Fortinet Secure SD-WAN

Network Security Leader

Fortinet is among the top 4 public cybersecurity companies in the world.

Its broad portfolio of solutions spans Network, Infrastructure, Cloud, and IoT Security.

$14.3B Mkt Cap

~$1.8B - 2018
(revenue)

400,000+ Customers

4.6M+ Appliances Shipments Worldwide
(+30% units WW)

* As of March 31, 2019

We Lead in Industry Recognition

	FORTINET	CISCO	paloalto NETWORKS	JUNIPER NETWORKS	Symantec	Check Point SOFTWARE TECHNOLOGIES LTD.
Gartner Magic Quadrant	7	7	3	4	3	2
NSS LABS RECOMMENDED	9	2	5	1	0	2

70% of F100 Are Fortinet Customers

4 of 4
Telco

9 of 10
Financials/
Banking

11 of 13
Retail

4 of 5
Aerospace/
Defense

3 of 5
Energy
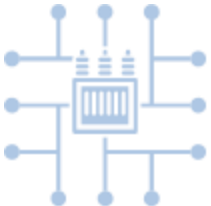
10 of 12
Technology

12 of 15
Healthcare

3 of 5
Transportation

9 of 11
Financials/Ins
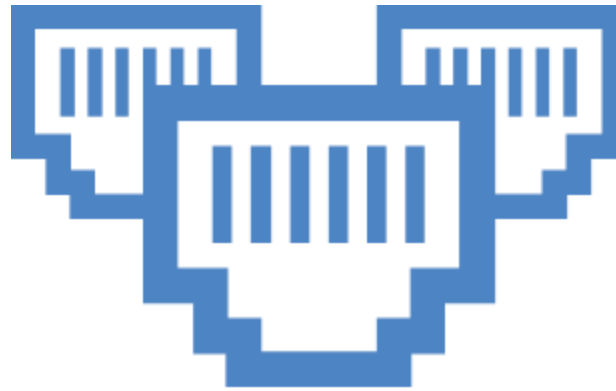
3 of 5
Food/Bev

Digital Transformation Initiatives

Digital Transformation Initiatives at the Branch

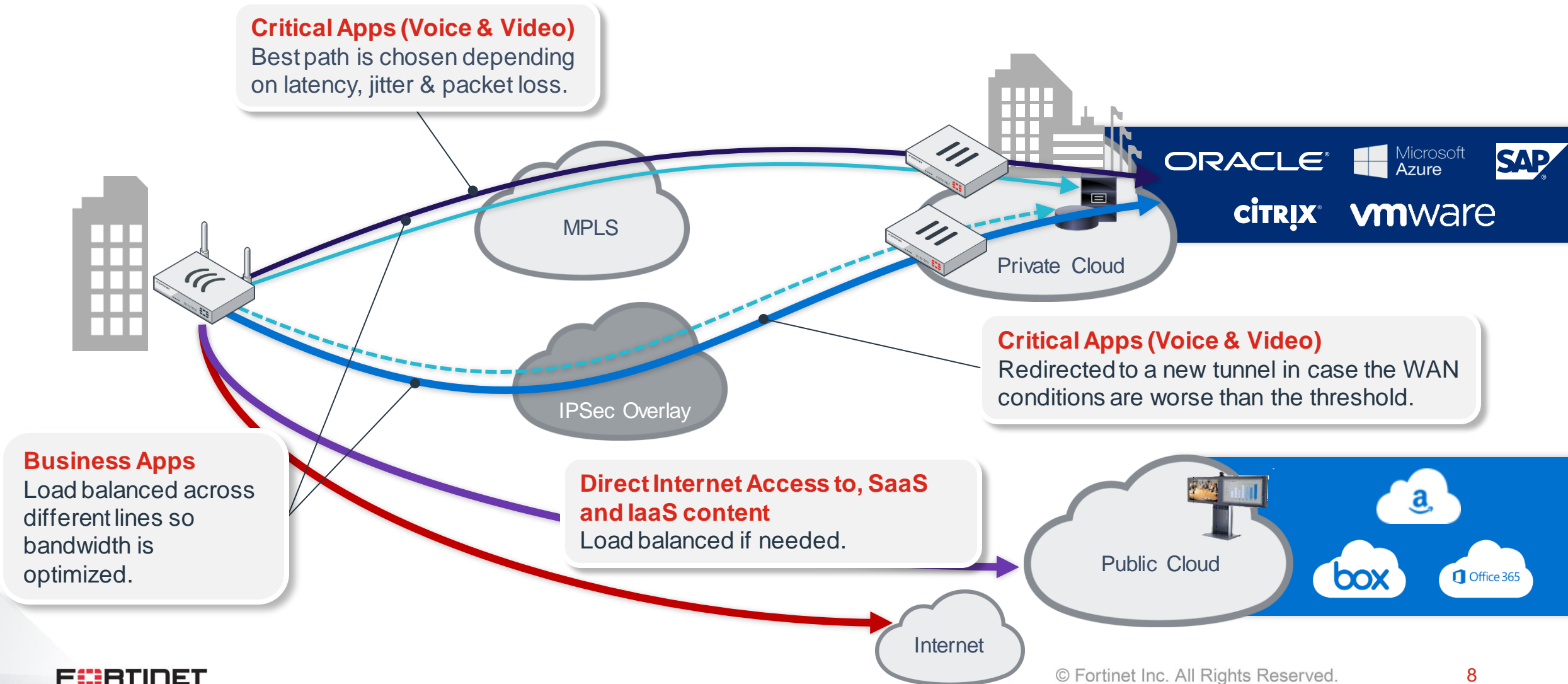**Cloud Ready Branch**   **Increase Bandwidth at low cost**   **Simplify Operations**
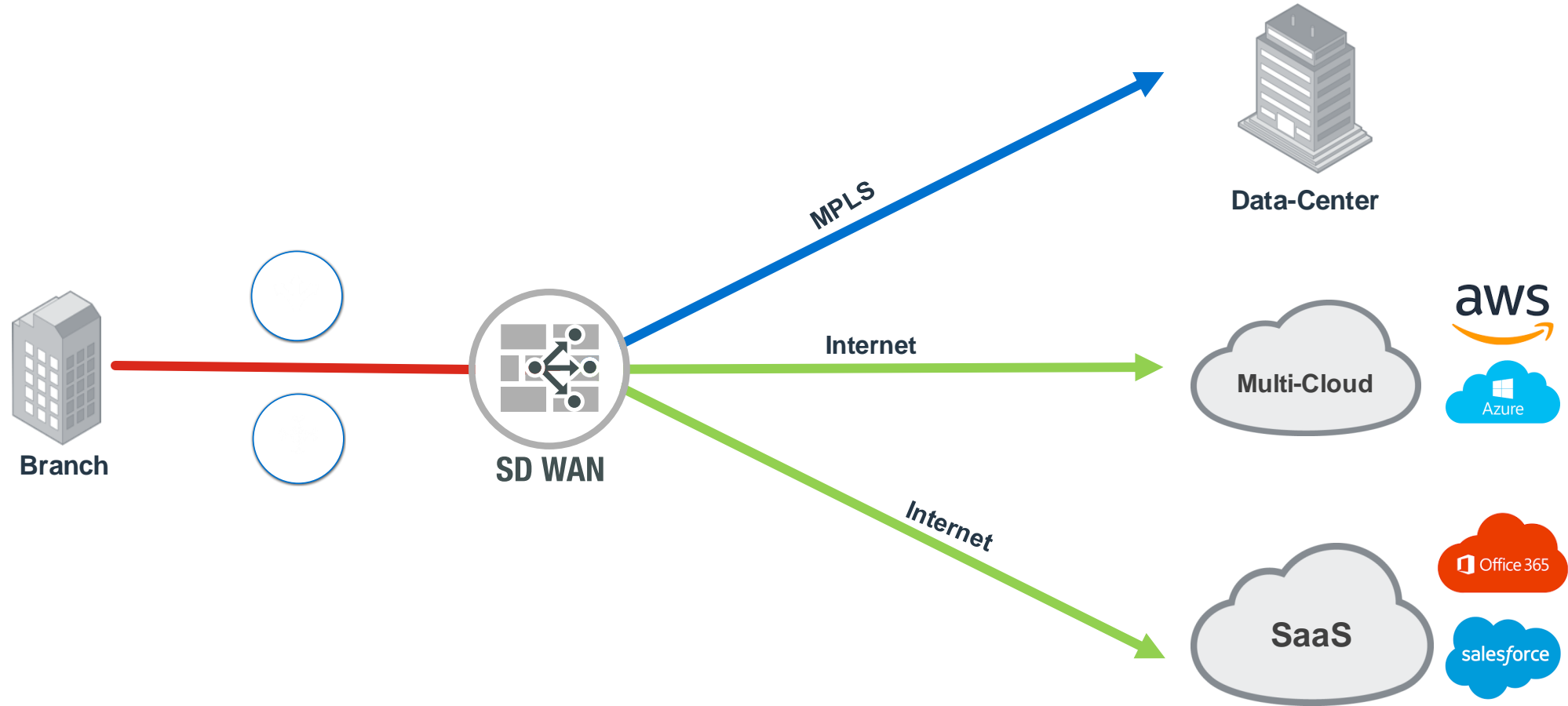
6

Fortinet Secure SD-WAN

Security Driven Networking

SD-WAN Use Cases

MPLS Backup with Local Breakout (Hybrid WAN)

Critical Apps (Voice & Video)
Best path is chosen depending on latency, jitter & packet loss.

MPLS

Private Cloud

ORACLE® Microsoft Azure SAP

CITRIX® vmware

Critical Apps (Voice & Video)
Redirected to a new tunnel in case the WAN conditions are worse than the threshold.

IPSec Overlay

Business Apps
Load balanced across different lines so bandwidth is optimized.

Direct Internet Access to, SaaS and IaaS content
Load balanced if needed.

Public Cloud

box Office 365

Internet

Business Application Steering with Better Performance

Data-Center

MPLS

Internet

Multi-Cloud

aws

Azure

Internet

SaaS

Office 365

salesforce

Branch

SD WAN

| Reduce WAN Cost | Business Application Centric | Efficient Cloud Adoption |

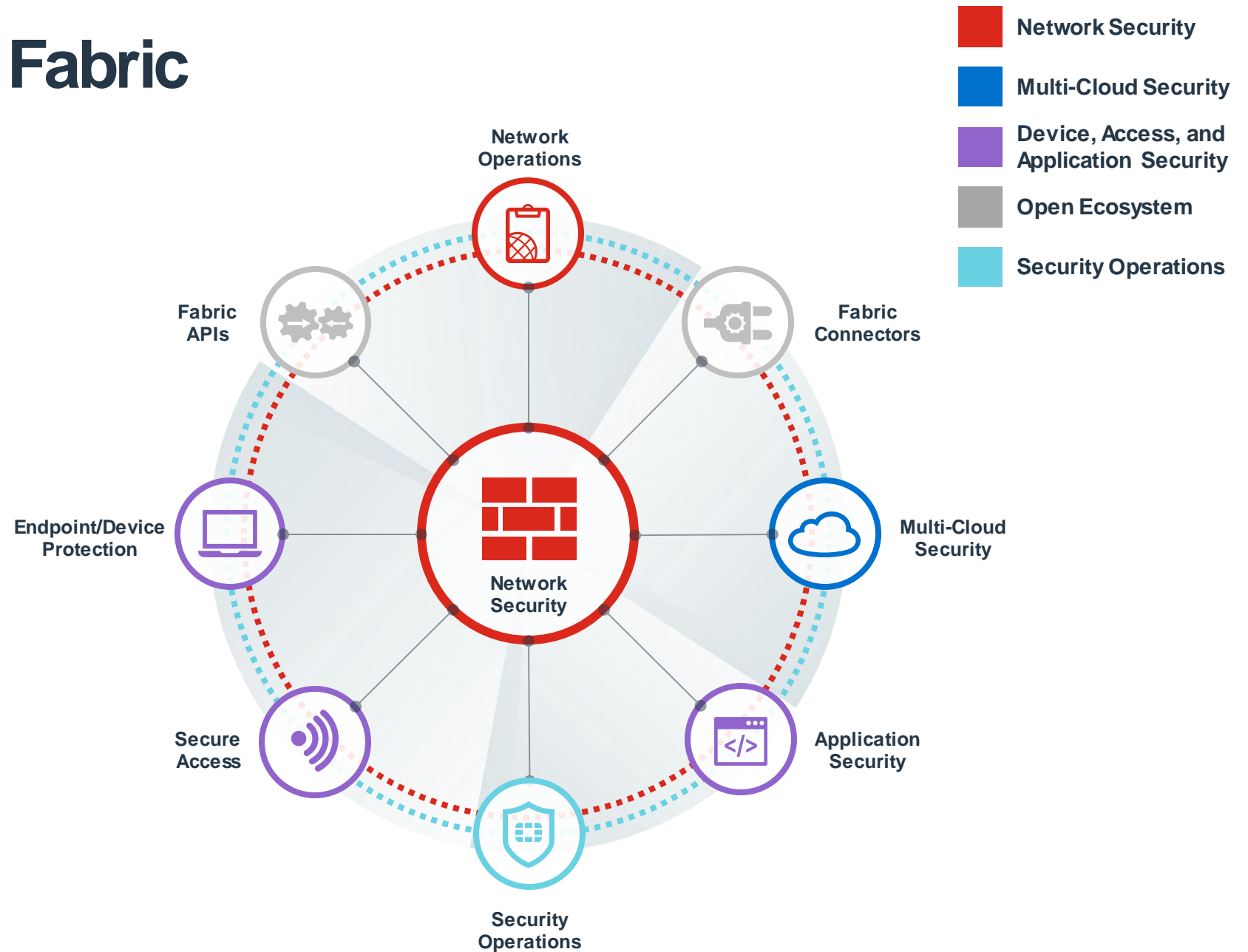# How Can you Secure Your Environment?

Fortinet Security Fabric

BROAD
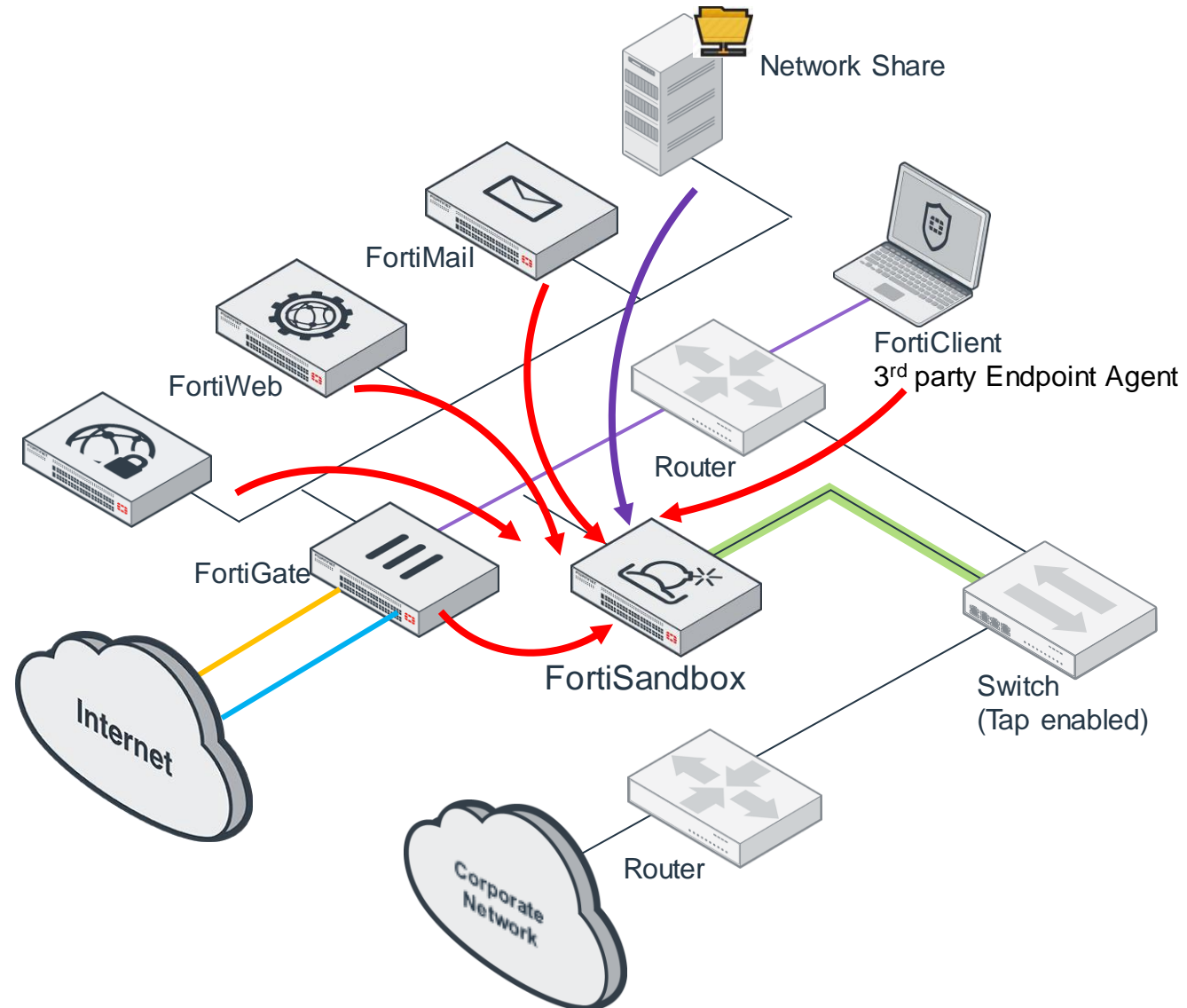**Visibility of the entire digital attack surface**

INTEGRATED
AI-driven breach prevention across devices, networks, and applications

AUTOMATED
Operations, orchestration, and response

Network Operations

Fabric APIs

Fabric Connectors

Endpoint/Device Protection

Multi-Cloud Security

Secure Access

Application Security

Network Security

Security Operations

Network Security
Multi-Cloud Security
Device, Access, and Application Security
Open Ecosystem
Security Operations

Fabric Integration

Network Share

FortiMail

FortiWeb

FortiClient
3rd party Endpoint Agent

Router

FortiGate

Router

FortiSandbox

Switch
(Tap enabled)

Internet

Corporate
Network

Transform your WAN Edge with Secure SD-WAN

Secure SD-WAN

NGFW

SD WAN

Single-Pane Orchestration Automation & Response

Zero Touch Deployment

FortiOS

Application

WAN Path Controller

Routing

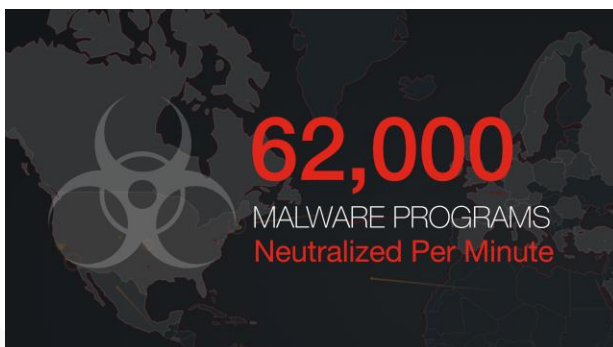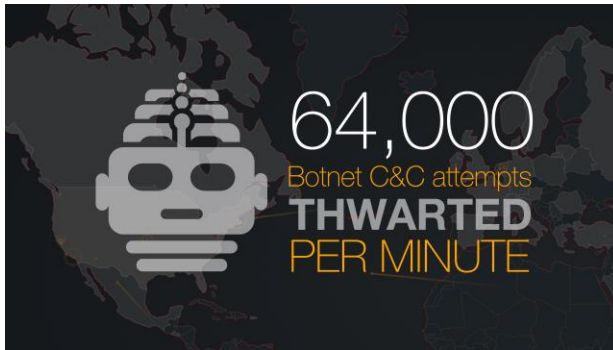WAN Optimization

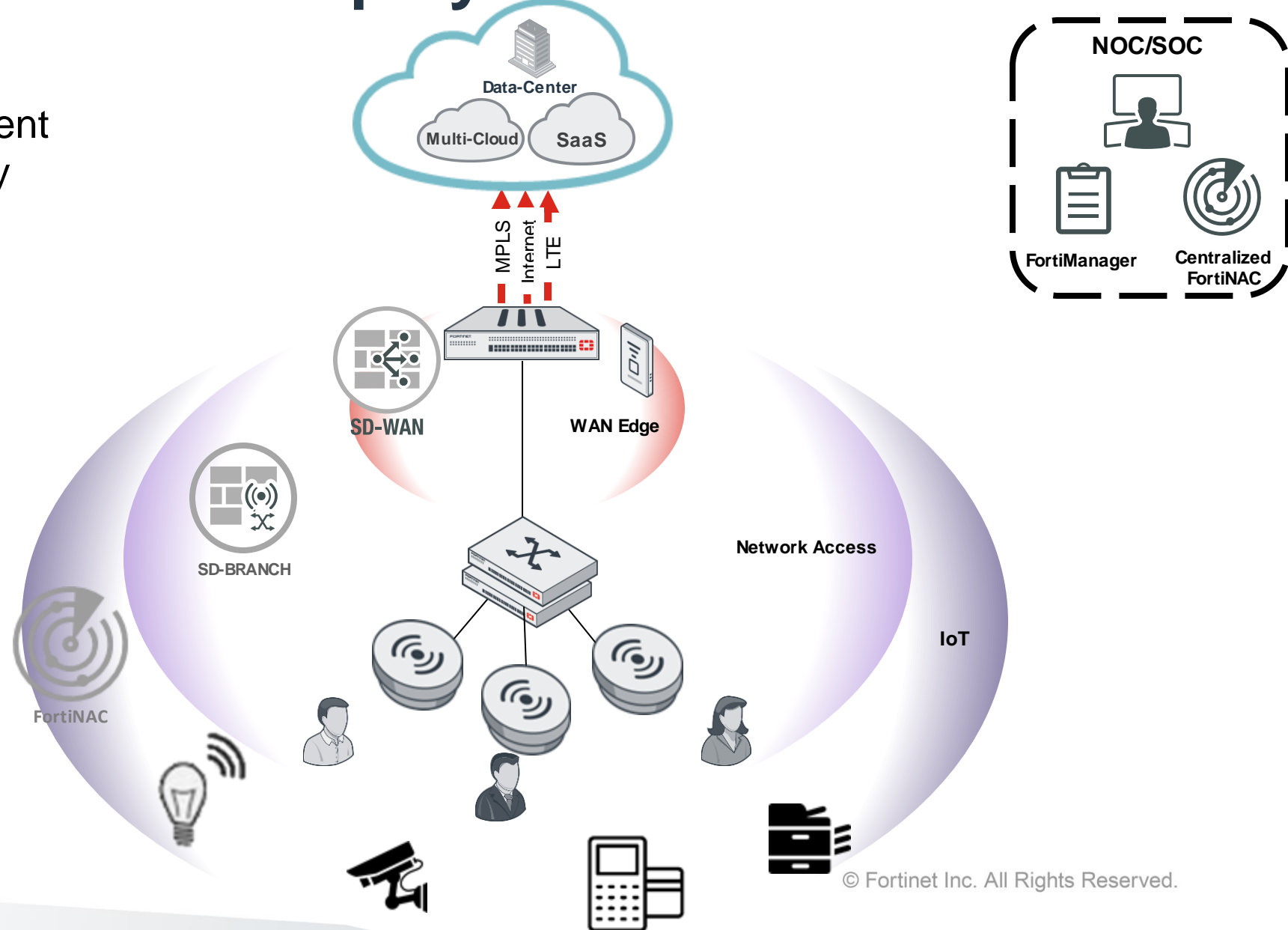Threat Intelligence

IPS

Web Filtering

Anti Malware

Cloud Sandbox

Purpose-Built Security Processor with SSL Decryption

SPU

What Makes Us Secure? Simple: FortiGuard

64,000 Botnet C&C attempts **THWARTED** PER MINUTE

150,000 Malicious Website **ACCESSES** Blocked Per Minute

570 ZERO DAY THREATS DISCOVERED

58 INTRUSION PREVENTION RULES PER WEEK

8,000,000 NETWORK INTRUSION ATTEMPTS resisted per minute

530 TB of Threat Samples

62,000 MALWARE PROGRAMS Neutralized Per Minute

490,000 HOURS of Threat Research GLOBALLY PER YEAR

21,000 INTRUSION PREVENTION RULES

1 Min.

Secure SD-Branch Deployment

Simplified Management
Integrated Security
Lower TCO

Data-Center

Multi-Cloud   SaaS

MPLS Internet LTE

SD-WAN

WAN Edge

SD-BRANCH

Network Access

FortiNAC

IoT

NOC/SOC

FortiManager   Centralized FortiNAC

15

Risk Visibility In The Network Context
Endpoint Telemetry
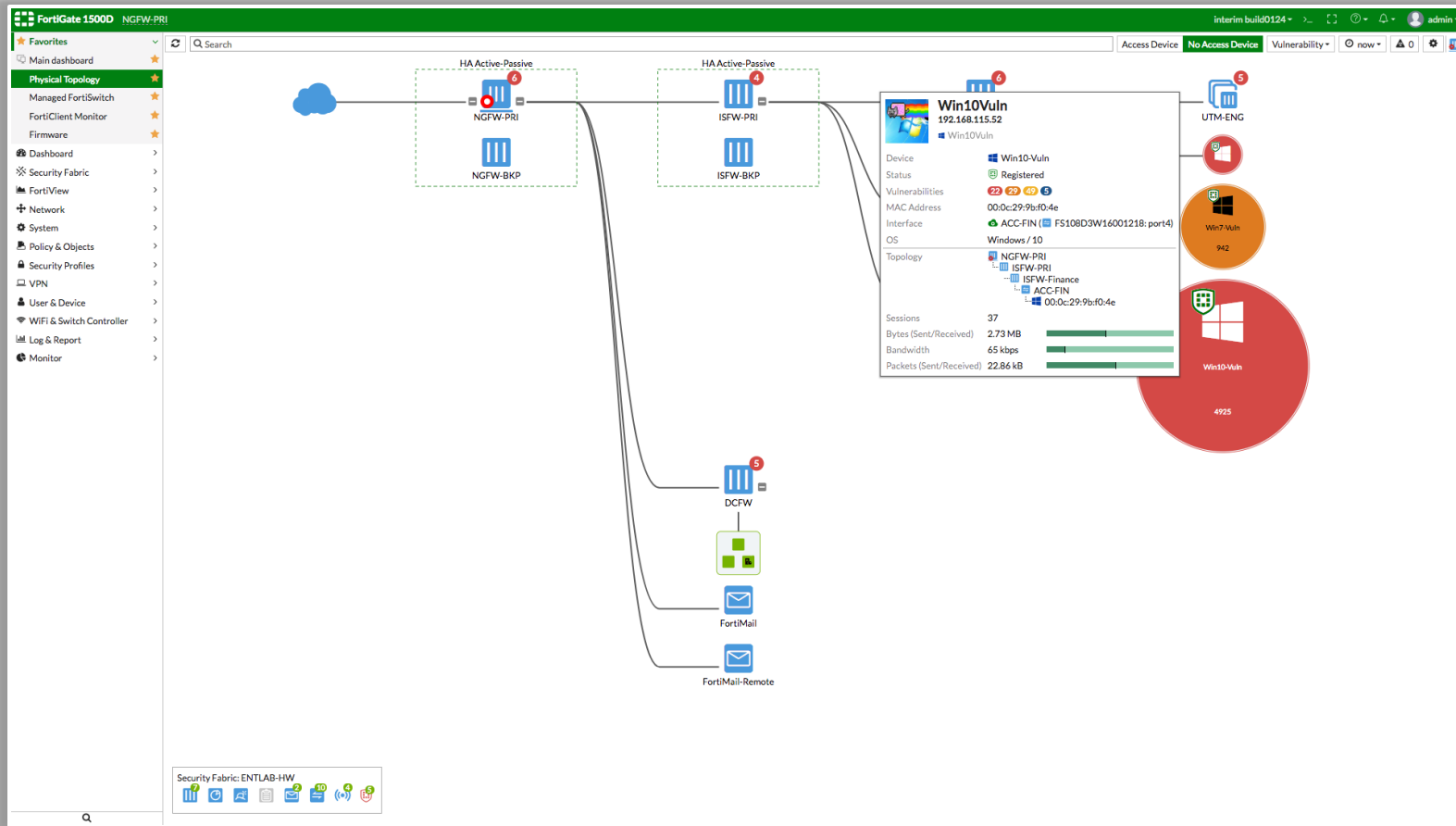
- Device information
  - OS
  - Co-relate multiple MAC
- FortiClient Status
- Endpoint Vulnerabilities
- Logged-in User
- User Avatar
- Social IDs
- Online/Off-line
- Endpoint events and logs

Fortinet SD-WAN Security is a Priority

- IoC – Indicator of Compromise
- Automated Quarantine
- IPS protection for Endpoint
- Malicious site blocking
- CnC Server blocking
- AV Scanning
- Zero Day Protection with FortiSandbox

Automation

- ✓ File quarantine
- ✓ Submit files for Sandbox analysis
- ✓ Auto Patching
- ✓ Compliance enforcement
- ✓ Endpoint quarantine

Security Rating

NOC/SOC I Dashboard

Fortinet Partner Program

Accelerate your business and drive unprecedented growth and profit

ACCELERATE YOUR PROFITABILITY

- Make more money, more often while selling innovative, integrated security solutions.

Leveraging Incentives and Promotions

- At Fortinet, we arm partners with the right programs – such as deal registration, incentives, and promotions – to drive profits.

ACCELERATE YOUR GROWTH

- Find more prospects looking for innovative, integrated security solutions when you leverage the Fortinet programs and tools.

Through Marketing Investments

- We believe in marketing and investing in marketing programs designed specifically to help partners drive demand.

ACCELERATE YOUR SECURITY LEADERSHIP

- Fortinet has the industry's fastest and most secure solutions that go beyond traditional security to protect customers everywhere

With Training and Enablement

- We offer a comprehensive suite of education and training programs – including our Network Security Expert (NSE) Learning Institute, Fast Track Training and instructive webinars geared towards the issues that matter most.

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Partnership Levels

Platinum Partner

Platinum Partners are proven experts in delivering Fortinet solutions to their customers and have demonstrated consistently high revenue and the ability to deliver the full range of Fortinet technologies. They have experts on staff to suit any complex deployment requirements and deliver exceptional levels of service. They provide an excellent level of customer service and support.

Gold Partner

Gold Partners have achieved proven success with Fortinet solutions and are committed to the continued adoption of Fortinet technologies in the marketplace. They deliver the full spectrum of Fortinet's solution set and they have certified staff to assist with any variety of implementation needs. They are recognized for their superior customer service and support capabilities.

Silver Partner

Silver Partners are committed to delivering superior security solutions to their customers. Silver Partners possess a knowledge of Fortinet's low-to-mid range multi-threat security solutions and can deliver the solutions that best fit small to medium business security concerns.

Authorized Partner

Authorized Partners are the starting point for all new Fortinet partners. This level is for companies who are interested in starting their relationship with Fortinet. While there are limited requirements, there are limited benefits available to authorized level members.

Managed Security Services Provider (MSSP) Partner

If you are an MSSP or most of your business with Fortinet is based on Managed Services, we have a dedicated Program to support you.

Program Benefits

SALES SUPPORT

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
Deal Registration	•	•	•	• [2]
Competitive Recommended Discounts	Discount Increases With Partner Level			
Channel Manager	•	•	Via Distribution	Via Distribution
Renewal Tracking and Alerting	•	•	•	•
Not for Resale Demo Program [1]	•	•	•	•
Promotions and Rewards	•	•	•	•
Eligible to Become Security Fabric Expert [3]	•	•		

TECHNICAL SUPPORT

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
Support Portal	•	•	•	•
Priority 24 x 7 Technical Support (PIN Code)	Must Meet NSE Requirements			

[1] Ability to purchase discounted NFR units and extended evaluation equipment
[2] Please contact your local channel account manager
[3] EMEA-only

MARKETING SUPPORT

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
Featured on Partner Locator	•	•	• [4]	
Access to Joint Marketing Programs	•	•		
Provided Qualified Leads	•	•		
Access to Marketing Campaigns	•	•		
Channel Marketing Manager	Shared	Shared	Via Distribution	Via Distribution

COMMUNICATION

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
Newsletters	•	•	•	•
Webinars	•	•	•	•
Partner Portal	•	•	•	•

[4] Silver not available in NA

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Program Requirements

SALES, MARKETING AND OPERATIONS

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
Valid Partner Agreement	•	•	•	•
Primary Business Face-To-Face Selling Model [5]	•	•	•	•
Sales Volume Requirement	Check with your Local Fortinet Office			
Provide Level 1 Support [6]	•	•	•	
Provide Level 2 Support [7]	•			
Sales Forecasting	•	•		
Lead Follow Up and Reporting	•	•		
Quarterly Business Plan and Review	•	•		
Hold Co-Marketing End User Event	•	•		

CERTIFICATIONS

	Platinum Partner	Gold Partner	Silver Partner	Authorized Partner
NSE Sales Certification 1&2	3	2	1	1
NSE Advanced Technology Sales Certification 3	1			
SE Technical Certification 4	3	2	1	
NSE Technical Certification 5	2	1		
NSE Advanced Technology Technical Certification 6	4 [8]			
NSE Technical Certification 7	1	1		
NSE Technical Certification 8	1			