THE FORTINET SECURITY FABRIC SECURES IoT

Learn. Segment. Protect.
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.
### #1 FASTEST GROWING ENTERPRISE NETWORK SECURITY COMPANY

Based on network security related billings growth of recognized Enterprise Firewall market leaders

1. Most recently disclosed financial information as of Nov. 7, 2017
2. Publicly reported quarterly billings
3. Calculated as revenue recognized plus change in deferred revenue from beginning to end of most recent period

### #1 MOST ADOPTED NETWORK SECURITY SOLUTION

Based on annual unit shipments (IDC)

### #1 SECURITY INNOVATOR

Based on patents issued as listed by the US Patent and Trademark Office

Fortinet is the Only Company to Excel at All Key Stages of Network Security
EMERGING SECURITY CHALLENGES

**Today’s Network Is Borderless**
IoT and the cloud have expanded the attack surface—the “edge” is no longer clearly defined. There are more ways in and more ways out.

**Slow Is Broken**
Security has become a bottleneck; enterprises compromise security features to achieve performance goals.

**Complexity Is the Enemy of Security**
Too many point solutions create security gaps and a slow response to threats; no communication or coordination.

First-generation network security, known as stateful firewalls, focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTM, expanded inspection to the application and content.
THE FORTINET SECURITY FABRIC
THIRD-GENERATION NETWORK SECURITY

BROAD
The Fabric covers the entire attack surface—security can be applied to the network, endpoints, access, applications, and cloud, and visibility extended to other vendor solutions.

POWERFUL
The Security Fabric utilizes security processors to reduce the burden on infrastructure, allowing comprehensive security without affecting performance.

AUTOMATED
The Security Fabric enables a fast and coordinated response to threats—all elements can rapidly exchange threat intelligence and coordinate actions.
Fortinet’s core firewall platform, FortiGate, is powered by our purpose-built operating system, security processors, and threat intelligence from FortiGuard Labs.

### Data Center Firewall (DCFW)/Carrier Class Firewall (CCFW)

<table>
<thead>
<tr>
<th>Deployment</th>
<th>Service Provider or Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>2U/3U Appliance and Chassis</td>
</tr>
<tr>
<td>Interfaces</td>
<td>10, 40, and 100 GbE</td>
</tr>
<tr>
<td>FW Throughput</td>
<td>10 Gbps to more than 1 Tbps</td>
</tr>
<tr>
<td>Special Features</td>
<td>Carrier Class</td>
</tr>
</tbody>
</table>

### Internal Segmentation Firewall (ISFW)

<table>
<thead>
<tr>
<th>Deployment</th>
<th>Service Provider or Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>1U/2U/3U Appliance</td>
</tr>
<tr>
<td>Interfaces</td>
<td>10, 40, and 100 GbE</td>
</tr>
<tr>
<td>FW Throughput</td>
<td>16 to 320 Gbps</td>
</tr>
<tr>
<td>Special Features</td>
<td>VDOM Management, Ultra-low Latency</td>
</tr>
</tbody>
</table>

### Next-Generation Firewall (NGFW)

<table>
<thead>
<tr>
<th>Deployment</th>
<th>Edge or Border Firewall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>1U/2U/3U Appliance</td>
</tr>
<tr>
<td>Interfaces</td>
<td>1, 10, and 40 GbE</td>
</tr>
<tr>
<td>FW Throughput</td>
<td>1 to 160 Gbps</td>
</tr>
<tr>
<td>Special Features</td>
<td>Advanced Threat Protection</td>
</tr>
</tbody>
</table>

### Unified Threat Management (UTM)

<table>
<thead>
<tr>
<th>Deployment</th>
<th>Distributed Enterprise or SMB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>Desktop</td>
</tr>
<tr>
<td>Interfaces</td>
<td>High-density 1 GbE</td>
</tr>
<tr>
<td>Throughput</td>
<td>1 to 3.5 Gbps</td>
</tr>
<tr>
<td>Special Features</td>
<td>Wi-Fi, PoE, Ruggedized</td>
</tr>
</tbody>
</table>

### Private Cloud—Virtual Machine Firewall

<table>
<thead>
<tr>
<th>Deployment</th>
<th>East/West Data Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>Virtual Machine</td>
</tr>
<tr>
<td>SDN Integration</td>
<td>Cisco ACI, VMware NSX, OpenStack</td>
</tr>
<tr>
<td>Throughput</td>
<td>Hardware Dependent</td>
</tr>
<tr>
<td>Hypervisors</td>
<td>All Major Hypervisors Supported</td>
</tr>
<tr>
<td>Licensing</td>
<td>Perpetual, Subscription, Metered</td>
</tr>
</tbody>
</table>

### Public Cloud—Cloud Firewall

<table>
<thead>
<tr>
<th>Deployment</th>
<th>AWS, Microsoft Azure, Google</th>
</tr>
</thead>
<tbody>
<tr>
<td>Form Factor</td>
<td>Cloud Virtual Machine</td>
</tr>
<tr>
<td>Throughput</td>
<td>Cloud Dependent</td>
</tr>
<tr>
<td>Licensing</td>
<td>BYOL or On-Demand</td>
</tr>
</tbody>
</table>
The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies 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.

<table>
<thead>
<tr>
<th>Networking</th>
<th>Security</th>
<th>Integration</th>
<th>Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall</td>
<td>Intrusion Prevention</td>
<td>Email</td>
<td>NOC/SOC/Policy</td>
</tr>
<tr>
<td>VPN</td>
<td>Application Control</td>
<td>WAF</td>
<td>Reporting &amp; Compliance</td>
</tr>
<tr>
<td>Routing</td>
<td>Anti-malware</td>
<td>Endpoint</td>
<td>Topology Views</td>
</tr>
<tr>
<td>Switching</td>
<td>Anti-botnet</td>
<td>Sandboxing</td>
<td>Management</td>
</tr>
<tr>
<td>SD-WAN</td>
<td>Web Filtering</td>
<td>Vulnerability</td>
<td>Analytics</td>
</tr>
<tr>
<td>Wi-Fi Controller</td>
<td>Mobile Security</td>
<td>Partner APIs</td>
<td>VDOM/ADOM</td>
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<tr>
<td>More...</td>
<td>More...</td>
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The Security Processor Advantage

Fortinet Security Processors radically increase the security performance, scalability, and throughput of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions.

CPU & Serial Processing-based

Fortinet SPU-based Parallel Path Processing

Fortinet System-on-a-Chip

The FortiGuard Threat Intelligence Advantage

Fortinet solutions are powered by the security services developed by FortiGuard Labs. Working with world-class, in-house tools and data collected from sensors around the globe, our 200+ researchers and analysts discover breaking threats and then update FortiGuard threat intelligence services to protect over 330,000 customers every day.

<table>
<thead>
<tr>
<th>Individual Subscription Services</th>
<th>Application Control</th>
<th>IPS</th>
<th>Anti-malware/Anti-botnet</th>
<th>Anti-spam</th>
<th>Web Filtering</th>
<th>Mobile Security</th>
<th>Anti-Web Attack</th>
<th>Cloud Sandboxing</th>
<th>Advanced Threat Protection</th>
<th>Email</th>
<th>Web</th>
<th>Advanced UTM Services</th>
<th>Vulnerability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Bundle</td>
<td>x</td>
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<td>x</td>
</tr>
<tr>
<td>UTM Bundle</td>
<td>x</td>
<td>x</td>
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</tr>
</tbody>
</table>

* Application Control comes standard with every FortiCare support contract
#1 BROADEST SECURITY PROTECTION

Coverage for the entire attack surface from IoT/Endpoint to Access to Core to Application to Cloud

NETWORK SECURITY
FortiGate firewalls excel in every deployment scenario

- NGFW
- DCFW
- ISFW
- SD WAN
- VPN
- CCFW
- IPS
- SWG

ENDPOINT, APPLICATION AND ACCESS SECURITY
The Security Fabric connects an integrated, broad portfolio of complementary security and access solutions

- Management
- Endpoint
- Email
- WiFi
- SIEM
- Sandboxing
- WAF
- Switch

Single management console and policy extends out to private and public cloud

The Security Fabric enhances visibility and extends security out to the IoT and OT Infrastructure

Coverage for the entire attack surface from IoT/Endpoint to Access to Core to Application to Cloud
FortiCare

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.

**Become a Fortinet Network Security Expert!**

Fortinet’s Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over 83,000 security certifications to date.

**Step** | **Level Objective**
--- | ---
1 | NSE 1 - Develop a foundational understanding of network security concepts.
2 | NSE 2 - Develop the knowledge and skills necessary to sell key Fortinet solutions. (For Fortinet employees and partners only)
3 | NSE 3 Sales Associate - Develop the knowledge and skills to sell Fortinet products. (For Fortinet employees and partners only)
4 | NSE 4 Professional - Develop the technical knowledge and skills needed to configure and maintain a FortiGate Next-Generation Firewall solution.
5 | NSE 5 Analyst - Develop a detailed technical understanding of how to implement network security management and analytics.
6 | NSE 6 Specialist - Develop an understanding of advanced security technologies beyond the firewall.
7 | NSE 7 Troubleshooter - Demonstrate a deep technical understanding of key Fortinet solutions.
8 | NSE 8 Expert - Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.
On March 1, 2016, TippingPoint, owned by Hewlett Packard Enterprise (HPE), submitted the S7500NX v3.7.2.4252 to the NSS Labs DCIPS Public Group Test. During testing, NSS discovered a number of security issues, which caused the product to receive a Caution rating. After testing began, Trend Micro finalized the acquisition of TippingPoint from HPE (March 8, 2016). As the new owner of TippingPoint, Trend Micro was made aware of the test results. Trend Micro quickly took action, resolved the issues, and provided NSS with a late submission for testing. NSS confirmed TOS v3.8.3.4494 resolved the security issues found in the HPE version of the product, and also improved both Security Effectiveness and performance (see individual Test Report). The NSS Security Value Map™ (SVM) is a point-in-time measurement, and due to the timing of the acquisition, the HPE version of the product is represented in the SVM. However, in light of these unusual circumstances, we have included this notation to inform our enterprise clients of the corrective actions taken by Trend Micro.
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
- DC IPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection (Sandbox)
**FEATURED CUSTOMER STORIES**

**Edward Jones**
Leading North American investment firm (USA)

**Scope:** Protection and access for data centers and over 13,000 offices in the US and Canada

**Key Requirements:** SD-WAN, dual-active VPN, intrusion prevention, endpoint protection

**Solution includes:** FortiGate, FortiClient, FortiManager, FortiGuard Services

**Customer benefits realized:**
- Easy zero-touch deployment
- Reduced complexity via integrated switching/routing and single-pane-of-glass management
- Better protection via improved threat visibility/mitigation and automated policy deployment
- Higher performance and reduced latency to boost speed of business

“It is critical that our branches have responsive, reliable network access to serve our clients. By partnering with Fortinet, we were able to deploy a network architecture to help us improve the delivery of our data with high-performance, more bandwidth and improved redundancy.”

— Chris Boedges, Chief Technology Officer

**Macquarie Cloud Services**
IT Service Provider for businesses and government (Australia)

**Scope:** Managed security infrastructure

**Key Requirements:** High-performance firewall, SSL encryption/decryption, antivirus, Web filtering, intrusion prevention, and more; granularity of both scale and features

**Solution includes:** FortiGate, FortiSwitch, FortiWiFi, FortiAuthenticator, FortiToken, FortiManager, FortiAnalyzer, FortiPortal, FortiGuard Services

**Customer benefits realized:**
- Ability to tailor a solution for enterprises of all sizes and needs
- Ease of management via single-pane-of-glass and visibility across entire customer infrastructure
- Increased customer satisfaction and convenience via self-service portal and high uptime

“The wide range of Fortinet solutions – together with highly flexible licensing options – enables us to choose the optimal fit for each company…”

— Jamie Gillespie, Security Architect

**GEMÜ Gebrüder Müller Apparatebau GmbH & Co. KG**
Industrial manufacturing (Germany)

**Scope:** Integrated security for locations in 50 countries

**Key Requirements:** Next-generation firewall, Web application security, sandboxing, secure Wi-Fi

**Solution includes:** FortiGate, FortiGate VM, FortiWeb VM, FortiSandbox, FortiAP, FortiWiFi, FortiGuard Services

**Customer benefits realized:**
- Comprehensive visibility and protection across the entire business
- Scale of solution matched unique needs and size of each site
- More efficient security operations via single-pane-of-glass management

“The combined set of capabilities across the entire Fortinet Security Fabric gives GEMÜ a significant security advantage.”

— Bruno Scharpfenecker, Systems Administrator

**Pittsburgh Steelers**
NFL football team and stadium operator (USA)

**Scope:** Security and Wireless Connectivity for operations and fans

**Key Requirements:** Secure, high-performance Wi-Fi; complete venue coverage

**Solution includes:** Fortinet security and wireless access solutions, management

**Customer benefits realized:**
- Improved connectivity for better live fan experience
- Created new business opportunities
- More efficient operations with better protection

“Fortinet solutions protect all business lines in our organization, from ticketing to marketing, stadium operations, security, and of course football.”

— Scott Phelps, VP of Technology

For more customer stories, go to [www.fortinet.com/customers.html](http://www.fortinet.com/customers.html)