



Dear Customers and Partners,

I am excited to share that, on December 12, 2019, Fortinet closed the acquisition of CyberSponse, a leading provider of Security Orchestration, Automation and Response (SOAR) solutions.

Today's cyberthreat landscape is constantly evolving and organizations are deploying a growing number of security tools, introducing operational complexity that can increase risk. Fortinet's Security Fabric simplifies operations by integrating and consolidating point products while enabling single pane management, automation and response — both through network and security operations. And, with the CyberSponse SOAR platform added to our Security Fabric, Fortinet will help our customers further improve their overall security and their SOC efficiency.

I would like to personally welcome the CyberSponse team, a team we have known for a while as CyberSponse has been an integrated Fabric Ready partner of Fortinet for some time. This team includes talented engineers who have built a strong, sophisticated SOAR solution.

**Fortinet Customers:** This offering will provide customers another level of efficiency and effectiveness across your security operations. Through our new SOAR solution, customers will be empowered to automate security tasks across FortiGates and the Security Fabric in complement with FortiAnalyzer and FortiSIEM. We plan to deliver deeper integrations to continue the optimization of customers' SOC processes and overall security solutions.

**Fortinet Partners:** This acquisition expands yet again partners' security offering and addressable market, adding value for end customers with integrated solutions for the SOC. Managed Security Service Providers will be able to realize the full value of this combination and deliver a broad and efficient set of managed security service offerings, beyond traditional security device management all the way through to "full stack" managed detection, prevention and response with FortiAnalyzer, FortiSIEM and FortiInsight as well as the recently acquired FortiEDR offering. As we progress through the post-merger integration, we will keep you updated on additional integrations, use cases and success stories.

**CyberSponse Customers and Partners:** We welcome you to Fortinet and invite you to evaluate how the integrated Fortinet Security Fabric can enhance your security and business practices. Fortinet is dedicated to security innovation, is a profitable security leader, and has a strong balance sheet and a market value of approximately \$18 billion. Fortinet intends to continue the investment and support for CyberSponse'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-cybersponse.html>

Sincerely,

FORTINET, INC.

  
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Ken Xie  
Founder, Chairman and CEO

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