE 1</td>
<td>Security Associate: Develop a foundational understanding of the ever-increasing threat landscape and of common network security concepts.</td>
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<tr>
<td>NSE 2</td>
<td>Security Associate: Develop the knowledge of Fortinet solutions required to address the threat landscape and security concerns discussed in NSE 1.</td>
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<tr>
<td>NSE 3</td>
<td>Security Associate: Develop the skills to describe how the features of key Fortinet products are used to create the solutions discussed in NSE 2.</td>
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<td>NSE 4</td>
<td>Professional: Develop the knowledge to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.</td>
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<td>NSE 5</td>
<td>Analyst: Develop a detailed understanding of how to implement network security management and analytics.</td>
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<td>NSE 6</td>
<td>Specialist: Develop an understanding of the Fabric products that augment FortiGate to provide deeper and more comprehensive network security.</td>
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<td>NSE 7</td>
<td>Architect: Develop the knowledge to implement, troubleshoot, and centrally manage an enterprise security infrastructure composed of multiple FortiGate devices.</td>
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<td>NSE 8</td>
<td>Expert: Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.</td>
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### Commitment to Closing the Cybersecurity Skills Gap

The Fortinet Network Security Academy program provides industry-recognized Fortinet training and certification opportunities to students around the world.

Launched in 2016, this innovative, rapidly growing program has already been adopted by 117 academies in 52 countries.

- Preparation for a career in network security
- Theoretical lecture and hands-on laboratory practice
- Fortinet certification

**117 ACADEemies**

- Academic Institutions
- Nonprofit Agencies
- Veterans Programs

**52 COUNTRIES TODAY**

Learn more about both programs at www.fortinet.com/support-and-training.html

Figures as of Oct. 26, 2018
INDEPENDENTLY TESTED AND VALIDATED PROTECTION

RECOMMENDED IN 9 OUT OF 9 NSS LABS TESTS

Next-Generation Firewall Test (2018) FortiGate 500E

- “Recommended” 5th year in a row
- 99.3% security effectiveness
- 100% blocked evasions
- High SSL performance (5.7 Gbps)
- Lowest 3 year Total Cost of Ownership

SD-WAN Test (2018) FortiGate 61E

- Only “Recommended” vendor with Security Rating
- Highest Quality of Experience for VoIP
- High Quality of Experience for Video
- 100% Blocked Evasions
- Best Value among 9 vendors ($5 per protected Mbps)
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**
- **DC Security Gateway & DCIPS**
- **Web Application Firewall**
- **Endpoint Protection**
- **Breach Detection and Prevention**
FEATURED CUSTOMER STORIES

Superunie
Wholesale Grocery Purchasing Cooperative with 30% country market share in the Netherlands

Scope: SD-WAN and network infrastructure across 1,000 branches and 10 data centers
Key Requirements: Application-aware WAN path control, high-performance SLA, zero-touch provisioning, IoT security
Solution: FortiGate, FortiSwitch, FortiAP, FortiManager, FortiGuard Services, FortiSandbox

Customer benefits realized:
- Guarantee that business-critical applications are highly available with best SLAs
- Reduced complexity by consolidating SD-WAN and security
- Secure IoT devices on port level, due to deep technical integration between FortiGate and FortiSwitch

“We chose Fortinet’s cutting edge secure SD-WAN technology to allow us to centrally manage our networking and security solutions, while also providing SSL inspection for a seamless WAN transformation. We like the simplicity of extending Fortinet’s SD-WAN solution to include LAN at each of our stores and the ability to manage all WAN and LAN devices through a single-pane-of-glass.”
— Arjen van Dam, Manager, IT

Veracruz State Government
3rd Most Populated State in Mexico

Scope: Update aging infrastructure, secure connectivity and bandwidth for state employees and citizens
Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy
Solution: FortiGate, FortiAnalyzer, FortiManager, FortiWeb

Customer benefits realized:
- Optimized operational spending and ensured protection for all information traveling across Veracruz’s State Network (REDVER)
- Strengthened data link services and reduced costs
- Provide protection using advanced security technology, with central and simple administration
- Reliably manage more than 23,000 employee and 22,000 citizen requests daily through digital channels

“We using multiple Fortinet solutions and leveraging the Fortinet Security Fabric to manage both the network and equipment provides us with visibility over transactional demands and enables us to apply policies from a central location, thus decreasing the time invested in operational tasks and network administration.”
— Sebastian Silva Sanchez, Director-General of Technological Innovation

Winston-Salem Forsyth County Schools
Education—77th Largest School District in United States

Scope: Secure connectivity and bandwidth to support Internet-based education for over 53,000 students
Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy
Solution: FortiGate 7040, FortiAuthenticator, FortiAnalyzer, FortiMail, FortiGuard Services

Customer benefits realized:
- Consolidated core and edge firewall and routing into single platform
- Met increased throughput requirements to achieve 10 GB downstream
- Simplified management and deployment, and improved operational efficiency

“We chose Fortinet because of their ability to provide internal network segmentation, 100GE support, fast SSL inspection and threat protection at an attractive price/performance was a compelling value proposition that influenced our decision to select Fortinet. By deploying the FortiGate 7040 we were able to consolidate our security services to a single platform that can be expanded to meet future performance and security needs.”
— Corey McLeod, Sr. LAN/WAN Engineer

Steelcase
Global Business Equipment and Furniture Manufacturer (USA)

Scope: Integrated security and reporting across on-premises and multiple cloud environments; IoT security
Key Requirements: Support for Microsoft Azure and AWS; internal segmentation; broad integrated solution set; integration with other vendor solutions
Solution: FortiGate Appliance and VM, FortiAuthenticator, FortiAnalyzer, FortiWeb, FortiMail, FortiAP, FortiSwitch, FortiClient, FortiCloud, FortiGuard Services

Customer benefits realized:
- Secure cloud-based offerings
- Unified protection across on-premises and multiple clouds
- Simplified management and training, economies of scale
- Better IoT security via segmentation

“Our extended IT infrastructure is absolutely critical to everything we do, so it’s invaluable to have the seamless protection that Fortinet provides across our physical and cloud-based domains.”
— Stuart Berman, Global Security Architect

For more customer stories, go to www.fortinet.com/customers.html