

FORTINAC: EXPANDED SECURITY SERVICES OPPORTUNITIES FOR MSSPs

EXECUTIVE SUMMARY

The combined pressures of rapidly evolving networks, increasingly sophisticated threats, and constrained IT resources have created a rising demand among enterprises to off-load their security needs to managed security services providers (MSSPs). As a top attack vector, endpoints remain a critical priority for many organizations to protect. As part of the Fortinet Security Fabric, FortiNAC network access control (NAC) provides a unique offering for MSSPs, enabling them to expand their services portfolio by adding value to their customers. Specifically, FortiNAC delivers visibility, dynamic control, and automated threat responses—capabilities that dramatically reduce endpoint-based risk exposures while keeping sensitive network assets safely segmented from unauthorized access.

OUTDATED ACCESS CONTROLS LEAVE CUSTOMERS VULNERABLE

Companies are increasingly looking to outsource portions of their security for both functional and financial reasons—and this offers a high growth opportunity for MSSPs. IDC estimates that security-related services will reach \$91.4 billion in 2018, an increase of 10.2% over 2017 spending.¹ In a recent report from Allied Market Research, managed services are predicted to grow at the CAGR of 20.3% between 2016 to 2022, registering the highest growth area in their findings.²

The forces driving this demand are a combination of rapid changes and rising risks. Digital transformation—adoption of cloud services, Internet of Things (IoT) devices, and an explosion of different mobile products—has made the network infinitely harder to secure. As targeted threats continue to evolve in sophistication, the average cost of a single endpoint device-borne breach reached \$5 million last year.³ To round out this perfect storm of vulnerability, most companies also face a shortage of highly skilled cyber-security professionals, with unfilled jobs expected to reach 3.5 million by 2021.⁴

Endpoints remain a top target for attack. A key problem is that outdated access controls are leaving networks exposed via contamination by malware-infected devices or unauthorized access using stolen endpoint credentials. First-generation network access control products functioned to authenticate and authorize endpoints (primarily managed PCs) using simple scan-and-block technology. The evolution to second-generation NAC solutions addressed the emerging demand for managing guest access to corporate networks.

But the current state of networks and endpoint vulnerability has created the need for a third-generation NAC solution that can close the security gaps and protect your customers' valuable data and IP.

FORTINAC BENEFITS FOR MSSP CUSTOMERS

Fortinet's third-generation FortiNAC solution provides protection against endpoint-based threats, extends segmentation control to third-party devices, and orchestrates automatic responses to a wide range of networking events.

Your clients need a proven, fully featured, pay-as-you-go, integrated endpoint access solution that covers the three pillars of a comprehensive NAC security:

- **Visibility across the network** of all users and devices (including BYOD and IoT)
- **Dynamic access control** (via policy-driven network segmentation)
- **Instant, automated responses** that contain potential threats in seconds

KEY BENEFITS

- Enables complete visibility of all devices and users
- Protects valuable data and IP through dynamic segmentation controls
- Reduces containment from days to seconds via automated threat responses
- Supports increasingly strict compliance requirements
- Easy to deploy, scale, and manage

Equally important is the requirement to provide analytics and reporting for clients, especially those with compliance requirements. With FortiNAC, MSSPs can easily offer network security services to new and existing clients, with flexible and affordable subscription-based licensing, training, and support—thereby providing a new revenue stream and competitive advantage.

INTEGRATED SECURITY WITH SUPPORT FOR THIRD-PARTY SOLUTIONS

As part of the Fortinet Security Fabric, FortiNAC also integrates with other Fortinet solutions as well as Fabric-ready third-party security products offered by MSSPs. Fortinet's unique security architecture and approach leverages the inherent command and control of your customer's existing network switches, routers, and access points to provide a comprehensive view across all brands of network equipment and connected devices—eliminating blind spots that introduce risk. This unique triaging process bridges the silos of security, network, and endpoint information to implement policy-based access control responses by leveraging existing network infrastructure without the need for tapping into network traffic.

Deployment Scalability And Flexibility. FortiNAC's highly scalable architecture does not require server deployment at every site, so MSSPs can handle a client's different locations via a single server. FortiNAC's easy-to-use web interface provides powerful administrative tools for managing network and security operations. This inherent flexibility lets MSSPs evolve security services from initial trials through pilot rollouts to full deployments, while implementing effective security policies.

FORTINAC BENEFITS FOR MSSP PARTNERS

To help MSSP partners capture more of this rapidly growing market, Fortinet offers an exclusive MSSP licensing program for our FortiNAC solution. Program benefits include:

Maximize Growth and Profits. With no upfront cost and a subscription-based model, FortiNAC security services can be offered to clients based on operational expenditure (OPEX) instead

of capital expenditures (CAPEX)—thereby reducing the barrier to sales. For a nominal one-time fee, Fortinet supplies MSSPs with virtual appliances, sales training, product training, deployment assistance, and on-going product updates and support—everything needed to get up and running quickly. With tiered pricing and the flexibility to set specific pricing to clients, MSSPs can leverage FortiNAC to positively impact their business.

Provide New Service Capabilities in an Emerging Market.

FortiNAC augments existing security controls with complementary capabilities (visibility, control, and automated responses) to round out the security posture of an organization. It is designed to meet and scale with customer needs and is proven in deployments demanding 24/7 monitoring, automated threat triage, and containment. It also includes tools that make compliance and regulatory reporting easy.

Expand Existing Security Services. As an extension of the Security Fabric, FortiNAC works in concert with existing security solutions such as firewalls, intrusion prevention and detection (IPS/IDS), endpoint security, security information and event management (SIEM), and enterprise mobility management (EMM). With a robust REST API and native ability to consume syslog, integrations with existing security solutions are seamless. FortiNAC can also serve as an entry point into new customers desiring either endpoint visibility or threat response, opening the gate for additional managed services.

YOU CAN'T PROTECT WHAT YOU CAN'T SEE

Real-time visibility into all connected endpoints is a crucial first step toward closing security gaps; it's impossible to secure a device if an organization doesn't know it exists. Our third-generation FortiNAC solution closes the device-based security gaps that result from outdated network access controls. And it offers MSSP partners a distinct portfolio advantage over the breadth of other managed security services available today.

¹ "Worldwide Spending on Security Solutions Forecast to Reach \$91 Billion in 2018," IDC, March 27, 2018.

² "Cyber Security Market to Reach \$198 Billion, Globally, by 2022," Allied Market Research, July 30, 2018.

³ Charlie Osborne, "Fileless attacks surge in 2017, security solutions are not stopping them," ZDNet, November 15, 2017.

⁴ Steve Morgan, "Top 5 cybersecurity facts, figures and statistics for 2018," CSO Online, January 23, 2018.



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