FORTINET ACQUIRES OPAQ

We are in an era of hyperconnectivity and ever-expanding network edge caused by an exponential growth in users, devices, applications, services, and data outside of a traditional enterprise edge. Remote workforce trends only tend to exacerbate security risks due to the need for anywhere-anytime access to any application regardless of user and device location. The combination of Fortinet and OPAQ empowers True Zero Trust security with the most complete, partner-friendly Secure Access Service Edge (SASE) platform in the market, delivering enterprise-grade security that is continuously innovated.

With the OPAQ acquisition, unlike other cloud security providers, Fortinet will deliver:
- The best of scalability, performance, and security compared to any cloud security vendor.
- A broad and integrated suite of cloud security solutions providing true Zero Trust security, unlike other Zero Trust Network Access (ZTNA) providers who leave many unprotected gaps in the attack surface.
- One-of-a-kind ZTNA solution with continuous security innovation at scale, leveraging Fortinet's top-notch R&D talent to deliver security substance "under the hood".
- Security and networking fully integrated, including Fortinet's industry-leading SD-WAN, furthering the company's Security-driven Networking approach.
- The most partner-friendly ZTNA offering in the market that remains true to Fortinet's ongoing commitment to its valued partners.

Fortinet's Security Fabric combined with OPAQ's patented ZTNA solution form the best-in-class SASE cloud security platform with the industry's only true Zero Trust access and security by providing industry-leading Next-generation Firewall (NGFW) and SD-WAN capabilities, web security, sandboxing, advanced endpoint, identity / multi factor authentication, multi-cloud workload protection, cloud application security broker (CASB), browser isolation, and web application firewalling capabilities.

Moreover, OPAQ's platform is purpose built to be partner friendly, empowering MSSPs, carriers and high value-add partners to easily integrate the SASE multi-tenant platform into their own offering and add value to business and government organization customers with their Network Operations Center and Security Operations Center expertise and advanced professional services.

KEY QUESTIONS

Q: How does OPAQ Networks enrich Fortinet's security offerings?
A: Fortinet has been helping Customers over the last 2 decades securing their enterprise. The combination of Fortinet's broad Security Fabric with OPAQ's patented zero trust cloud architecture will offer customers and partners more choices in how they can consume Fortinet's best-of-breed networking and security solutions. Often cloud security providers focus on the cloud architecture, without devoting the focus and investment needed to deliver the best scale, performance, and security solutions underneath the architecture. Fortinet and OPAQ together will deliver industry's most complete and partner-friendly true Zero Trust security solution.

Q: What market problem does this acquisition address?
A: We are in an era of hyperconnectivity and ever-expanding network edge caused by an exponential growth in users, devices, applications, services, and data outside of a traditional enterprise edge. Remote workforce trends only tend to exacerbate security risks due to the need for anywhere-anytime access to any application regardless of user and device location. It's tempting for organizations to bypass or shortchange security in the name of performance. Enter ZTNA which starts with a default deny posture of zero trust and provides access only based on user, device and application identities.

Organizations in the midst of digital transformation – including network modernization, SD-WAN projects, and the migration to cloud, mobile, and other distributed network and application architectures may need a true SASE platform. With this acquisition, Fortinet will deliver a *true* ZTNA solution that offers the best of scale, performance and security compared to any cloud security/SASE vendor.

Q: Can you explain OPAQ Networks' technology or product offerings?
A: OPAQ Networks is a SASE cloud provider. OPAQ has revolutionized the way networking and security are delivered from the cloud. OPAQ's Zero ZTNA cloud solution protects organizations' distributed networks – from data centers, to branch offices, to remote users, and Internet of Things (IoT) devices.

There are 3 core elements of OPAQ's Zero Trust cloud platform:
1. Software-defined network optimized for security and performance
2. Integrated security capabilities, and
3. OPAQ 360 single cloud console for customers and service providers to centrally manage network and security

Q. Will the OPAQ offering become part of the Fortinet brand?

A. Yes.

Q: How will OPAQ Networks be integrated into Fortinet's SASE platform offerings?

A: Fortinet's Security Fabric combined with OPAQ's patented ZTNA solution form the best-in-class SASE cloud security platform with the industry's only True Zero Trust access and security by providing industry-leading next-generation firewall and SD-WAN capabilities, web security, sandboxing, advanced endpoint, identity / multi factor authentication, multi-cloud workload protection, cloud application security broker (CASB), browser isolation, and web application firewalling capabilities.

Q: Where is OPAQ Networks located?
A: OPAQ Networks is headquartered in Herndon, Virginia.

Q: Who are OPAQ's customers?
A: OPAQ secures Fortune 1000 and midsize enterprises across a variety of vertical markets

Q: What are the benefits to Fortinet partners of this acquisition?
A: OPAQ's platform is purpose built to be partner friendly, empowering MSSPs, carriers and high value-add partners to easily integrate the SASE multi-tenant platform into their own services and add value to business and government organization customers with their Network Operations Center and Security Operations Center expertise and advanced professional services. Partners and service providers can be profitable due to our flexible, cost-efficient cloud platform optimized for scale and performance and integrated with the best-of breed Fortinet security solutions.

Q: Will the combined Fortinet Security Fabric and OPAQ ZTNA solution be sold via the existing Fortinet Channel?
A: Yes. Consistent with our standard business practices we will ensure channel is also trained and enabled to sell the combined platform solution.

Q: Is there more about OPAQ you can share?
A: OPAQ at a glance:

- Founded in 2016
- Headquartered in Herndon, VA, with regional offices in 8 states
- 7 awarded patents plus 2 pending

- Honored as a Gartner 2018 Cool Vendor in Security for Midsize Enterprises, 2019 SINET 16 Award Winner
- 50 employees

Q: Who do I reach out to for more information on the Fortinet SASE platform?
A: Please reach out to ZeroTrustSASE@fortinet.com for more on the Fortinet SASE platform.