



Dear Customers and Partners,

I am excited to share that, on October 28, 2019, Fortinet closed the acquisition of enSilo, a leading provider of advanced endpoint security solutions, that offers businesses a robust Endpoint Protection Platform (EPP) with full next generation Endpoint Detection and Response (EDR) capabilities.

With increased complexity in the threat landscape and the pervasiveness of ransomware and data theft, according to Enterprise Strategy Group, 76% of organizations find threat detection and response more difficult today than two years ago. And organizations' security operation centers (SOCs) face insurmountable security challenges if they have many disparate security solutions that are not tightly integrated to work together effectively.

The combination of Fortinet and enSilo addresses those challenges for enterprises and service providers of all sizes by delivering automated and fully-integrated protection against advanced threats, pre- and post-execution, with sophisticated integrated threat prevention and orchestrated incident response functionality.

Fortinet welcomes the enSilo employees, a team we have known for some time given enSilo has been an integrated Fabric Ready partner of Fortinet. The enSilo team includes talented engineers who have built a strong product, and the acquisition of enSilo brings to Fortinet additional significant engineering and execution capabilities.

Fortinet Customers: this offering will provide subscribing customers with superior endpoint visibility and tightly coordinated, dynamic control of network, user and host activity within your environment. enSilo, an existing Fortinet Fabric Ready Partner, complements FortiGate Firewalls, FortiSandbox, and FortiClient Fabric agents. We plan to deliver additional native integrations with FortiInsight UEBA (user and entity behavior analytics) and FortiNAC to help secure the Internet of Things (IoT).

Fortinet Partners: this offering will expand your security offering and addressable market and add value for end user customers with integrated solutions for advanced threat protection, SOC optimization, and IoT and Edge security. Service Providers will be able to leverage the full value of this combination and deliver a broad, effective managed detection and response (MDR) service, leveraging the native cloud infrastructure and multitenancy as a foundation for the security service practices. As we progress through the post-merger integration, we will keep you updated on additional integrations, use cases and success stories.

enSilo Customers and Partners: we welcome you and invite you to evaluate how the integrated Fortinet Security Fabric can enhance your security and business practices. Fortinet is a profitable security leader, with a strong balance sheet and a market value of over \$13 billion. Fortinet intends to continue the investment and support for enSilo's product. Please use your existing contacts for support, services and sales. As with any acquisition there will be some degree of post-acquisition integration work, but we will work to ensure the post-merger integration is as smooth as possible.

For more information, please visit: <https://www.fortinet.com/products/fortinet-acquires-ensilo.html>

A handwritten signature in black ink, appearing to read "Ken Xie".

Ken Xie Founder, Chairman of the Board, and CEO