



FortiMail

Product Offerings

Email security solution that provides advanced protection against the full spectrum of email-borne threats

Available in:



FortiMail provides advanced protection against the full spectrum of email-borne threats including phishing, spear phishing, spam, targeted attacks, ransomware, impersonation, and Business Email Compromise (BEC) attacks. FortiMail consistently earns high marks in independent testing, with efficacy underpinned by threat intelligence from FortiGuard Labs.

This comprehensive coverage is complemented by a wide range of deployment options and operation modes to meet the various on-premise, cloud-based, and hybrid email use cases organizations have today.

- **FortiMail Cloud (SaaS):** managed by Fortinet in our highly available data centers.
- **Virtual machines (VM):** deploy email security infrastructure into a private or public cloud setting.
- **FortiMail appliances:** on-premise FortiMail appliances offer high performance email routing and robust features for high availability.

PRODUCT OFFERINGS: FORTIMAIL CLOUD (SAAS)

	OPEX		
	CLOUD GW	CLOUD GW PREMIUM	CLOUD GW PREMIUM W/O365
Security Services			
FortiGuard AntiVirus	✓	✓	✓
FortiGuard AntiSpam	✓	✓	✓
FortiGuard Virus Outbreak Prevention Service	✓	✓	✓
FortiMail Cloud Sandbox		✓	✓
Additional Services			
24x7 Support	✓	✓	✓
Office365 API Integration Service			✓
FortiGuard Image Analysis Service	Add-on	Add-on	Add-on
Email Continuity Service	Add-on	Add-on	Add-on
Advanced Admin and MSSP License		Add-on (sold as bundle)	

ORDERING INFORMATION: FORTIMAIL CLOUD (SAAS)

	OPEX		
	CLOUD GW	CLOUD GW PREMIUM	CLOUD GW PREMIUM W/O365
SaaS Options			
25-100 mailboxes	FC1-10-FECLD-414-02-DD	FC1-10-FECLD-415-02-DD	FC1-10-FECLD-423-02-DD
101-1000 mailboxes	FC2-10-FECLD-414-02-DD	FC2-10-FECLD-415-02-DD	FC2-10-FECLD-423-02-DD
1001-5000 mailboxes	FC3-10-FECLD-414-02-DD	FC3-10-FECLD-415-02-DD	FC3-10-FECLD-423-02-DD
5001-10000 mailboxes	FC4-10-FECLD-414-02-DD	FC4-10-FECLD-415-02-DD	FC4-10-FECLD-423-02-DD
10000+ mailboxes	FC5-10-FECLD-414-02-DD	FC5-10-FECLD-415-02-DD	FC5-10-FECLD-423-02-DD



PRODUCT OFFERINGS

VM/HARDWARE						
Mail Security	VM01	VM02	VM04	VM08	VM16	VM32
Protected Email Domains	20	70	500	1000	1,500	2,000
Server Mode Mailboxes	150	400	1,500	2,000	3,000	3,000
DLP Capable		☑	☑	☑	☑	☑
Microsoft O365 API Capable		Add-on	Add-on	Add-on	Add-on	Add-on
Security Services						
FortiGuard AntiVirus	☑	☑	☑	☑	☑	☑
FortiGuard AntiSpam	☑	☑	☑	☑	☑	☑
FortiGuard Virus Outbreak Prevention Service	☑	☑	☑	☑	☑	☑
FortiMail Cloud Sandbox	Advanced	Advanced	Advanced	Advanced	Advanced	Advanced
FortiGuard Image Analysis Service	Add-on	Add-on	Add-on	Add-on	Add-on	Add-on
Additional Services						
24x7 Support	☑	☑	☑	☑	☑	☑
Email Continuity Service		Add-on	Add-on	Add-on	Add-on	Add-on
Advanced Admin and MSSP License		Add-on	Add-on	Add-on	Add-on	Add-on
Options						
VM Subscription Option	VM01 S-series Subscription	VM02 S-series Subscription	VM04 S-series Subscription	VM08 S-series Subscription	VM16 S-series Subscription	VM32 S-series Subscription
Hardware Option	FML-200F	FML-400F	FML-900F	FML-2000E FML-2000F	FML-3000E FML-3000F	FML-3200E

ORDERING INFORMATION: APPLIANCES AND VMS

OPEX								
	VM01 S-SERIES SUBSCRIPTION	VM02 S-SERIES SUBSCRIPTION	VM04 S-SERIES SUBSCRIPTION	VM08 S-SERIES SUBSCRIPTION	VM16 S-SERIES SUBSCRIPTION	VM32 S-SERIES SUBSCRIPTION		
VM Subscription Options								
FortiGuard Base Bundle	FC1-10-FEVVS-646-02-DD	FC2-10-FEVVS-646-02-DD	FC3-10-FEVVS-646-02-DD	FC4-10-FEVVS-646-02-DD	FC5-10-FEVVS-646-02-DD	FC6-10-FEVVS-646-02-DD		
FortiGuard ATP Bundle	FC1-10-FEVVS-647-02-DD	FC2-10-FEVVS-647-02-DD	FC3-10-FEVVS-647-02-DD	FC4-10-FEVVS-647-02-DD	FC5-10-FEVVS-647-02-DD	FC6-10-FEVVS-647-02-DD		
Microsoft 365 API add-on	FC1-10-FEVVS-409-02-DD	FC2-10-FEVVS-409-02-DD	FC3-10-FEVVS-409-02-DD	FC4-10-FEVVS-409-02-DD	FC5-10-FEVVS-409-02-DD	FC6-10-FEVVS-409-02-DD		
Advanced Admin & MSSP license add-on	FC1-10-FEVVS-408-02-DD	FC2-10-FEVVS-408-02-DD	FC3-10-FEVVS-408-02-DD	FC4-10-FEVVS-408-02-DD	FC5-10-FEVVS-408-02-DD	FC6-10-FEVVS-408-02-DD		
Email continuity add-on	FC1-10-FEVVS-309-02-DD	FC2-10-FEVVS-309-02-DD	FC3-10-FEVVS-309-02-DD	FC4-10-FEVVS-309-02-DD	FC5-10-FEVVS-309-02-DD	FC6-10-FEVVS-309-02-DD		
CAPEX								
	FML-200F	FML-400F	FML-900F	FML-2000E	FML-2000F	FML-3000E	FML-3000F	FML-3200E
Hardware								
Basic Hardware Bundle	FML-200F-BDL-640-DD	FML-400F-BDL-640-DD	FML-900F-BDL-640-DD	FML-2000E-BDL-640-DD	FML-2000F-BDL-640-DD	FML-3000E-BDL-640-DD	FML-3000F-BDL-640-DD	FML-3200E-BDL-640-DD
Basic Renewal Bundle	FC-10-FE2HF-640-02-DD	FC-10-FE4HF-640-02-DD	FC-10-FE9HF-640-02-DD	FC-10-FE2KE-640-02-DD	FC-10-FE2KF-640-02-DD	FC-10-FE3KE-640-02-DD	FC-10-FE3KF-640-02-DD	FC-10-M3K2E-640-02-DD
Advanced Hardware Bundle	FML-200F-BDL-641-DD	FML-400F-BDL-641-DD	FML-900F-BDL-641-DD	FML-2000E-BDL-641-DD	FML-2000F-BDL-641-DD	FML-3000E-BDL-641-DD	FML-3000F-BDL-641-DD	FML-3200E-BDL-641-DD
Advanced Renewal Bundle	FC-10-FE2HF-641-02-DD	FC-10-FE4HF-641-02-DD	FC-10-FE9HF-641-02-DD	FC-10-FE2KE-641-02-DD	FC-10-FE2KF-641-02-DD	FC-10-FE3KE-641-02-DD	FC-10-FE3KF-641-02-DD	FC-10-M3K2E-641-02-DD
O365 API Integration License		FC-10-FE4HF-409-02-DD	FC-10-FE9HF-409-02-DD	FC-10-FE2KE-409-02-DD	FC-10-FE2KF-409-02-DD	FC-10-FE3KE-409-02-DD	FC-10-FE3KF-409-02-DD	FC-10-M3K2E-409-02-DD
Advanced Admin and MSSP License		FC-10-FE4HF-408-02-DD	FC-10-FE9HF-408-02-DD	FC-10-FE2KE-408-02-DD	FC-10-FE2KF-408-02-DD	FC-10-FE3KE-408-02-DD	FC-10-FE3KF-408-02-DD	FC-10-M3K2E-408-02-DD
Replacement								
Replacement Disk SKU			SP-FML900F-HDD	SP-D2TE	SP-D2TE	SP-D2TE	SP-D2TE	SP-D2TE



TRAINING SERVICES

NSE 6 FortiMail Instructor-led Training	FT-FML
NSE 6 FortiMail On-demand Lab Access	FT-FML-LAB
NSE 6 FortiMail Certification Exam Voucher	NSE-EX-SPL6

CHEAT SHEET

The Space

Email still remains the primary vector for attacks on organizations due to its ubiquity of use, along with the ability to reach almost any individual at any time. Phishing, spear phishing, email-based ransomware attacks and Business Email Compromise (BEC) attacks are all of top concern. Additionally, the ability to provide detection and performance at scale while meeting compliance requirements such as GDPR along with tight budgets is a key challenge.

FortiMail provides:

- **Comprehensive email security:** advanced threat protection and data loss prevention
- **Top-rated efficacy:** consistently top rated to stop spam, malware, ransomware, and advanced email threats.
- **Part of the Fortinet Security Fabric:** integrated to uncover the full attack life cycle.

Ordering Guide

Appliances and VMs:

CAPEX:

- Hardware appliances
- VM perpetual licenses

FortiMail Cloud - SaaS - OPEX:

OPEX:

- Virtual machine S-series subscription licensing
- Feature a-la-carte menu for both VMs and HW
- Buy as a bundle with additional features and support
- BYOL support for public clouds (Azure, AWS, Oracle)

SaaS:

- FortiMail Cloud per mailbox fee
- Price brackets depending on mailbox count and feature bundle
- Additional support for MSSPs through multitenancy

Product Lineup

FortiMail is licensed per device and feature bundle or per mailbox in FortiMail Cloud.

- **HW appliances** require a software license.
- **VM appliances** require a perpetual license (CAPEX) or a subscription license (OPEX).
- **FortiMail Cloud** requires a subscription license based on the number of mailboxes
- **Additional features:** extra functionality can be licensed either separately or through bundles. FortiMail Cloud primarily uses bundles.

Major Highlights

- Consistently earns high marks in third party independent testing scenarios.
- CTAP can be used to prove efficacy against an incumbent.
- Advanced threat protection through Security Fabric integrations with FortiGuard, FortiSandbox, and FortiSandbox.
- Deployment flexibility to fit any scenario: SaaS, public cloud (Azure, AWS, KVM, Oracle), VMs, and appliances.
- Multitenancy support for MSSPs to deliver services directly to end customers.
- Scales easily and provides high availability to support millions of messages per hour.
- Strong support for the Fortinet portfolio of products, including FortiAnalyzer and FortiGate.



CHEAT SHEET

Competitors

- **Microsoft 365:** ubiquitous productivity platform includes native security controls, but ends up with poor efficacy scores in testing and does not offer the granularity of controls and scenarios. Position FortiMail Cloud when encountering customers and prospects using Office 365.
- **Proofpoint:** flexible platform but also complex and very expensive. Does not have the same sized threat intel as FortiGuard. Acquired by Thoma Bravo in mid-2021.
- **Symantec/Broadcom:** we continue to see wins over Symantec as a result of Broadcom's deprioritization of their email security business.
- **Mimecast:** tends to serve SMB to some enterprise. Compelling offerings though priced at a significant premium to FortiMail. Anecdotes of diminished support across customer base. Acquisition by private equity firm, Permira, currently in the works.
- **FireEye:** due to FireEye/Mandiant's decision to sell its FireEye business to Symphony Technology Group, and FireEye's subsequent merger with McAfee to become Trellix, we believe many organizations currently using FireEye products will be looking to move away from FireEye. Aggressively go after any and every FireEye customer.

Where to Find More Info

- [NSE Solution Insider](#)
- [Email Security Spot in Highspot](#)
- [ICSA Labs Report on Efficacy](#)
- [SE Labs Report on Efficacy](#)
- [Frost & Sullivan Radar on Email Security](#)



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