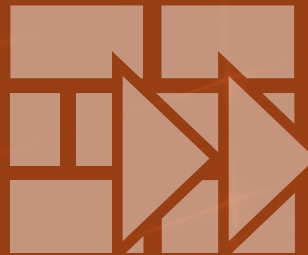


THIRD-GENERATION NETWORK SECURITY

THE FORTINET SECURITY FABRIC



1ST GENERATION
Secure The Connection

2ND GENERATION
Secure The Content

3RD GENERATION
Secure The Infrastructure

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.

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 4,792

FY 2016 Revenue: \$1.275B

Q2 2017 Revenue: \$363.5M

Q2 2017 Billings: \$426.9M

Q2 2017 EPS (non-GAAP): \$0.27

Market Cap (July 26, 2017): \$7.1B

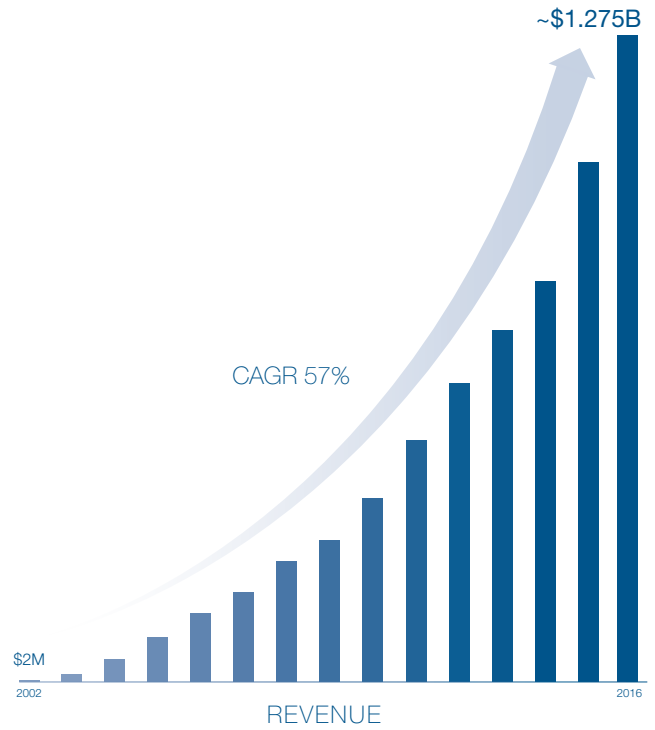
\$1.46B Cash and No Debt

Units Shipped to Date: 3.3M+

Customers: 320,000+

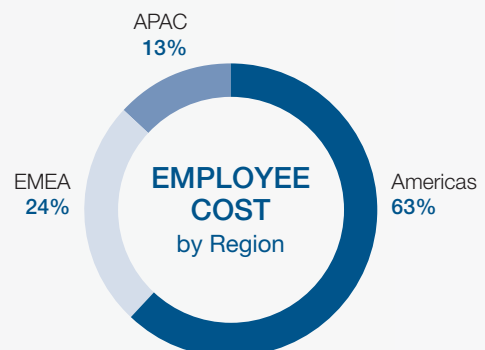
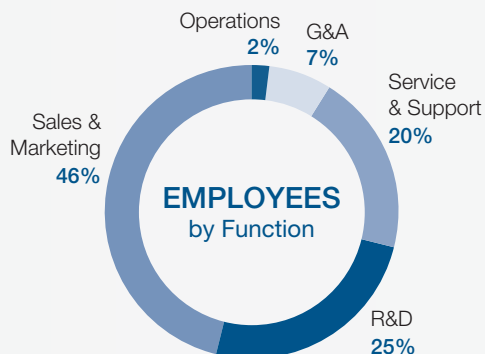
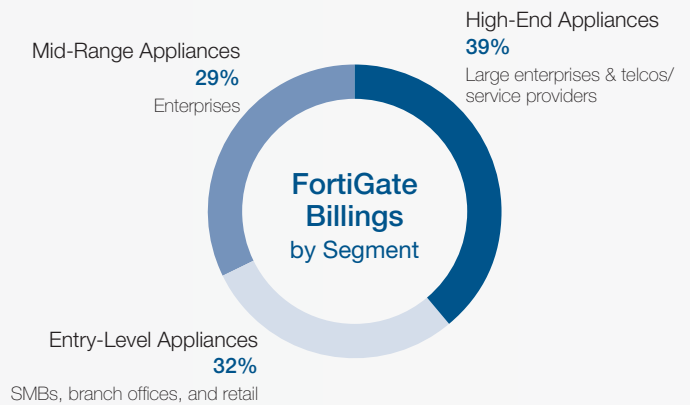
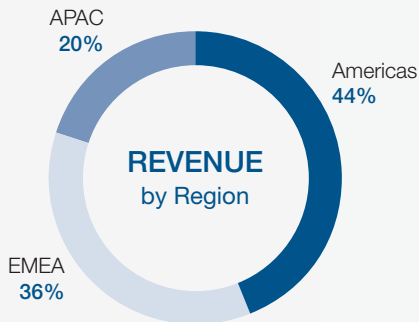
395 Patents Issued

316 Patents Pending



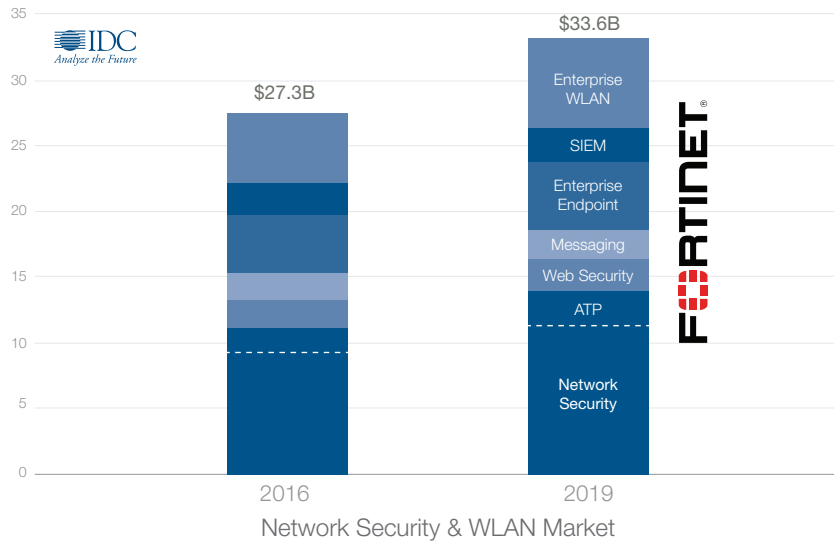
3-5X
Other comparable
Network Security
Companies
Source: Published USPTO data

Q2 2017



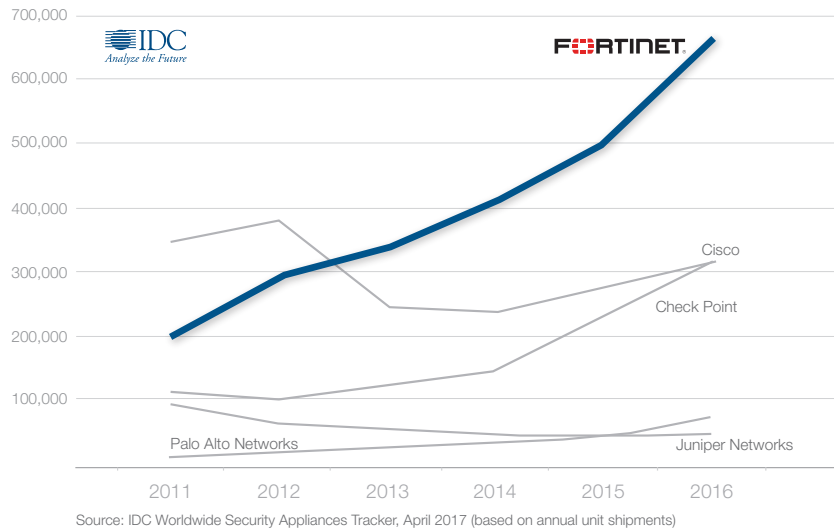
GAINING SHARE IN A GROWING MARKET

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

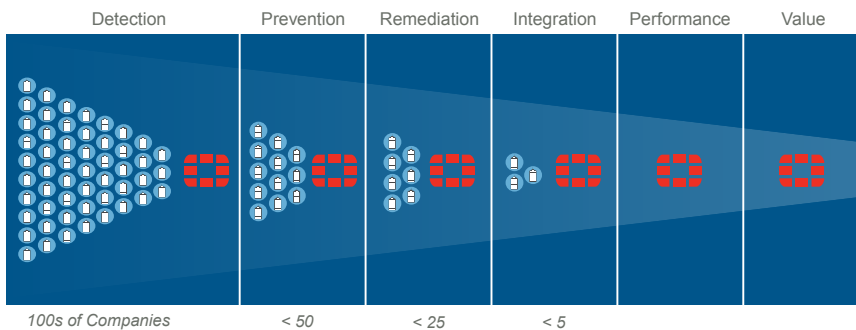


Source:
 IDC Worldwide Endpoint Security Forecast, 2016–2020
 IDC Worldwide Security and Vulnerability Management Forecast, 2016–2020
 IDC Worldwide Enterprise WLAN Forecast, 2016–2020
 IDC Worldwide Specialized Threat Analysis and Protection Forecast, 2016–2020
 IDC Worldwide Web Security Forecast,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

Fortinet is the largest network security appliance vendor (units) and growing quickly, according to IDC...



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



2017	FortiGate 7000 Series FortiCASB	
2016	3M Units Shipped Fortinet Security Fabric CP9 & SoC3 Acquired AccelOps	
2015	Internal Segmentation Firewall 2M Units Shipped Acquired Meru Networks	
2014	New HQ 1 Tbps Firewall 1st 100 GbE Port Security Appliance	
2013	1st 40 GbE Port Security Appliance Security Processor NP6 FortiSandbox	
2012	FortiOS 5.0 & SoC2 1M Units Shipped	
2010	FortiAP	
2009	FortiOS 4.0 IPO 1st Security Processor: System-on-a-Chip	
2006	FortiWiFi	
2005	FortiOS 3.0 1st Security Processor: Network Processor	
2004	FG-5000 (ATCA)	
2003	FortiManager FortiOS 2.0	
2002	Began Global Sales FortiGate & FortiOS 1.0 1st Security Processor: Content Processor	
2000	Fortinet Founded	

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.



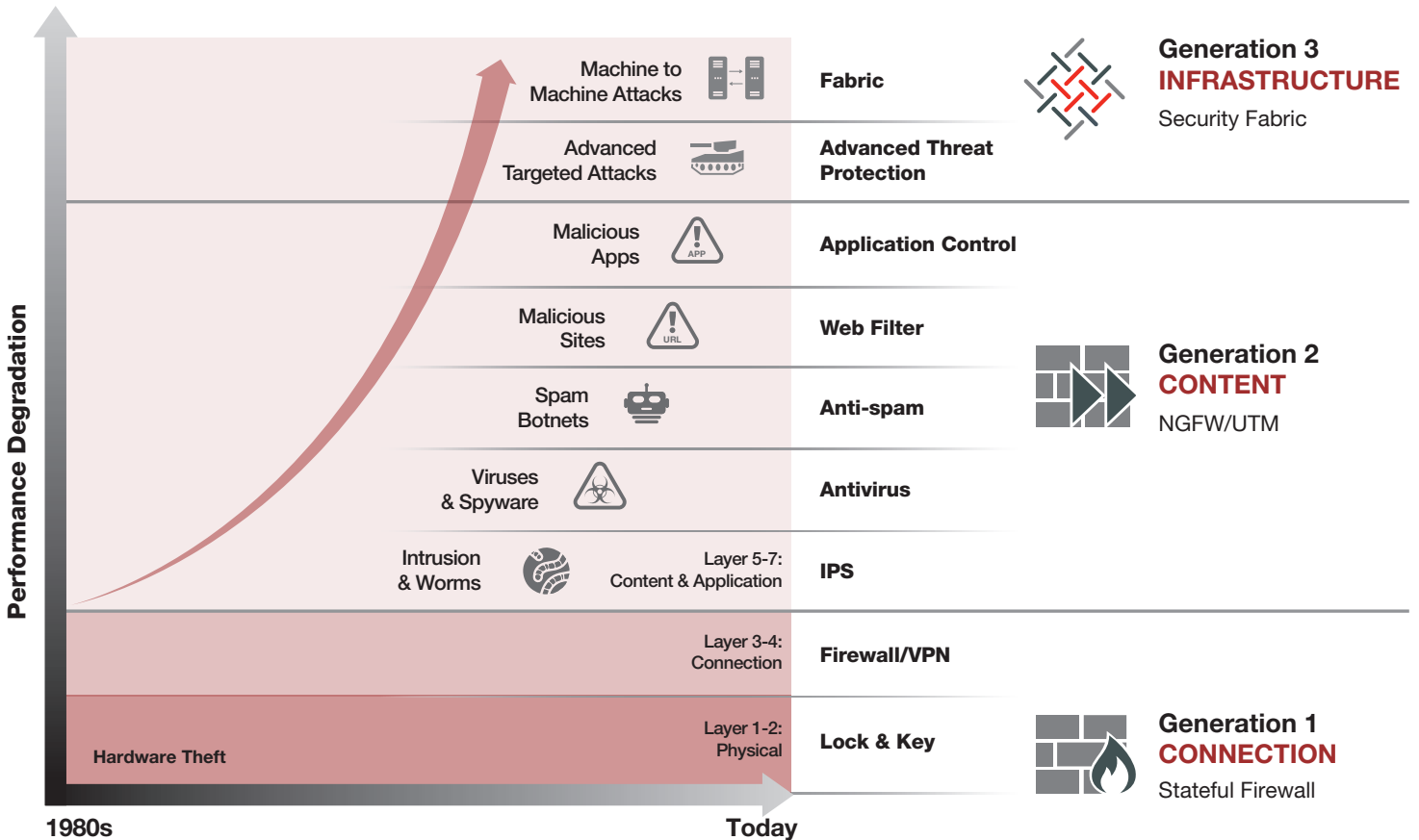
Slow Is Broken

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

The emergence of cloud, IoT, and mobile is driving the need for a third generation of network security to protect the rapidly expanding attack surface and secure “data everywhere.” Fortinet is once again leading the way with its Security Fabric, the first architectural approach to security designed to dynamically adapt to the evolving IT infrastructure. The Security Fabric intelligently segments the network, from IoT to the cloud, to provide broad, powerful, and automated protection against sophisticated threats.



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.



FORTINET'S SECURITY FABRIC COVERS YOUR ENTIRE NETWORK

Fortinet Solutions



ENTERPRISE FIREWALL

- FortiGate
- Next-Generation FW
- Data Center FW
- Internal Segmentation FW
- Secure SD-WAN
- FortiManager
- FortiAnalyzer
- FortiGuard Services



CLOUD SECURITY

- FortiGate VM (Virtual FW)
- FortiGate VMX (SDN Virtual FW)
- FortiGate VM for Public Cloud
- AWS
- Microsoft Azure
- Google Cloud
- OpenStack-based
- FortiHypervisor
- FortiCASB
- FortiGuard Services



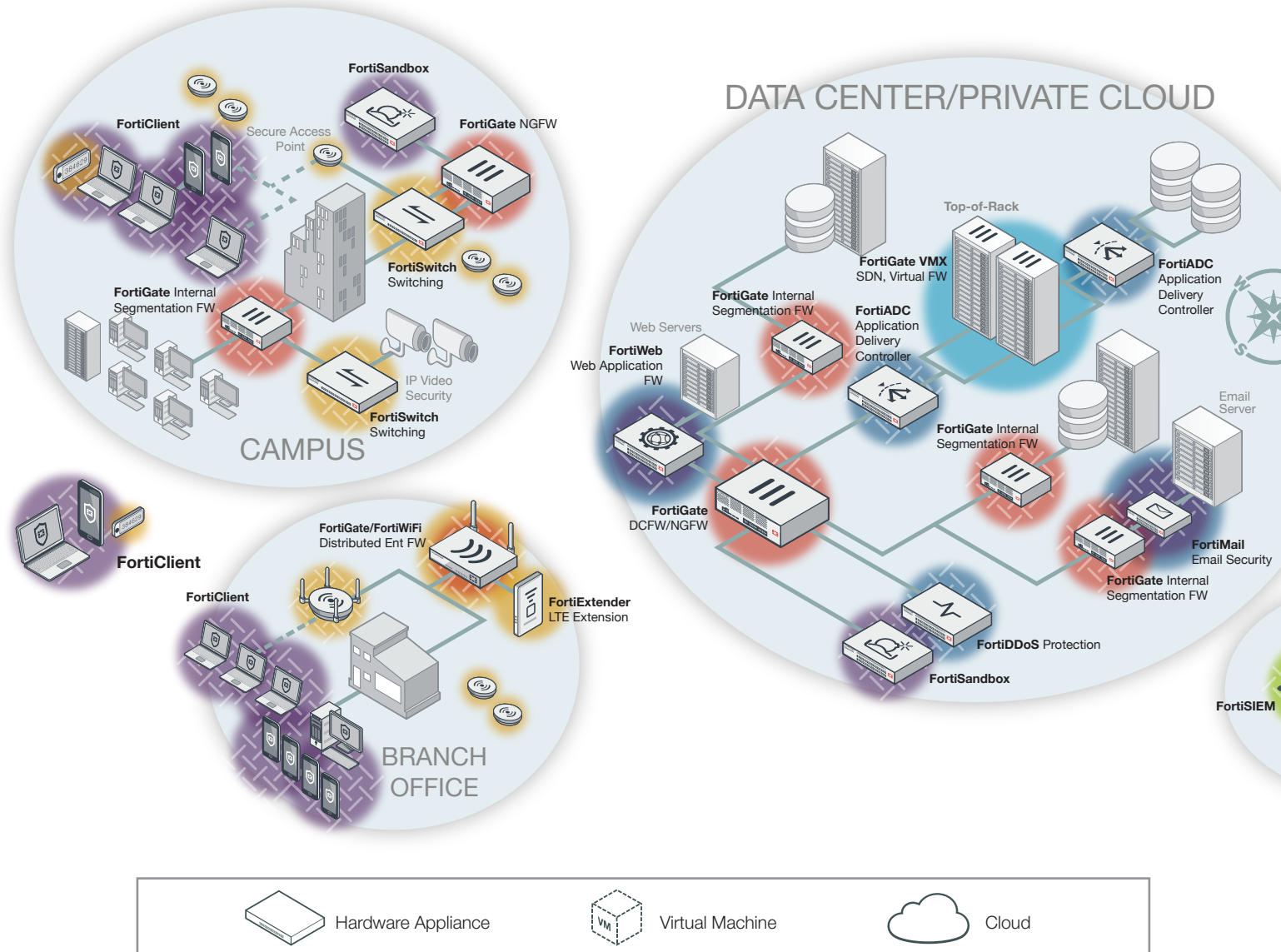
ADVANCED THREAT PROTECTION

- FortiSandbox
- FortiMail
- FortiWeb
- FortiClient
- FortiCloud Sandboxing
- FortiGuard Services



APPLICATION SECURITY

- FortiWeb
- FortiADC
- FortiDDoS
- FortiWAN
- FortiCache
- FortiGuard Services





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.



8x5



Premium Services



24x7



Professional Services



360°



Security Audit Services

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 74,000 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 <i>Sales Associate</i>	Develop the knowledge and skills to sell Fortinet products. <i>(For Fortinet employees and partners only)</i>
4 NSE 4 <i>Professional</i>	Develop the technical knowledge and skills needed to configure and maintain a FortiGate Next-Generation Firewall solution.
5 NSE 5 <i>Analyst</i>	Develop a detailed technical understanding of how to implement network security management and analytics.
6 NSE 6 <i>Specialist</i>	Develop an understanding of advanced security technologies beyond the firewall.
7 NSE 7 <i>Troubleshooter</i>	Demonstrate a deep technical understanding of key Fortinet solutions.
8 NSE 8 <i>Expert</i>	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.



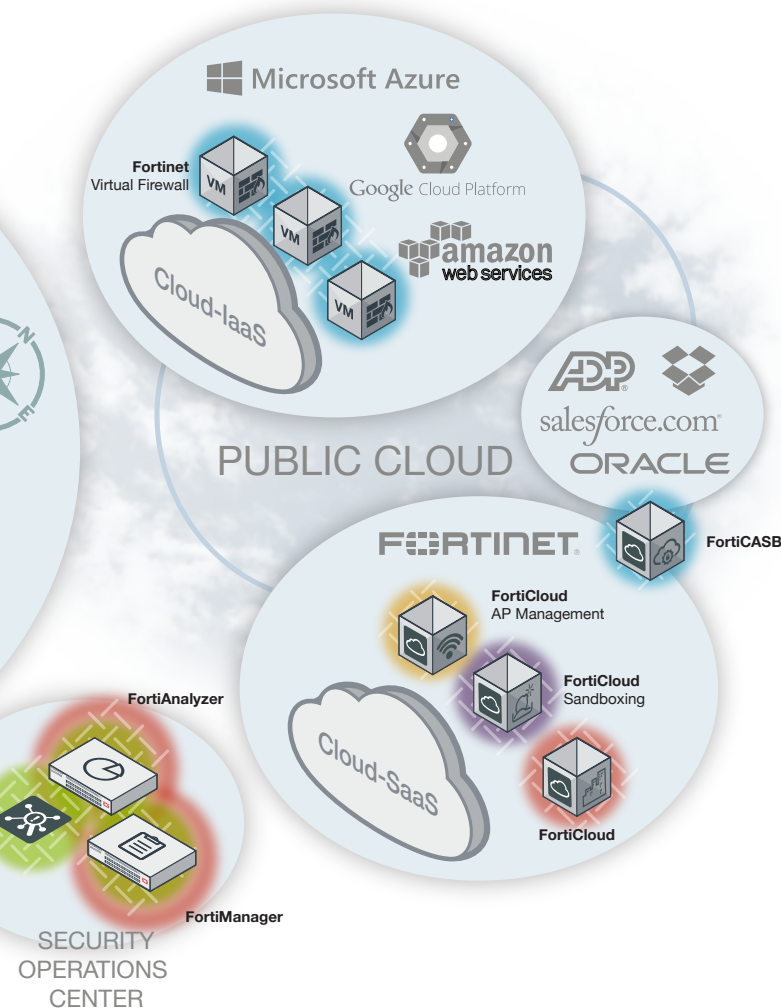
SECURE ACCESS

- FortiAP
- FortiGate AP Management
- FortiCloud AP Management
- FortiWLC/WLM AP Management
- FortiSwitch
- FortiAuthenticator
- FortiToken
- FortiExtender
- FortiGuard Services

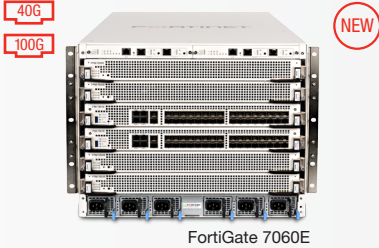


SECURITY OPERATIONS

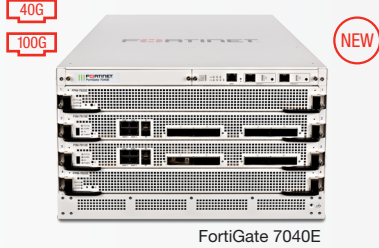
- FortiSIEM
- FortiManager
- FortiAnalyzer
- FortiGuard Services
- Indicators of Compromise



155 Gbps - 1.12 Tbps



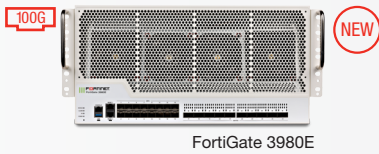
FortiGate 7060E



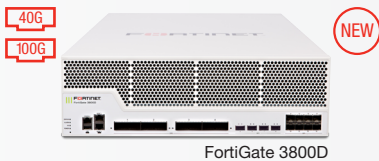
FortiGate 7040E



FortiGate 5144C



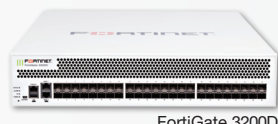
FortiGate 3980E



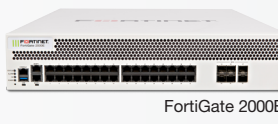
FortiGate 3800D



FortiGate 3700D



FortiGate 3200D



FortiGate 2000E



FortiGate 1500D

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 (DCFV)/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...



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.

<p>CPU & Serial Processing-based</p>  <p>Slow, Not Scalable & Poor TCO</p> <p>FW → 6 Gbps VPN → 2 Gbps IPS → 3.5 Gbps</p> <p>based on Intel E5 2640v2 (8 core 2Ghz)</p>	<p>vs.</p>	<p>Fortinet SPU-based Parallel Path Processing</p>  <p>Accelerates Network Traffic Flexible Policy Accelerates Content Inspection</p> <p>FW → 40 Gbps IPsec VPN → 25 Gbps SSL VPN → 28 Gbps IPS → 20 Gbps</p> <p>6X - 12X performance</p>	<p>Fortinet System-on-a-Chip</p>  <p>Optimized for Entry-level Form Factors</p> <p>5X FW 8X/11X SSL/IPsec VPN 5X IPS 5X Concurrent Sessions 3X Power Efficiency</p> <p>vs. similarly priced offerings</p>	
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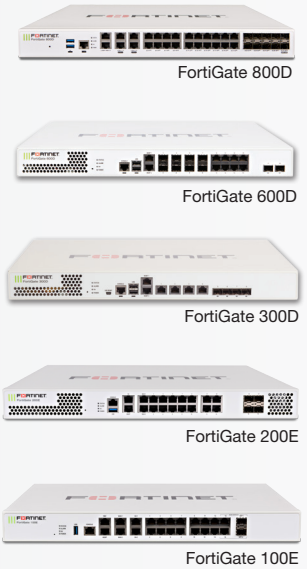
The FortiGuard Threat Intelligence Advantage

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 discover breaking threats and then update FortiGuard threat intelligence services to protect over 320,000 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

MID-RANGE APPLIANCES



7.4 - 36 Gbps

ENTRY-LEVEL APPLIANCES



950 Mbps - 3.5 Gbps

SIMPLE PRICING MODEL

Platform (FortiGate)

- Hardware or VM
 - Deployment Mode
 - # and Type of Ports
 - Throughput
- Base HW/VM List price

Support (FortiCare) & Services

- 8x5 or 24x7 + Prem. Replacement + Advanced Services
 - FortiCare 360°
 - Professional Services
- 15 or 25% Varies Varies + 10% Daily rate

Subscriptions (FortiGuard)

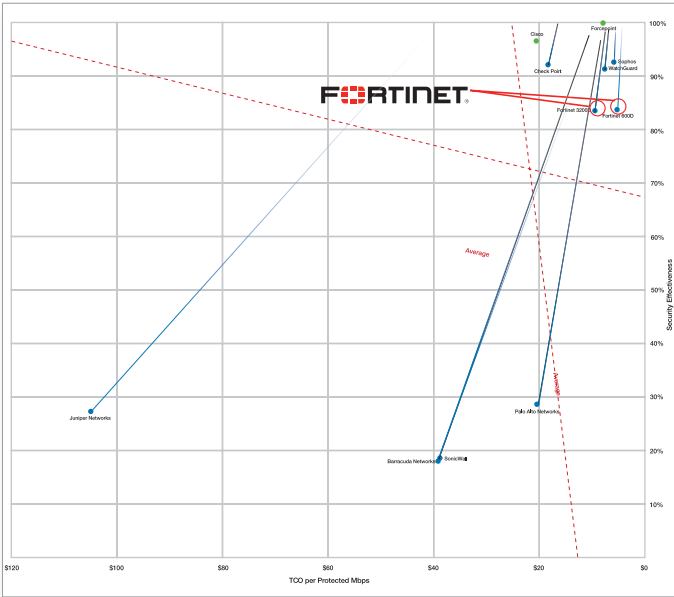
- Individual Threat Intelligence Feeds
 - UTM or Enterprise Bundles
- + 20% ea. or +40/65%

Term

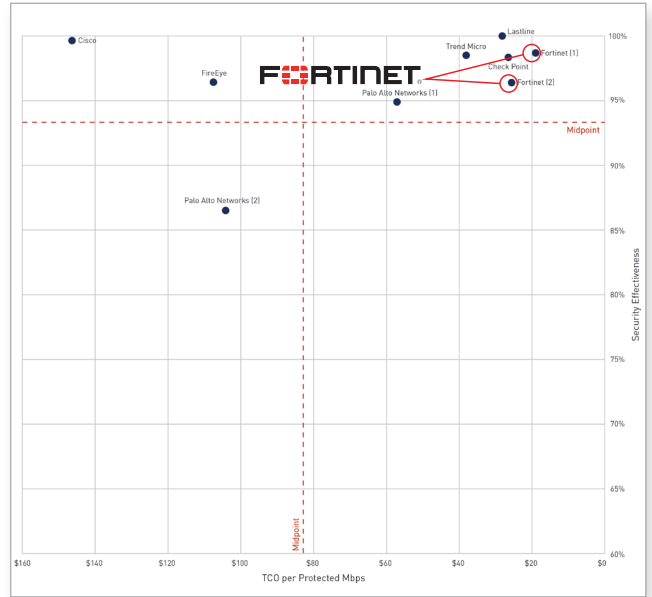
- 1, 3, 5 year
- Discount for multi-year term length

INDEPENDENTLY TESTED AND VALIDATED PROTECTION

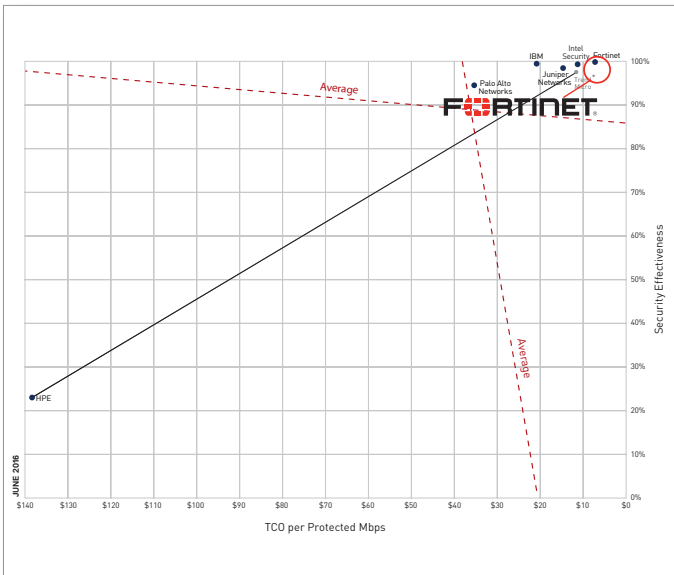
NGFW FortiGate 3200D & 600D



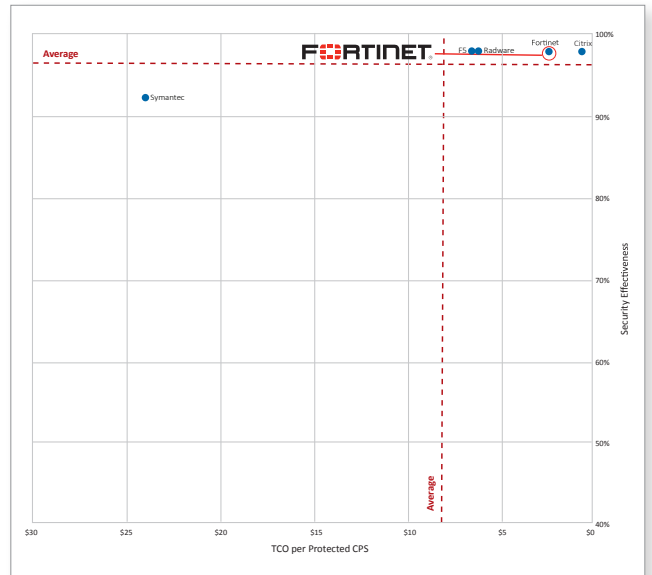
BDS FortiSandbox 3000D



DC IPS FortiGate 3000D



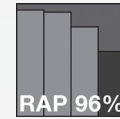
WAF FortiWeb 1000D



UNPARALLELED THIRD-PARTY CERTIFICATION

Certification	■ RECOMMENDED □ NEUTRAL ■ CAUTION ■ RETESTED & PASSED					
	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Next-Gen Firewall	■	■	■	■	■	×
NSS Labs Data Center Firewall	■	×	×	×	×	×
NSS Labs Breach Detection System	■ ■	■	□	■ ■	×	□
NSS Labs WAF	■	×	×	×	×	×
NSS Labs NG IPS	■	×	■	□	×	×
NSS Labs DC IPS	■	×	×	■	■	×
NSS Labs Advanced Endpoint	■	×	×	×	×	×
BreakingPoint Resiliency Score	■	×	×	□	×	×
ICSA Firewall	■	■	×	■	■	×
ICSA IPS	■	×	×	×	×	×
ICSA Antivirus	■	×	×	×	×	×
ICSA WAF	■	×	×	×	×	×
ICSA ATD (Sandbox)	■	■	×	■	×	■
ICSA ATD (Email)	■	×	×	×	×	×
VB100 Virus	■	■	×	×	×	×
VBSpam	■	×	×	×	×	×
AV-Comparatives	■	×	×	×	×	×
Common Criteria	■	■	■	■	■	■
FIPS	■	■	■	■	■	■
UNH USGv6/IPv6	■	■	■	■	■	×

Certifications



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)



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