"The Standard Opener"

Insert preamble: outline activity – RN to present.

Background:

I'm a customer with an existing install base of Fortinet in branch sites, campus HQs and physical data centers. After completing an SD-WAN project, we recently had a change in management as our company was purchased. The previous leadership was hesitant to move anything to the cloud with an existing spend in refresh lifecycles of the data center, and long-term plans in place to maintain this. Our new parent company has been very satisfied that our security posture is greater than their own and has allowed us to continue operating with little change except for one major mandate; we must begin moving our workloads to the cloud…

We currently use various platforms of FortiGate HW and VMs, and have a bench with strong expertise in this area – but very minimal experience with CSP environments. We view this as an opportunity to work with Fortinet and leverage our familiarity with the technologies to make the shift a little easier. We are also using FortiManager/FortiAnalyzer on-prem, which is co-managed by the Security and Infrastructure teams but ultimately the Infrastructure team is responsible for the appliance health and network operations while the Security Team manages most of the day to day security operations across the Fortinet stack.

We would like to continue growing our security maturity with Fortinet but are not aware of much outside of FortiGates.
We are inviting you to meet with us as we open to hearing about how your organization can help us with this endeavour.

Audience:

Your organization and ours has been working together for years, and has been assisting in refresh projects of network security solutions for the past decade. Being the trusted advisor it was not difficult getting a meeting to begin discussing this undertaking. We are interested in how we can maintain our existing security posture and controls while moving forward into the cloud. We have looked online and seen that most, if not all, of our security stack is available in IaaS environments from Fortinet. A lot of the management staff in attendance came from their respective departments so are well versed in the existing infrastructure but also lack the cloud expertise to navigate the team through this project and are very happy you agreed to meet.

In attendance will be:
The manager for the Infrastructure Team
Network Security Team Lead
The manager for the Information Systems (devs) team.

Project Manager

Additional Information:

- The Parent Company has allowed for you to continue operating as is and has committed budget for this endeavour.
- They have also expressed interest in considering mimicking our cloud posture in their existing presence as the result of a successful migration.
- The customer has mentioned that they lack the bench in the cloud and are possibly looking for a turn-key approach to the solution.
- We would like to hear more about what Fortinet can deliver as part of this project, and roadmap further Fortinet portfolio to bolster security.
- We have an existing EA with Microsoft and have fielded calls from our MS rep wanting to talk to us about Azure
- The AWS rep has deep ties with the company CTO and has been entertaining conversations about private offers through various vendors.
- The Data Centers are geared for resiliency and is set up in A-P clusters
- There are a pair of data centers in North America and Europe, the two in NA are primary and DR to service that region and the two in EU are set up similarly with replication.
- Traffic throughput is not a huge concern today but always a future consideration, smooth failover and uptime availability is more of a priority but capacity may increase with projected growth