



Dear Customers and Partners,

I wanted to personally contact you with the exciting news about Fortinet's acquisition of OPAQ Networks, a leading SASE innovator, and how this initiative by Fortinet may benefit you.

The recent Secure Access Service Edge (SASE) market momentum is in line with Fortinet's long-time Security-driven Networking strategy and underscores what we've been saying for years: in the era of hyper-connectivity and the fast-expanding network edge, Fortinet can help its customers by providing the best, broadest, integrated networking and security. The combination of Fortinet and OPAQ empowers **True** Zero Trust security with the most complete, partner-friendly SASE platform, delivering enterprise-grade security that will be continuously innovated.

Often cloud security providers focus on the cloud architecture, without devoting the focus and investment needed to deliver the best and broadest security underneath the architecture with performance capabilities built to scale.

With this acquisition, Fortinet will deliver a Zero Trust Network Access (ZTNA) solution that offers the best of scale, performance and security compared to any cloud security/SASE vendor. In fact, based on the substance of our solution, we are coining the phrase *True* Zero Trust Network Access. This high value-add solution is made possible due to Fortinet's continuous security innovation, leveraging Fortinet's top-notch, broad base of R&D talent to deliver security substance "under the hood".

Fortinet's Security Fabric, combined with OPAQ's patented ZTNA solution, form the most complete SASE 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

I would like to personally welcome OPAQ's talented team that has built a strong and sophisticated solution to help protect organizations' distributed networks – from data centers, to branch offices, to remote users, and Internet of Things (IoT) devices.

**Fortinet Customers:** Given remote workforce trends, with exponentially more users, devices, applications, services and data outside of a traditional enterprise edge, the integration of Fortinet's broad Security Fabric with OPAQ's cloud platform is yet another unique and differentiated way Fortinet is empowering customers with the best, integrated security and networking innovation in real-time.

**Fortinet Partners:** This is the most partner-friendly ZTNA offering in the market that remains true to Fortinet's ongoing commitment to its valued partners. MSSPs, Carriers or high value-add partners can easily integrate the SASE multi-tenant platform into their offering and add value to business and government organization customers with their Network Operations Center and Security Operations Center expertise, and advanced professional services.

**OPAQ Customers and Partners:** We welcome you to Fortinet and invite you to evaluate how our Security Fabric can enhance your security. Fortinet is a leader committed to innovation, profitable with a strong balance sheet, and has a market value of about \$22 billion. Fortinet will continue the investment and support for OPAQ's platform. Please use your existing contacts for support and sales while we work to ensure the post-merger integration is as smooth as possible.

**All customers and partners:** To learn more please contact [ZeroTrustSASE@fortinet.com](mailto:ZeroTrustSASE@fortinet.com).

Sincerely,

A handwritten signature in black ink, appearing to read "Ken Xie", is written over a horizontal line.

Ken Xie  
Founder, Chairman and CEO  
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