

THE FORTINET SECURITY FABRIC SECURES IoT



Learn. Segment. Protect.

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 4,900+

FY 2016 Revenue: \$1.275B

Q3 2017 Revenue: \$374M

Q3 2017 Billings: \$432M

Q3 2017 EPS (GAAP): \$0.15

Q3 2017 EPS (non-GAAP): \$0.28

Market Cap (Oct. 26, 2017): \$7B

\$1.5B Cash and No Debt

Units Shipped to Date: 3.4M+

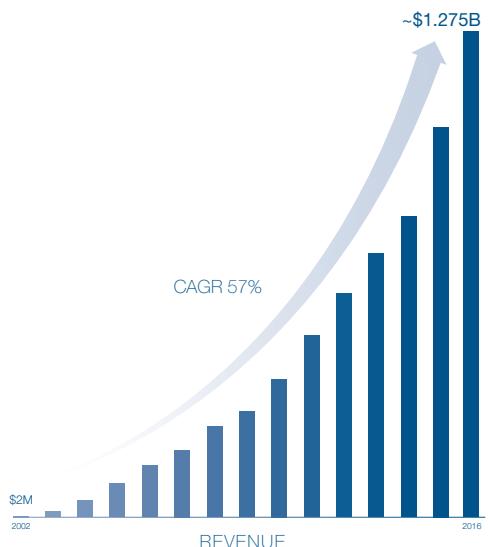
Customers: 330,000+

Global Patents Issued: 439

Global Patents Pending: 291

OVERVIEW

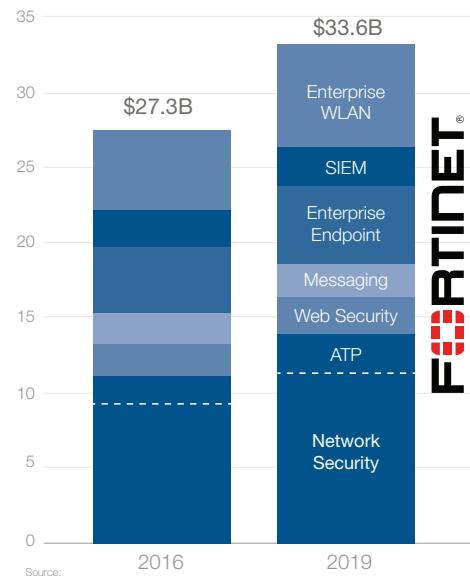
Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.



Fortinet is a major player in many segments of the fast-growing Network Security and WLAN markets.

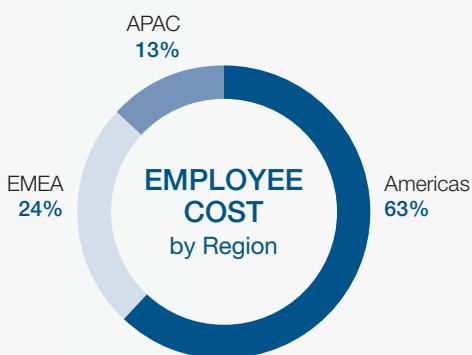
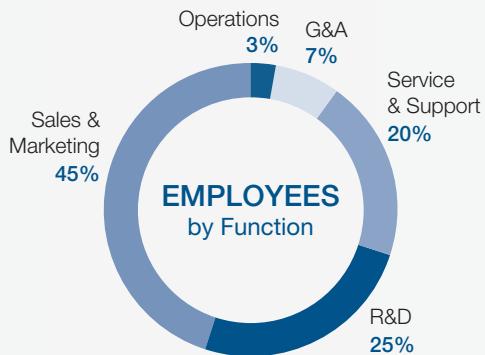
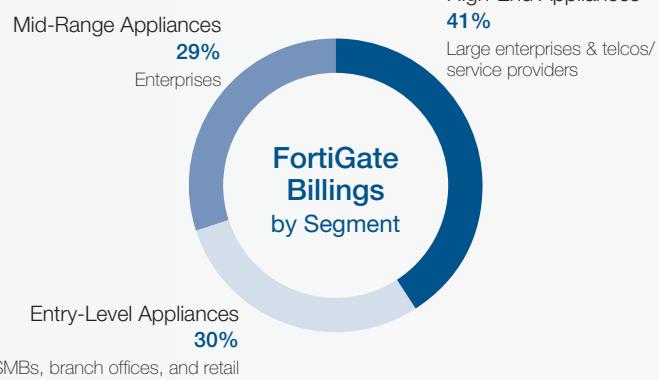
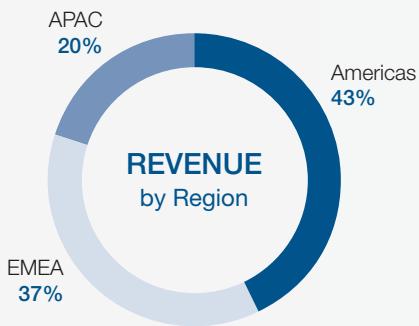
Network Security and WLAN Market Size

IDC
Analyze the Future



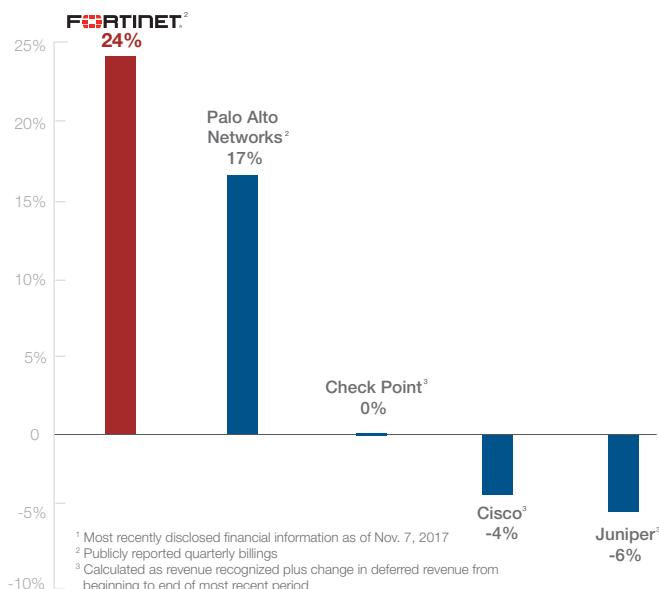
Source:
 IDC Worldwide Endpoint Security Forecast, 2016–2020
 IDC Worldwide Security and Identity Management Market Forecast, 2016–2020
 IDC Worldwide Enterprise WLAN Forecast, 2016–2020
 IDC Worldwide Specialized Threat Analysis and Protection Forecast, 2016–2020
 IDC Worldwide Web Security Forecast, 2016–2020
 IDC Worldwide IT Security Products Forecast, 2015–2019

Q3 2017



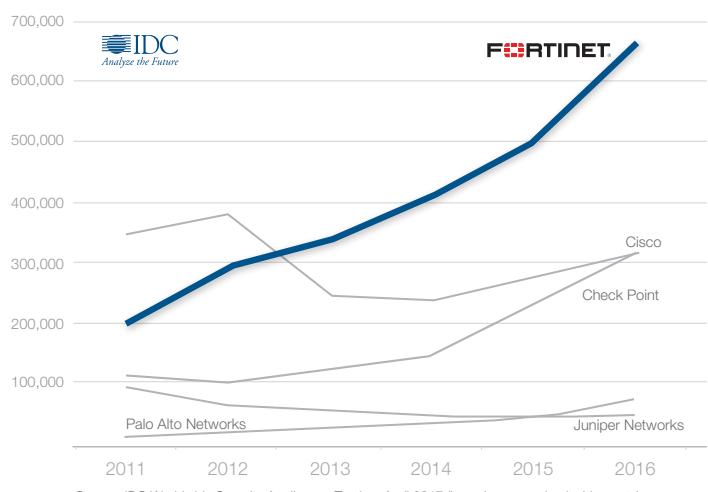
#1 FASTEST GROWING ENTERPRISE NETWORK SECURITY COMPANY

Based on network security related billings growth of recognized Enterprise Firewall market leaders¹



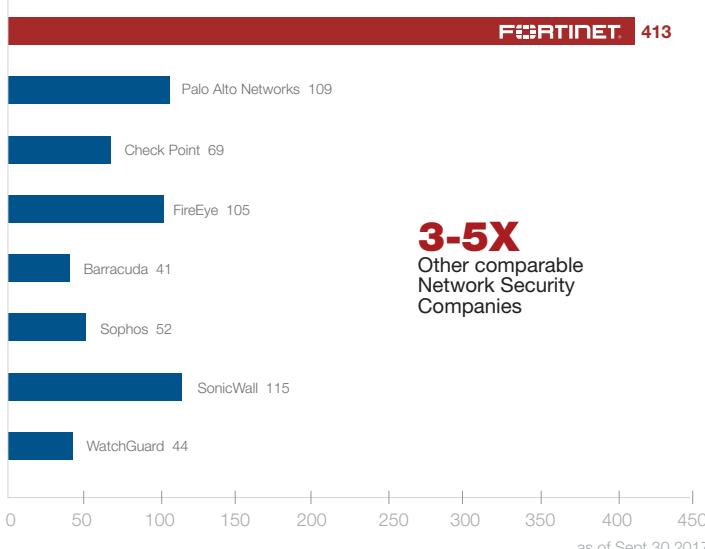
#1 MOST ADOPTED NETWORK SECURITY SOLUTION

Based on annual unit shipments (IDC)

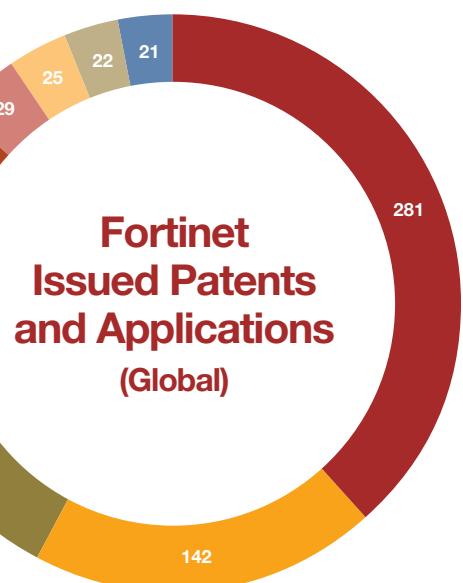


#1 SECURITY INNOVATOR

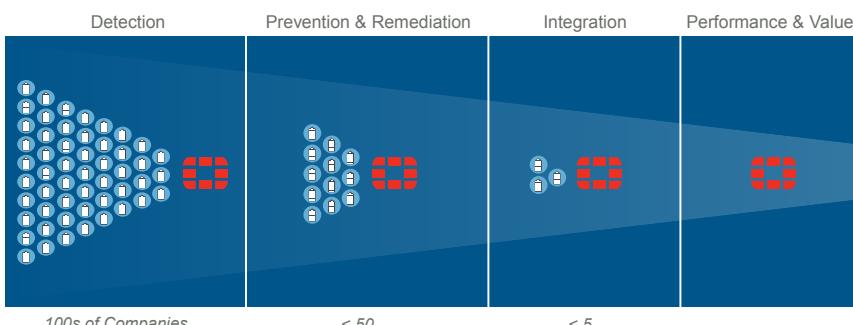
Based on patents issued as listed by the US Patent and Trademark Office



3-5X
Other comparable
Network Security
Companies



Fortinet Is the Only Company to Excel at All Key Stages of Network Security



- NextGen Firewall/IPS/VPN/AV
- Secure Wireless
- Switch/WAN
- ASIC
- DDoS
- Security Analytics/IoT
- ADC/Load Balancer
- Client/Mail
- Cloud Service
- Misc-Machine Learning/Web Access/SDN/Sandboxing

EMERGING SECURITY CHALLENGES

Today's Network Is Borderless

IoT and the cloud have expanded the attack surface—the “edge” is no longer clearly defined. There are more ways in and more ways out.



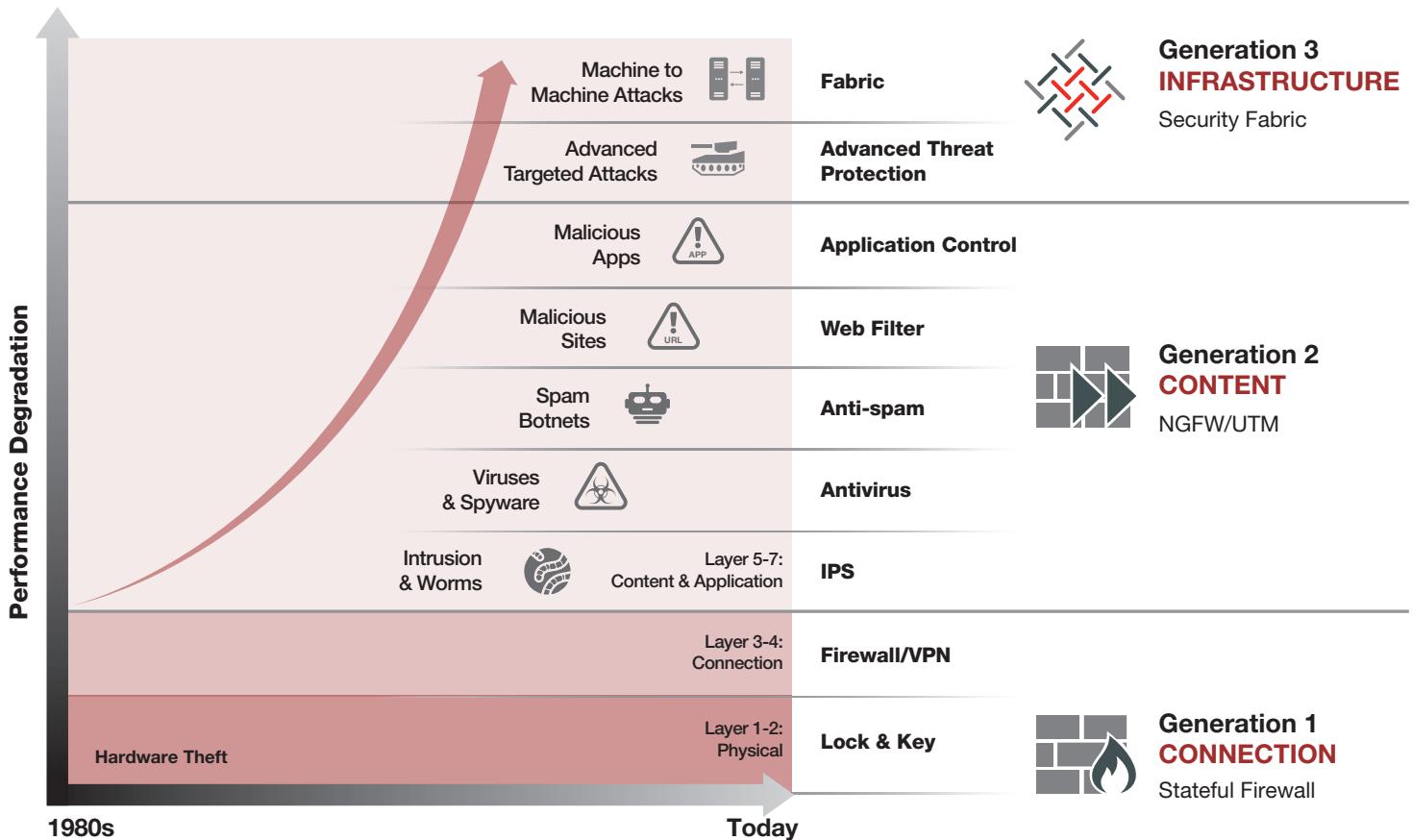
Slow Is Broken

Security has become a bottleneck; enterprises compromise security features to achieve performance goals.



Complexity Is the Enemy of Security

Too many point solutions create security gaps and a slow response to threats; no communication or coordination.



First-generation network security, known as stateful firewalls, focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTMs, expanded inspection to the application and content.

THE FORTINET SECURITY FABRIC

THIRD-GENERATION NETWORK SECURITY

BROAD

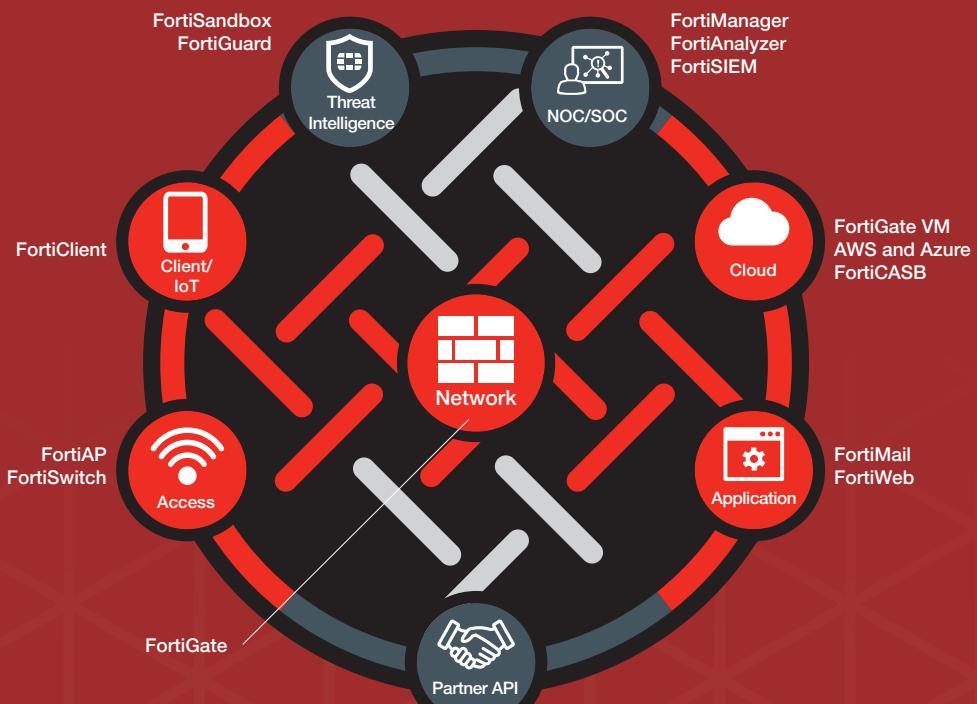
The Fabric covers the entire attack surface—security can be applied to the network, endpoints, access, applications, and cloud, and visibility extended to other vendor solutions.

POWERFUL

The Security Fabric utilizes security processors to reduce the burden on infrastructure, allowing comprehensive security without affecting performance.

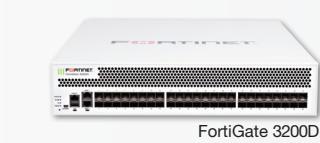
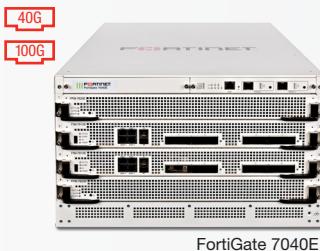
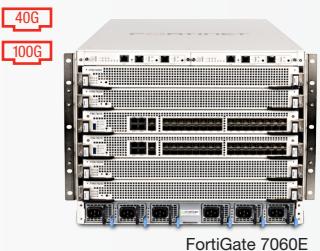
AUTOMATED

The Security Fabric enables a fast and coordinated response to threats—all elements can rapidly exchange threat intelligence and coordinate actions.



nuagenetworks





155 Gbps - 1.12 Tbps

80 - 320 Gbps

52 - 80 Gbps

HIGH-PERFORMANCE NETWORK SECURITY

Fortinet's core firewall platform, FortiGate, is powered by our purpose-built operating system, security processors, and threat intelligence from FortiGuard Labs.

Data Center Firewall (DCFW)/Carrier Class Firewall (CCFW)

| | |
|------------------|--------------------------------|
| Deployment | Service Provider or Enterprise |
| Form Factor | 2U/3U Appliance and Chassis |
| Interfaces | 10, 40, and 100 GbE |
| FW Throughput | 10 Gbps to more than 1 Tbps |
| Special Features | Carrier Class |



Internal Segmentation Firewall (ISFW)

| | |
|------------------|------------------------------------|
| Deployment | Service Provider or Enterprise |
| Form Factor | 1U/2U/3U Appliance |
| Interfaces | 10, 40, and 100 GbE |
| FW Throughput | 16 to 320 Gbps |
| Special Features | VDOM Management, Ultra-low Latency |



Next-Generation Firewall (NGFW)

| | |
|------------------|----------------------------|
| Deployment | Edge or Border Firewall |
| Form Factor | 1U/2U/3U Appliance |
| Interfaces | 1, 10, and 40 GbE |
| FW Throughput | 1 to 160 Gbps |
| Special Features | Advanced Threat Protection |



Unified Threat Management (UTM)

| | |
|------------------|-------------------------------|
| Deployment | Distributed Enterprise or SMB |
| Form Factor | Desktop |
| Interfaces | High-density 1 GbE |
| Throughput | 1 to 3.5 Gbps |
| Special Features | Wi-Fi, PoE, Ruggedized |



Private Cloud–Virtual Machine Firewall

| | |
|-----------------|----------------------------------|
| Deployment | East/West Data Center |
| Form Factor | Virtual Machine |
| SDN Integration | Cisco ACI, VMware NSX, OpenStack |
| Throughput | Hardware Dependent |
| Hypervisors | All Major Hypervisors Supported |
| Licensing | Perpetual, Subscription, Metered |



Public Cloud–Cloud Firewall

| | |
|-------------|------------------------------|
| Deployment | AWS, Microsoft Azure, Google |
| Form Factor | Cloud Virtual Machine |
| Throughput | Cloud Dependent |
| Licensing | BYOL or On-Demand |





The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies into a simplified, single policy and management framework. FortiOS provides customers with superior protection, deeper visibility and control, reduced complexity, and greater operational efficiency across their entire attack surface.

| Networking | Security | Integration | Management |
|------------------|----------------------|---------------|------------------------|
| Firewall | Intrusion Prevention | Email | NOC/SOC/Policy |
| VPN | Application Control | WAF | Reporting & Compliance |
| Routing | Anti-malware | Endpoint | Topology Views |
| Switching | Anti-botnet | Sandboxing | Management |
| SD-WAN | Web Filtering | Vulnerability | Analytics |
| Wi-Fi Controller | Mobile Security | Partner APIs | VDOM/ADOM |
| More... | More... | | More... |



FortiGate 800D



FortiGate 500E



FortiGate 300E



FortiGate 200E



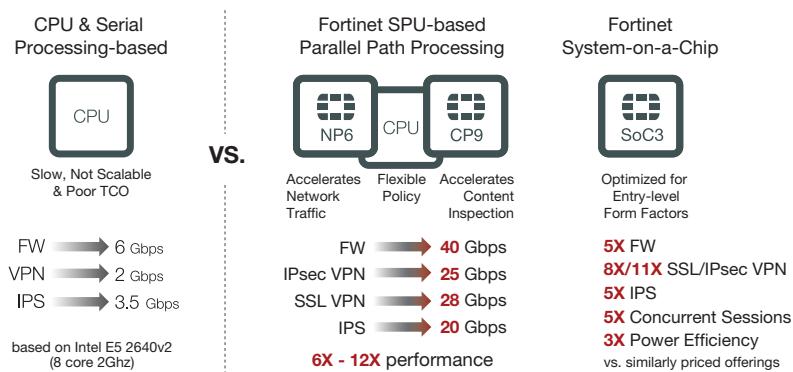
FortiGate 100E

ENTRY-LEVEL APPLIANCES



The Security Processor Advantage

Fortinet Security Processors radically increase the security performance, scalability, and throughput of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions.



FortiGate 30E



FortiGate 50E



FortiGate 60E



FortiGate 80E



FortiGate 90E



FortiAP U421EV



802.11ac Wave 2

SIMPLE PRICING MODEL

Platform (FortiGate)

- Hardware or VM
- Deployment Mode
- # and Type of Ports
- Throughput

Base HW/VM
List price



Support (FortiCare) & Services

- 24x7 + Prem. Replacement + Advanced Services 25% Varies Varies
- FortiCare 360° + 10% Daily rate
- Professional Services



Subscriptions (FortiGuard)

- Individual Threat Intelligence Feeds + 20% ea. or +40/65%
- UTM or Enterprise Bundles



Term

- 1, 3, 5 year
- Discount for multi-year term length



The FortiGuard Threat Intelligence Advantage

Fortinet solutions are powered by the security services developed by FortiGuard Labs. Working with world-class, in-house tools and data collected from sensors around the globe, our 200+ researchers and analysts discover breaking threats and then update FortiGuard threat intelligence services to protect over 330,000 customers every day.

| Individual Subscription Services | Application Control* | IPS | Antivirus/Anti-botnet | Anti-spam | Web Filtering | Mobile Security | Adv. Threat Protection/ Cloud Sandbox | Industrial Security | Vulnerability |
|----------------------------------|----------------------|-----|-----------------------|-----------|---------------|-----------------|--|---------------------|---------------|
| Enterprise Bundle | x | x | x | x | x | x | x | | |
| UTM Bundle | x | x | x | x | x | | | | |

* Application Control comes standard with every FortiCare support contract

#1 BROADEST SECURITY PROTECTION

Coverage for the entire attack surface from IoT/Endpoint to Access to Core to Application to Cloud

NETWORK SECURITY

FortiGate firewalls excel in every deployment scenario



NGFW



DCFW



ISFW



SD WAN



VPN



CCFW



IPS



SWG



ENDPOINT, APPLICATION AND ACCESS SECURITY

The Security Fabric connects an integrated, broad portfolio of complementary security and access solutions



Management



Endpoint



Email



WiFi



SIEM



Sandboxing



WAF



Switch



Partner API



Cloud



Mobile



Industrial

The Security Fa



FortiCare

Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East, and Asia, FortiCare offers services to meet the needs of enterprises of all sizes.



24x7



Professional Services



360°



Security Audit Services

CLOUD SECURITY

Management console and policy extends out to private and public cloud



IoT and OT SECURITY

Fabric enhances visibility and extends security out to the IoT and OT Infrastructure



Become a Fortinet Network Security Expert!



Fortinet's Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over 83,000 security certifications to date.



Validate Your Security Experience



Demonstrate Value

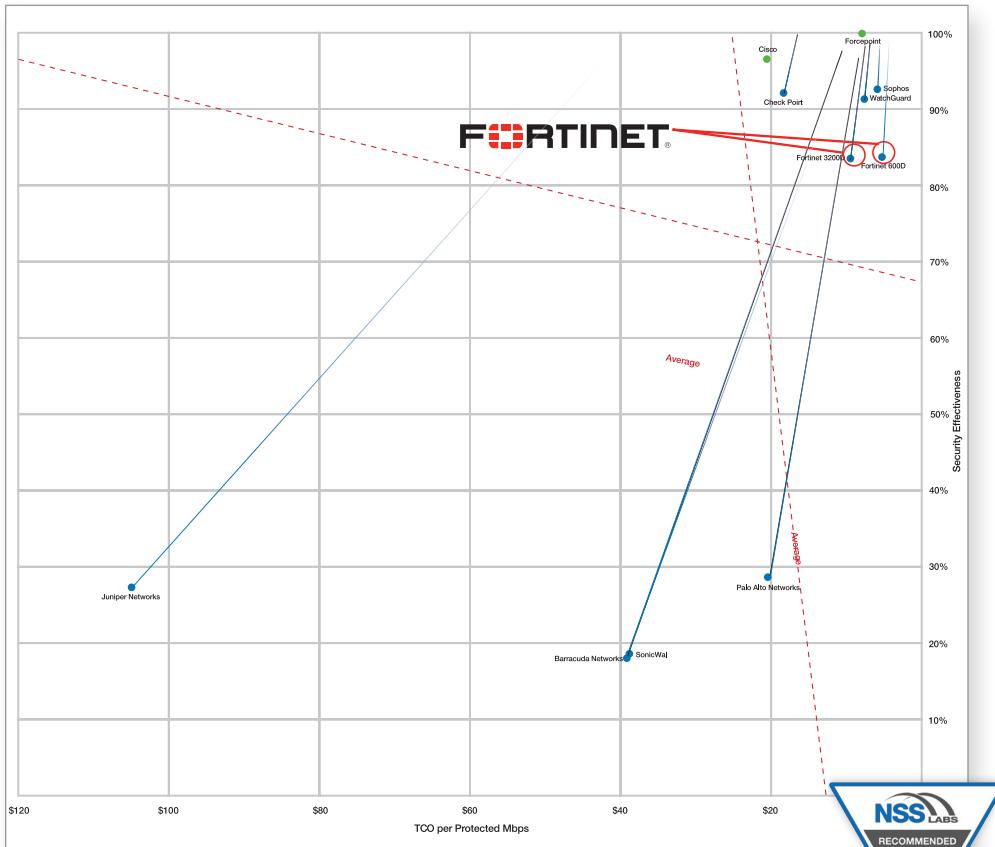


Accelerate Sales

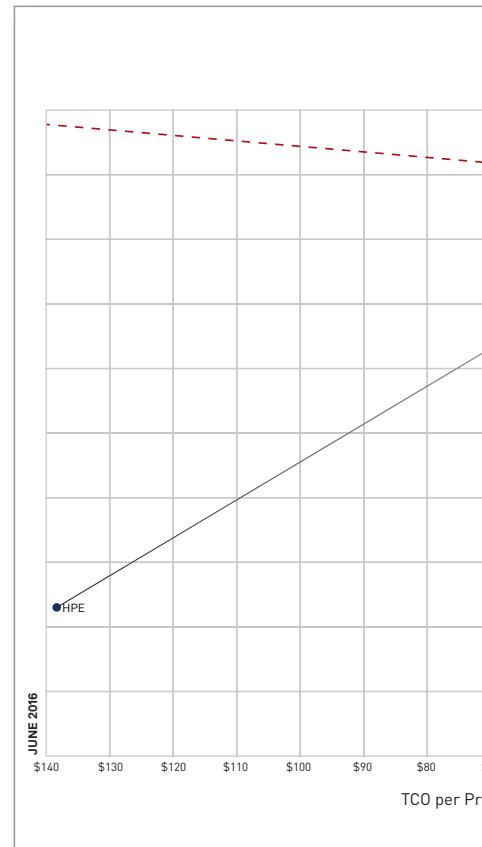
| Step | Level Objective |
|-------------------------------|--|
| 1 NSE 1 | Develop a foundational understanding of network security concepts. |
| 2 NSE 2 | Develop the knowledge and skills necessary to sell key Fortinet solutions. <i>(For Fortinet employees and partners only)</i> |
| 3 NSE 3 Sales Associate | Develop the knowledge and skills to sell Fortinet products. <i>(For Fortinet employees and partners only)</i> |
| 4 NSE 4 Professional | Develop the technical knowledge and skills needed to configure and maintain a FortiGate Next-Generation Firewall solution. |
| 5 NSE 5 Analyst | Develop a detailed technical understanding of how to implement network security management and analytics. |
| 6 NSE 6 Specialist | Develop an understanding of advanced security technologies beyond the firewall. |
| 7 NSE 7 Troubleshooter | Demonstrate a deep technical understanding of key Fortinet solutions. |
| 8 NSE 8 Expert | Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment. |

INDEPENDENTLY TESTED AND VALIDATED PROTECTION

NGFW FortiGate 3200D & 600D



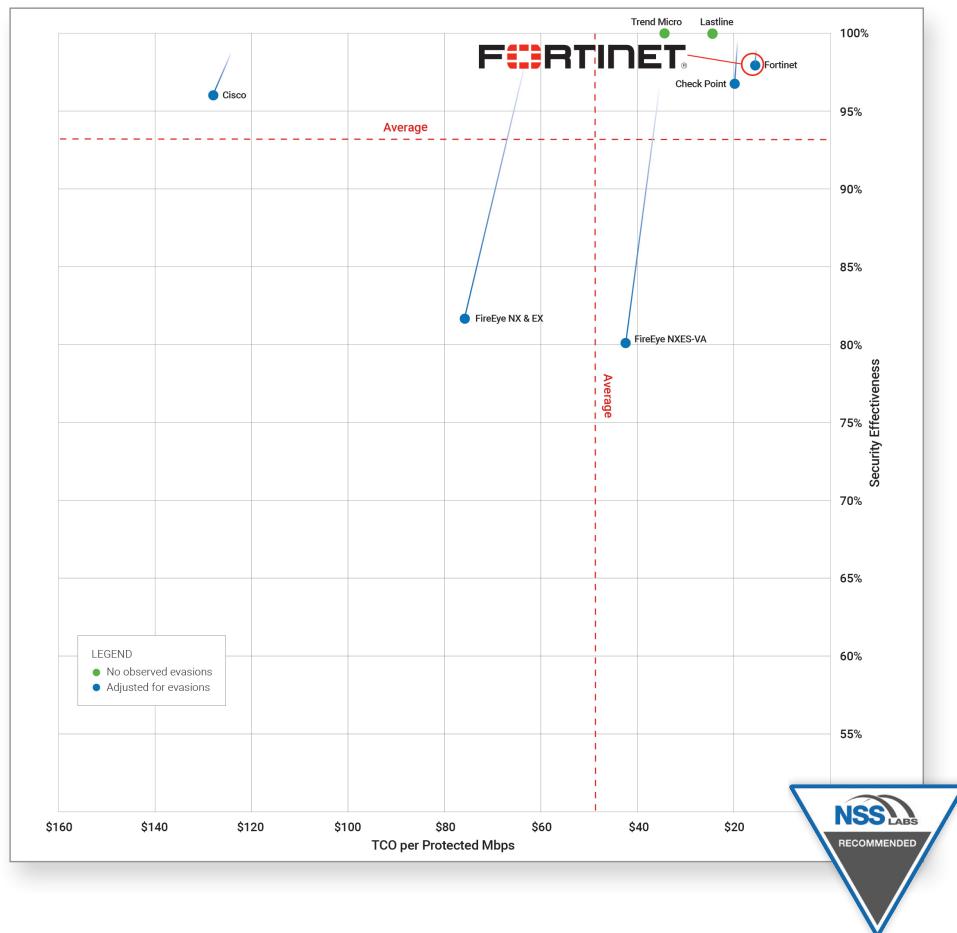
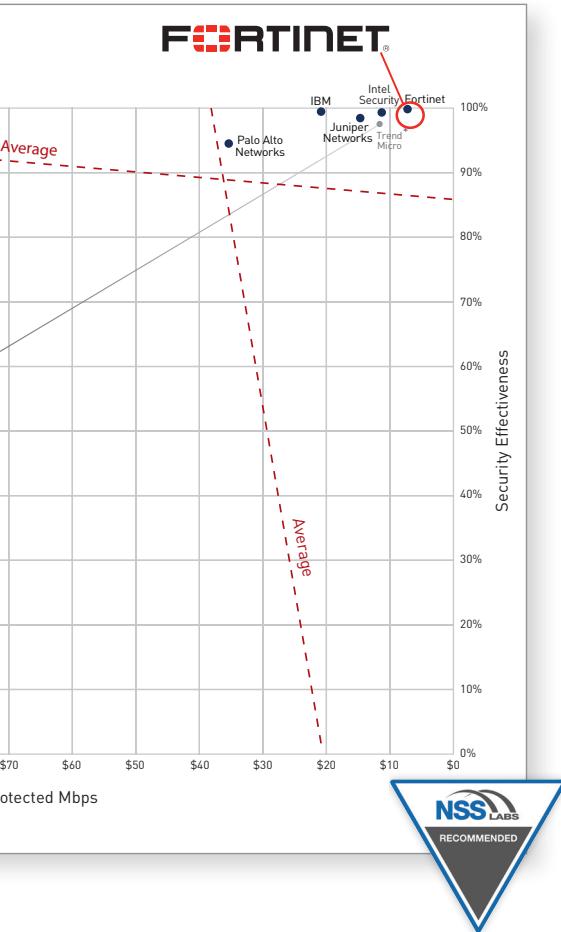
Data Center IPS FortiGate



UNPARALLELED THIRD-PARTY CERTIFICATION



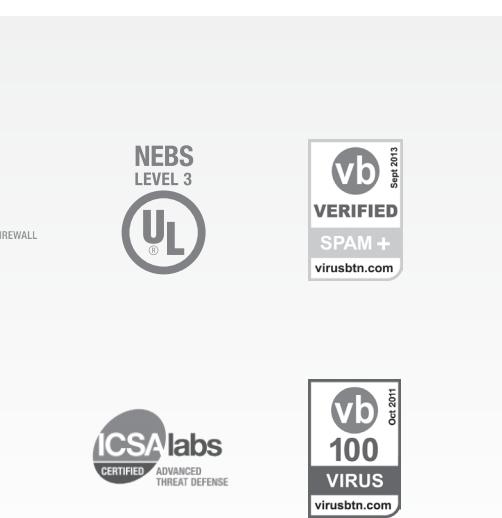
Breach Detection FortiSandbox 2000E



The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following Real-world group tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP Solution that is NSS Labs Recommended from the data center to the edge to the endpoint in the latest group tests.

- NGFW
- DC IPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection (Sandbox)



FEATURED CUSTOMER STORIES



Edward Jones

Leading North American investment firm (USA)

Scope: Protection and access for data centers and over 13,000 offices in the US and Canada

Key Requirements: SD-WAN, dual-active VPN, intrusion prevention, endpoint protection

Solution includes: FortiGate, FortiClient, FortiManager, FortiGuard Services

Customer benefits realized:

- Easy zero-touch deployment
- Reduced complexity via integrated switching/routing and single-pane-of-glass management
- Better protection via improved threat visibility/mitigation and automated policy deployment
- Higher performance and reduced latency to boost speed of business

"It is critical that our branches have responsive, reliable network access to serve our clients. By partnering with Fortinet, we were able to deploy a network architecture to help us improve the delivery of our data with high-performance, more bandwidth and improved redundancy."

— Chris Boedges, Chief Technology Officer



GEMÜ Gebrüder Müller Apparatebau GmbH & Co. KG

Industrial manufacturing (Germany)

Scope: Integrated security for locations in 50 countries

Key Requirements: Next-generation firewall, Web application security, sandboxing, secure Wi-Fi

Solution includes: FortiGate, FortiGate VM, FortiWeb VM, FortiSandbox, FortiAP, FortiWiFi, FortiGuard Services

Customer benefits realized:

- Comprehensive visibility and protection across the entire business
- Scale of solution matched unique needs and size of each site
- More efficient security operations via single-pane-of-glass management

"The combined set of capabilities across the entire Fortinet Security Fabric gives GEMÜ a significant security advantage."

— Bruno Scharpfenecker, Systems Administrator



Macquarie Cloud Services

IT Service Provider for businesses and government (Australia)

Scope: Managed security infrastructure

Key Requirements: High-performance firewall, SSL encryption/decryption, antivirus, Web filtering, intrusion prevention, and more; granularity of both scale and features

Solution includes: FortiGate, FortiSwitch, FortiWiFi, FortiAuthenticator, FortiToken, FortiManager, FortiAnalyzer, FortiPortal, FortiGuard Services

Customer benefits realized:

- Ability to tailor a solution for enterprises of all sizes and needs
- Ease of management via single-pane-of-glass and visibility across entire customer infrastructure
- Increased customer satisfaction and convenience via self-service portal and high uptime

"The wide range of Fortinet solutions – together with highly flexible licensing options – enables us to choose the optimal fit for each company..."

— Jamie Gillespie, Security Architect



Pittsburgh Steelers

NFL football team and stadium operator (USA)

Scope: Security and Wireless Connectivity for operations and fans

Key Requirements: Secure, high-performance Wi-Fi; complete venue coverage

Solution includes: Fortinet security and wireless access solutions, management

Customer benefits realized:

- Improved connectivity for better live fan experience
- Created new business opportunities
- More efficient operations with better protection

"Fortinet solutions protect all business lines in our organization, from ticketing to marketing, stadium operations, security, and of course football."

— Scott Phelps, VP of Technology

For more customer stories, go to www.fortinet.com/customers.html

