FORTINET ACQUIRES ZONEFOX

To facilitate additional growth and enhance the value of our Security Fabric offering, we announced on October 23rd, 2018, the acquisition of ZoneFox, a leading provider of machine learning-based insider threat detection and response platform, available on-premises and in the cloud.

With the growing number of users and endpoints gaining access to enterprises' data, network and cloud resources, it is no wonder that CISOs are concerned about insider threats. Thirty percent (30%) of breaches involved insiders; and the use of stolen credentials and Privilege abuse/misuse are two of the most commonly seen actions in breaches, according to the 2018 Verizon Data Breach Investigation Report.

ZoneFox's cloud-based threat detection and analytics platform will enhance Fortinet Security Fabric with visibility into endpoints, user behavior as well as resource access and data movement. This granular visibility along with capture of only the essential data helps shine a light on security blind spots and address CISOs' concerns. Some use cases include, but are not limited to, endpoint-to-endpoint threat movement, data exfiltration, internal recon, insider fraud, unauthorized asset access, account misuse or compromise.

The integration of ZoneFox's technology will complement FortiClient endpoint security to provide additional endpoint detection and response (EDR) capabilities, and extend FortiSIEM with additional user entity behavior analytics (UEBA) functionalities.

KEY QUESTIONS

Q: How does ZoneFox enrich Fortinet's security offerings?
A: ZoneFox further enhances the value of Fortinet Security Fabric with deep visibility into user activities and associated data flow. The combination of Fortinet and ZoneFox helps solve several new Fabric use cases and addresses CISO's insider threat related concerns - endpoint-to-endpoint threat movement, data exfiltration, internal recon, insider fraud, unauthorized asset access, account misuse or compromise.

Q: What market problem does this acquisition address?
A: Addresses insider threat detection and response capabilities to protect enterprises from trusted insider and external hackers. While some EDR and SIEM solutions started to add UEBA capabilities, majority do not provide the right level of visibility in order to address this adequately.

Q: Can you explain ZoneFox's technology or product offerings?
A: Lightweight agent-based cloud-based security analytics solution to detect and investigate insider threats by capturing and applying machine learning to both on-and off-network activities.

Q. Will the ZoneFox become part of the Fortinet brand?
A. Yes.

Q: Who are ZoneFox's customers?
A: Service providers and Enterprises across multiple vertical industries with specific concerns about insider threats

Q: Where is ZoneFox located?
A: Edinburgh, Scotland

Q: What are the benefits to Fortinet partners of this acquisition?

A: Partners will benefit from this acquisition in a number of ways, including selling an expanded product and services portfolio, access to an increased addressable market, and the ability to up-level their strategic sales conversations with CISO's.

Q: Whom should Fortinet channel partners contact for more information about the ZoneFox acquisition?

A: For more information on the ZoneFox acquisition you should contact your local Fortinet channel representative.

Q: Will the ZoneFox's products be sold via the existing Fortinet Channel?

A: The plan is to license ZoneFox as part of the Fabric when integrations are complete.

Q: What does this mean for Fabric Ready Partners in this space?

A: The openness of the Fortinet Security Fabric ensures seamless integration with Fortinet competitive and non-competitive products. In the same way that we have Endpoint Security Fabric Ready Partners while also offering our own Endpoint Security Products, we will continue to partner with companies in this space.