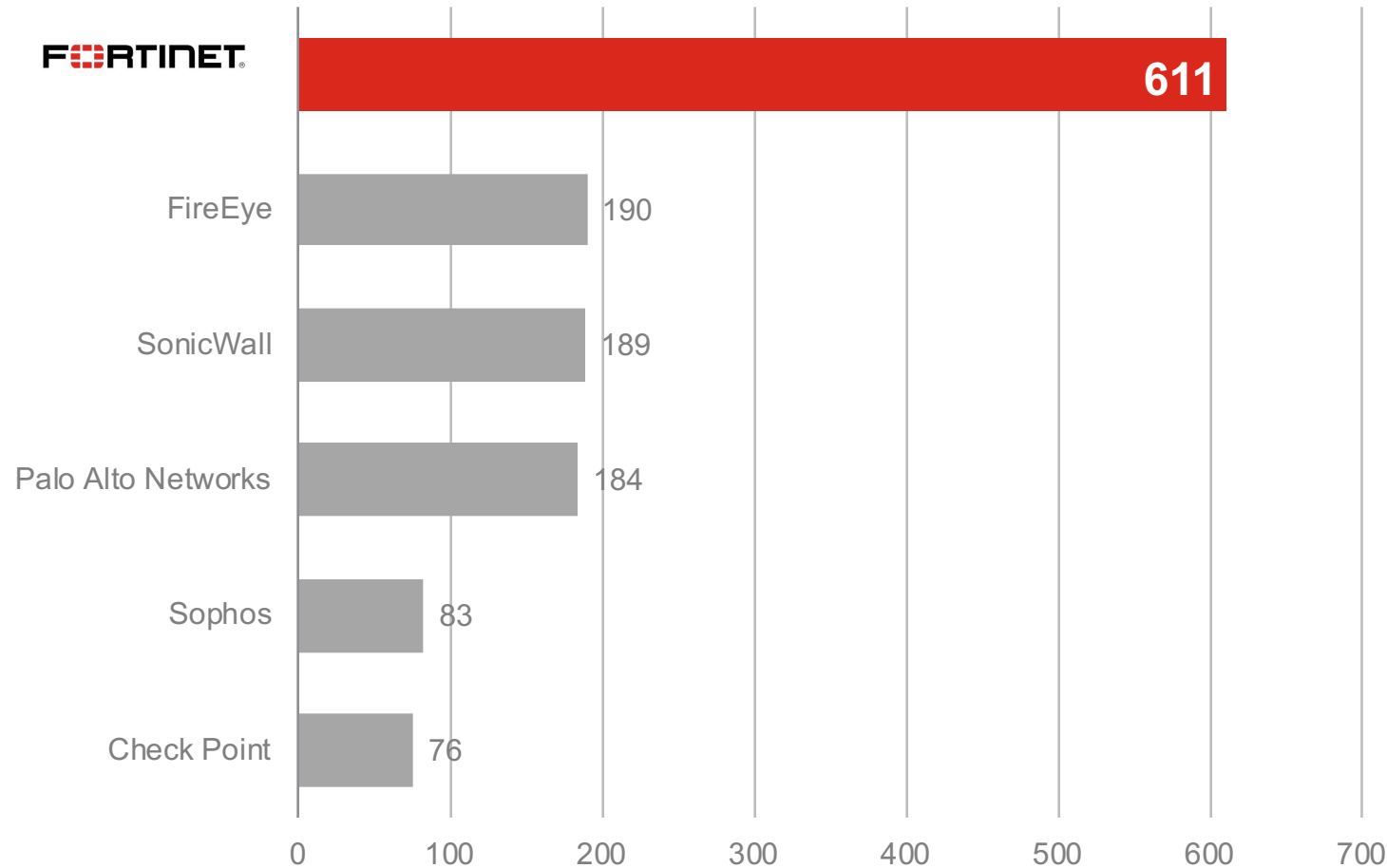




# Fortinet Security Fabric

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# Fortinet Patent Portfolio



Based on information on USPTO website on 09/30/2019

## #1 Security Innovator

Competitor data based on patents issued as listed by the U.S. Patent and Trademark Office

611 U.S. Patents

30 International Patents

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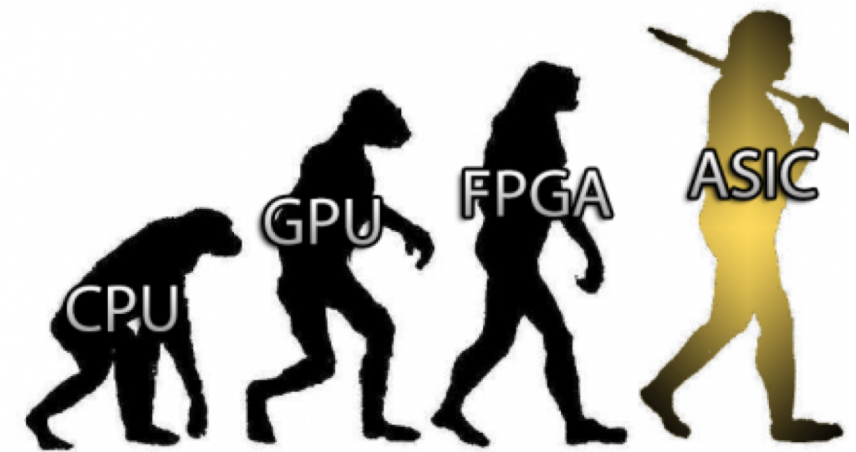
**641 Global Patents**

# Content Processor Comparison

	CP8	CP9	Intel Xeon E5*
Cost	\$ 7	< \$14	\$880
Power Consumption	3.5 W	7 W	95 W
Gate Count (Transistors)	~ 60 Million	~ 150 Millions	2270 Millions
Technology	90 nm	40 nm	32 nm

## Content Processor Advantage:

Superior Cost/Performance  
Energy Efficient



# The Security Processor Advantage

Specification	FortiGate 60F (SoC4 ASIC)	Industry Average*	Security Compute Rating	Palo Alto Networks PA 220	Check Point 1550 Security Gateway	Cisco Meraki MX 67	VMware VeloCloud 520V	Cisco Viptela vEdge 100
Firewall	10 Gbps	0.65 Gbps	15x	0.5 Gbps	1 Gbps	0.45 Gbps	N/A	N/A
IPSEC VPN	6.5 Gbps	0.38 Gbps	17x	0.1 Gbps	1.3 Gbps	0.2 Gbps	0.2 Gbps	0.1 Gbps
Threat Prevention	0.70 Gbps	0.18 Gbps	4x	0.15 Gbps	0.45 Gbps	0.3 Gbps	N/A	N/A
SSL Inspection	0.75 Gbps	0.065 Gbps	11x	0.065 Gbps	N/A	N/A	N/A	N/A
Concurrent sessions	700,000	15,000	47x	64,000	14,000	N/A	N/A	N/A

## Fortinet SPU-based Parallel Path Processing



Flexible Policy



Accelerates Network Traffic



Accelerates Content Inspection

## Fortinet System-on-a-Chip

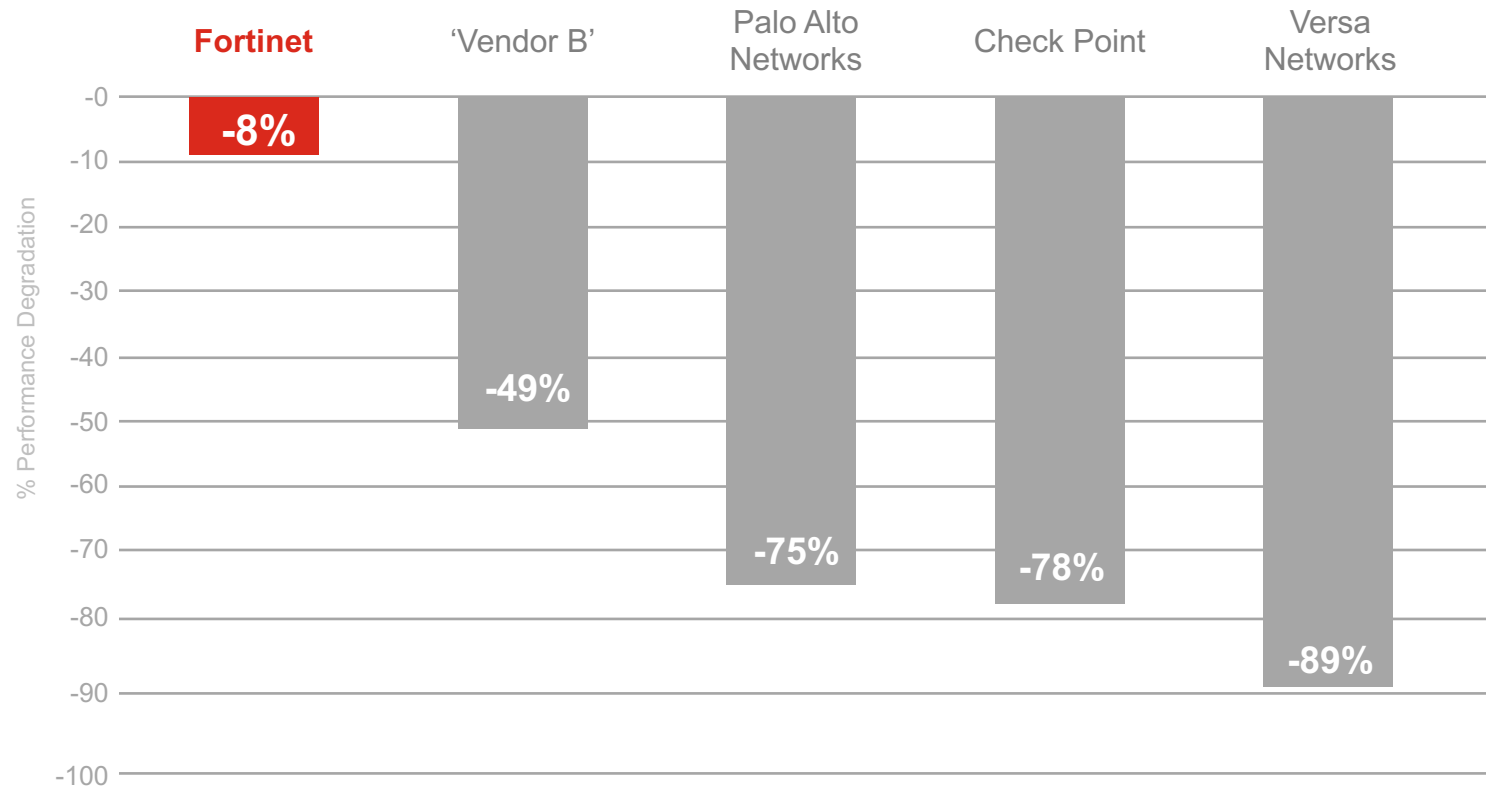


Optimized for Entry-level Form Factors



# The Security Processor Advantage

## Performance Impact of SSL Inspection



Source: NSS Labs Next Generation Firewall Comparative Report, July 17, 2019

### Fortinet SPU-based Parallel Path Processing



Flexible Policy



Accelerates  
Network Traffic



Accelerates  
Content Inspection

### Fortinet System-on-a-Chip



Optimized for  
Entry-level Form  
Factors

# A Leader in Network Security

Figure 1. Magic Quadrant for Enterprise Network Firewalls

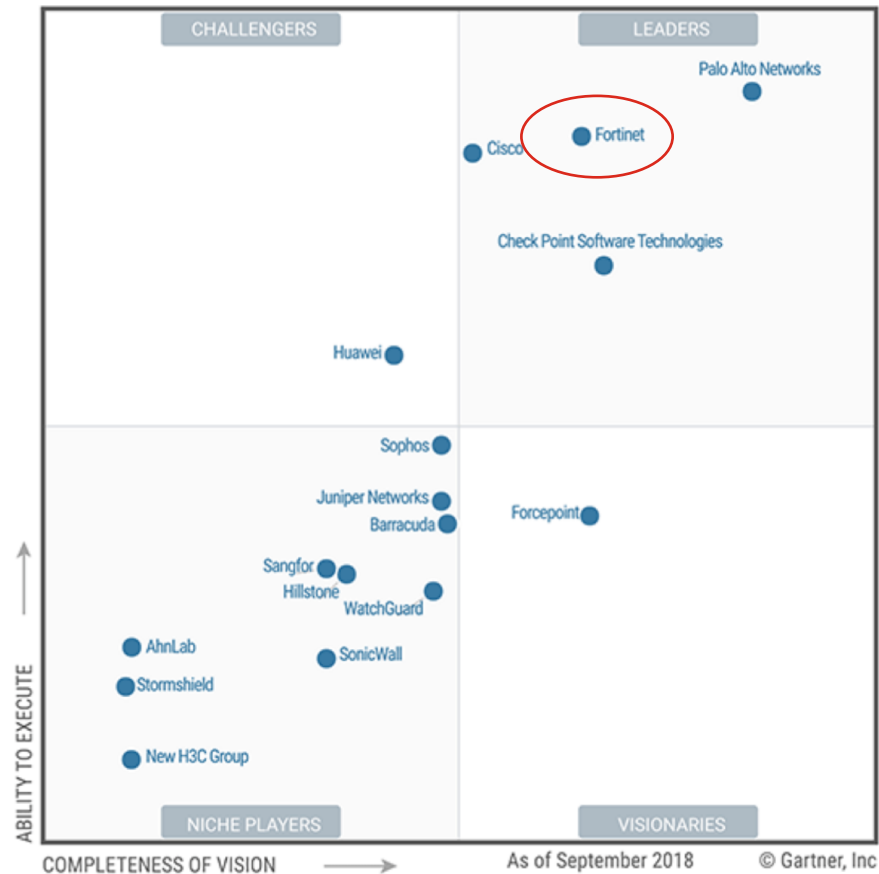


Figure 1. Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls)



Gartner Magic Quadrant for Enterprise Network Firewalls, Adam Hills, Jeremy D'Hoinne, Rajpreet Kaur, 4 October 2018  
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Gartner Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls), Rajpreet Kaur & Claudio Neiva, 20 September 2018  
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# Gartner's 2019 Magic Quadrant for Network Firewalls

Figure 1. Magic Quadrant for Network Firewalls



## Fortinet Recognized as a Leader in this Magic Quadrant

## Marks 10th time in a row that Fortinet is in the Magic Quadrant for Network Firewalls

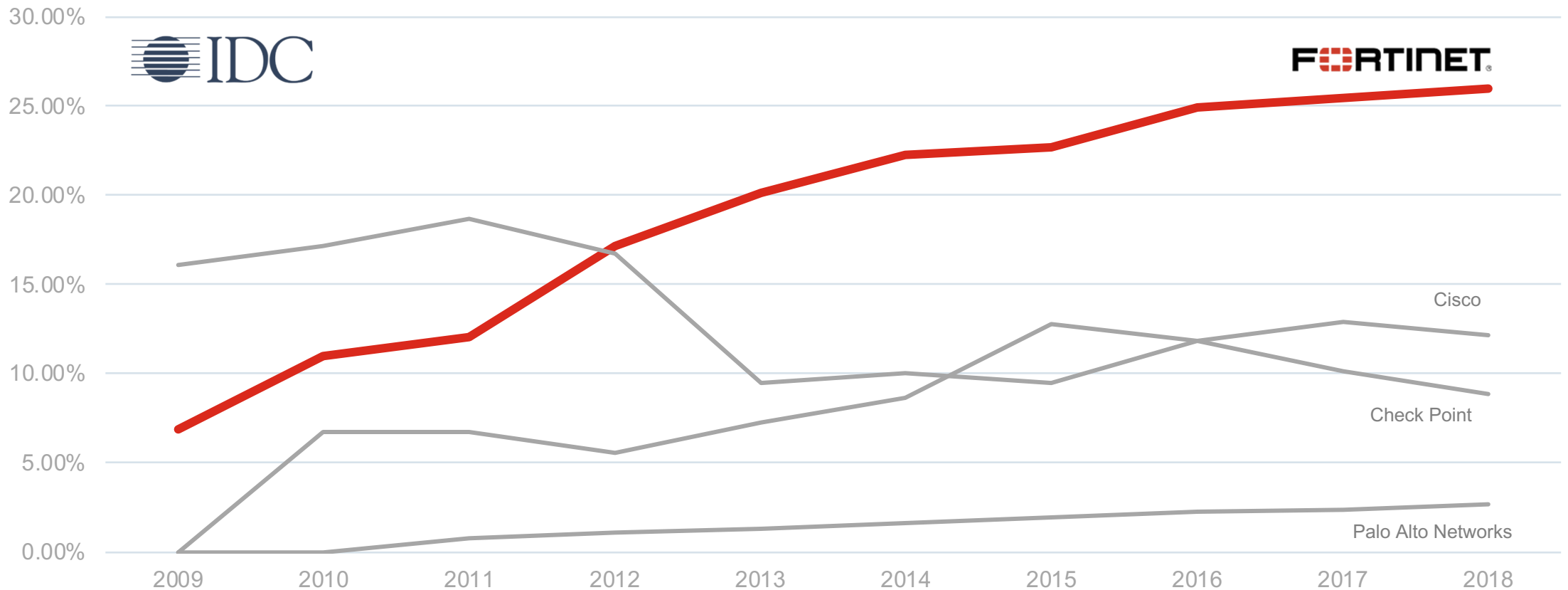
Gartner Magic Quadrant for Network Firewall, Rajpreet Kaur, Adam Hills,, Jeremy D'Hoinne, John Watts, 17, September 2019. This report was previously titled the Magic Quadrant for Enterprise Networks Firewalls

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fortinet

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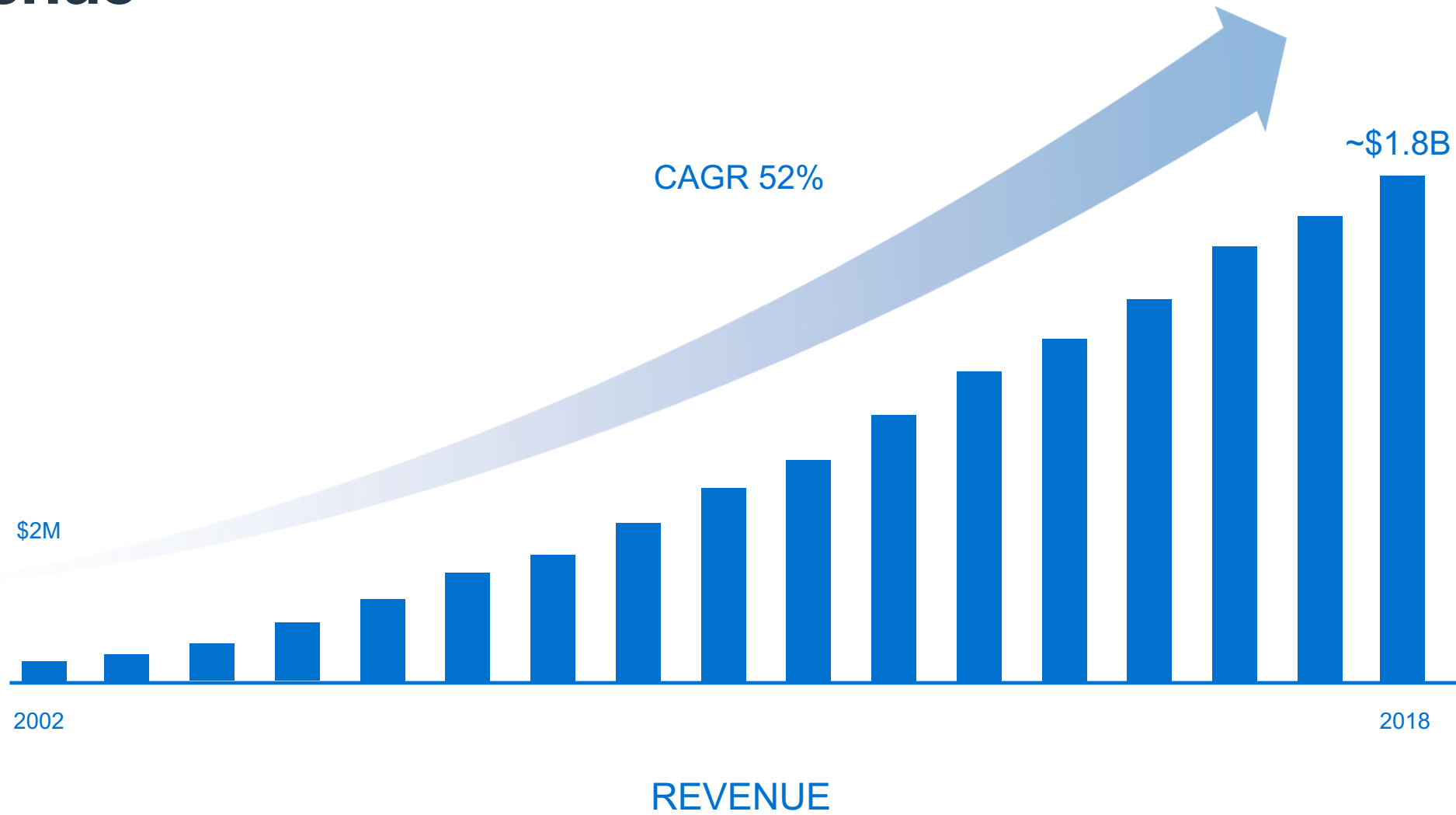
Source: Gartner (September 2019)

# Fortinet - #1 Most Adopted Network Security Solution



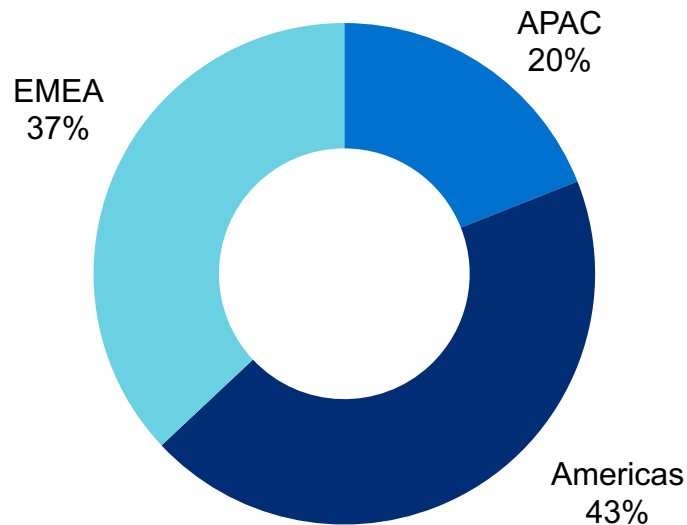
Source: IDC Worldwide Security Appliance Tracker, March 2019 (based on annual unit shipments of Firewall and UTM appliances)

# Revenue

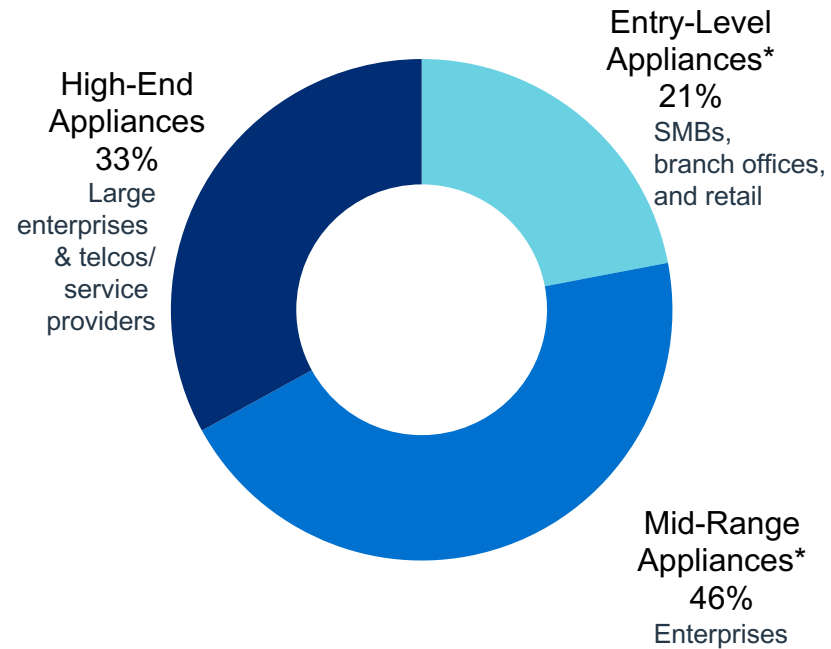


# Q3 2019

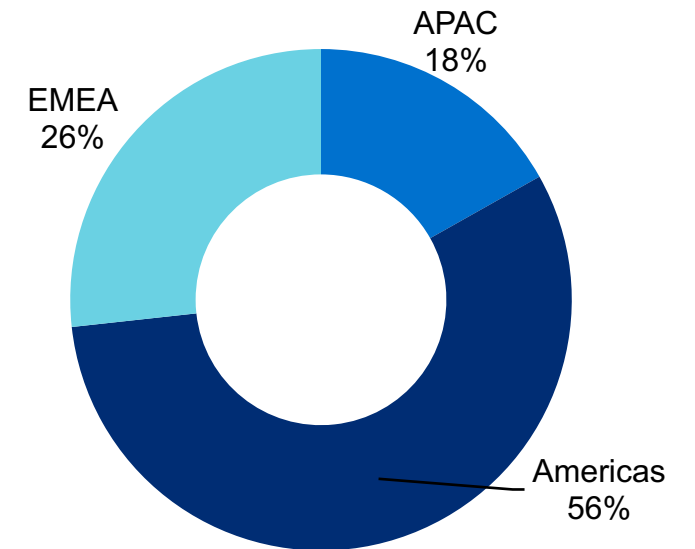
## Revenue By Region



## FortiGate Billings by Segment

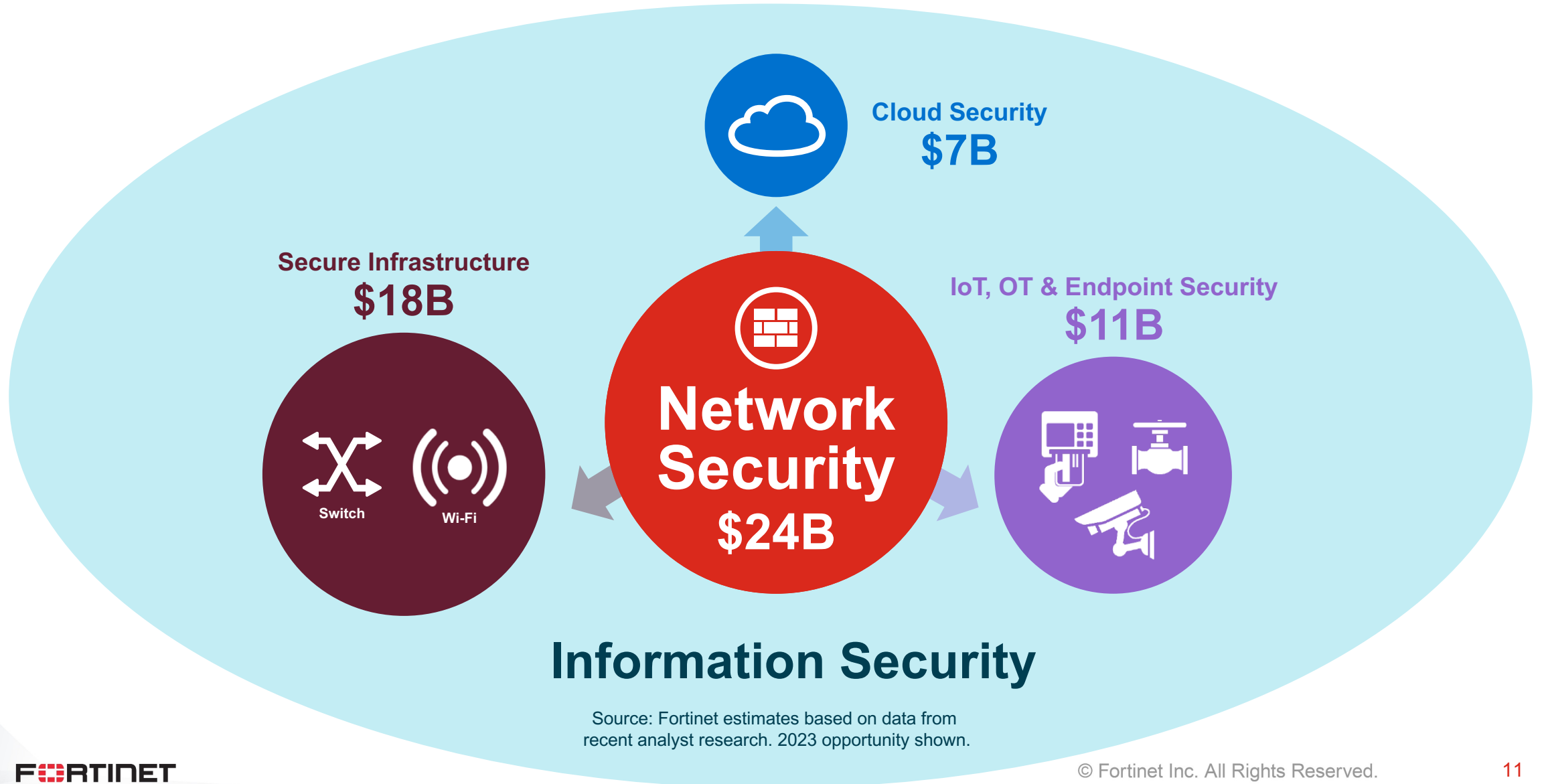


## Employee Cost by Region



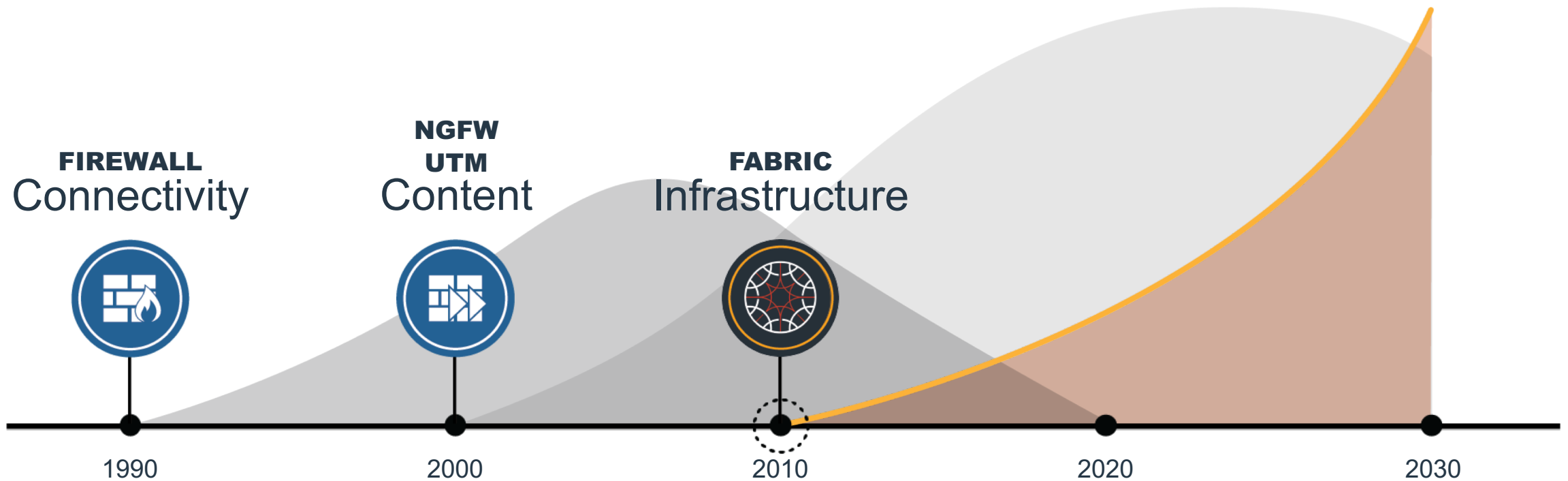
\* FortiGate 100 series revenue now classified as Mid-range

# Fortinet Focus on 4 Security Markets



# Network Security Evolution

1<sup>ST</sup> GENERATION → 2<sup>ND</sup> GENERATION → 3<sup>RD</sup> GENERATION





# Fortinet Security Fabric

## BROAD

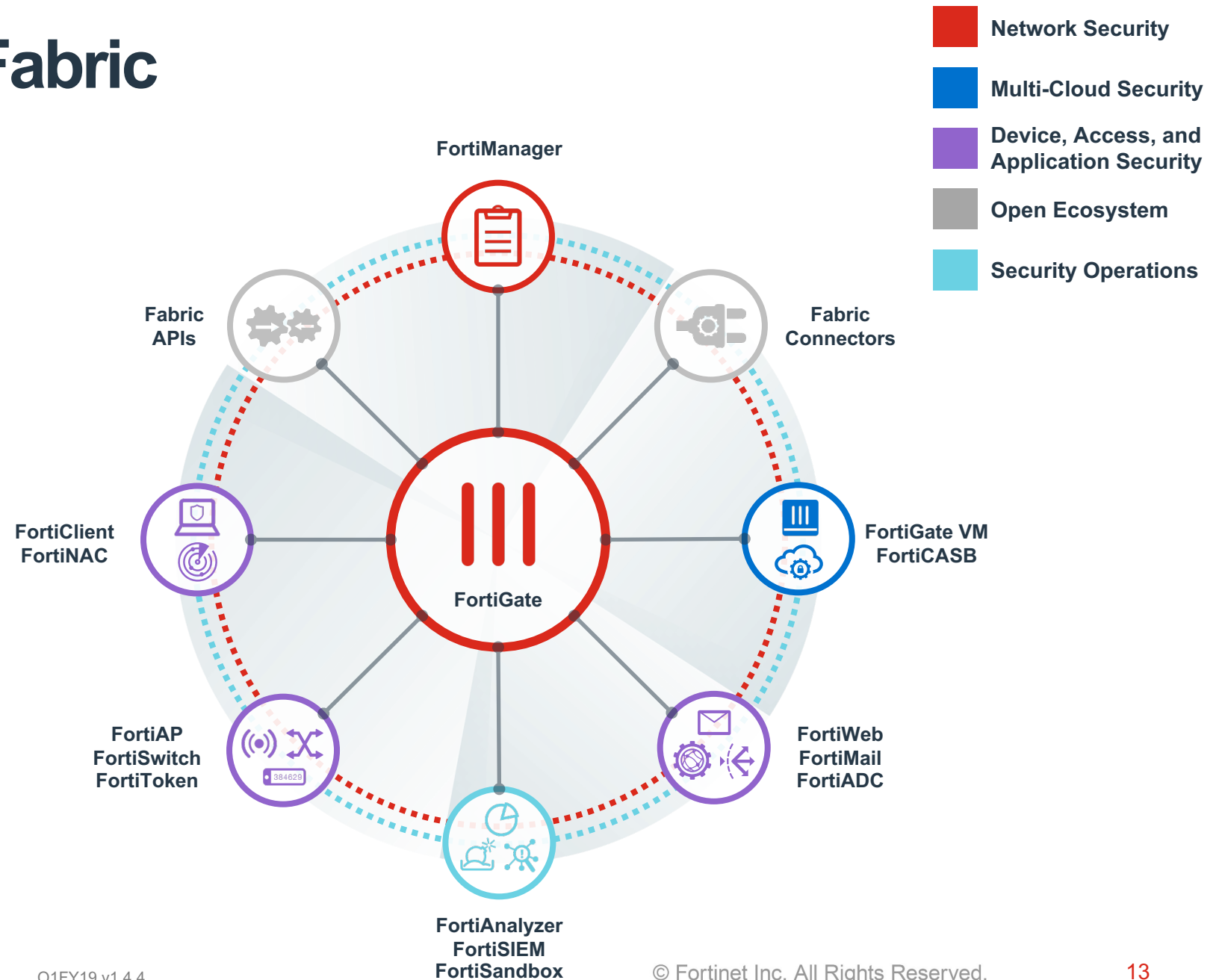
Visibility of the entire digital attack surface

## INTEGRATED

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

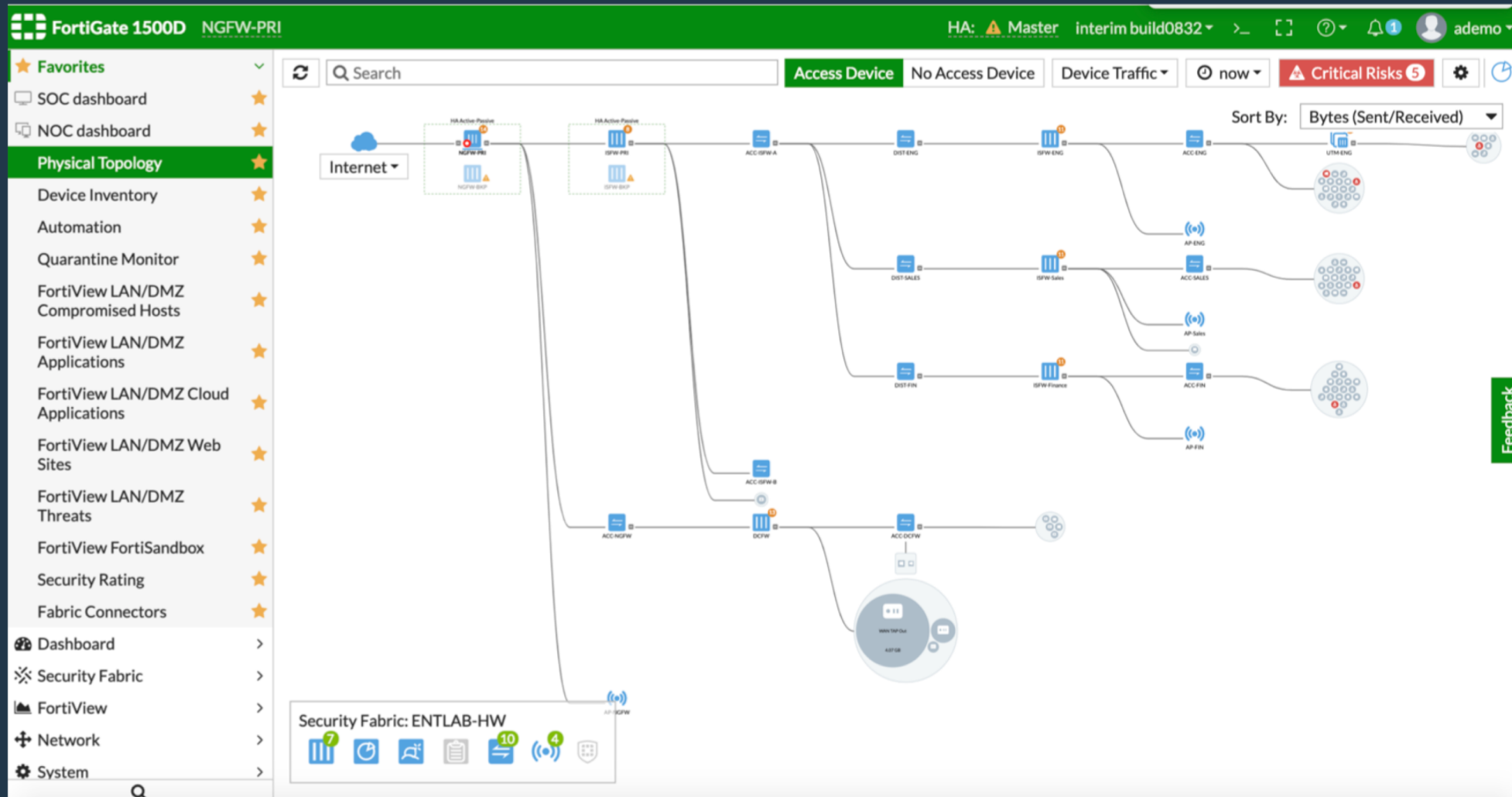
## AUTOMATED

Operations, orchestration, and response



# Security Fabric Demo

FOS 6.2 Based



# NSS Labs 3rd-Party Certifications

## Most Recent Test Results

9 NSS Labs Recommendations

Palo Alto Networks

4

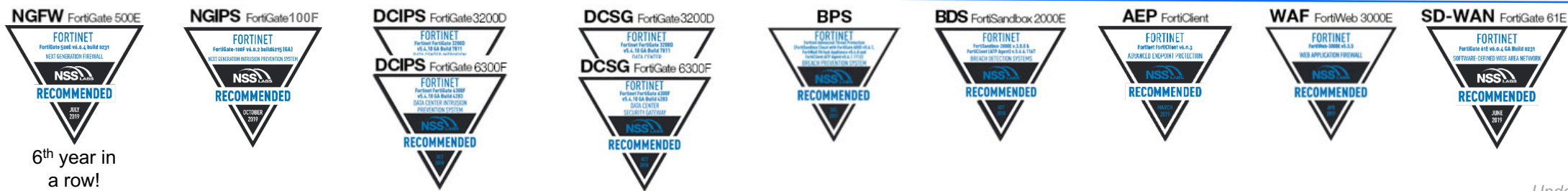
Check Point

3

Cisco

2

# 9 Recommendations



Updated October 30, 2019

# Unparalleled 3<sup>rd</sup> Party Validation

■ Recommended / Certified
 □ Neutral
 ■ Caution
 ○ Undisclosed
 X – did not participate

CERTIFICATION	Fortinet	Check Point	Cisco	Palo Alto Networks	Juniper	FireEye
NSS Next-Gen Firewall	■	■	○	■	○	x
NSS DC Security Gateway	■ ■	■	■	■	■	x
NSS Next-Gen IPS	■	x	○	■	○	x
NSS DC IPS	■ ■	x	■	x	x	x
NSS Breach Detection	■	x	■	x	x	■
NSS Breach Prevention	■	■	■	■	■	x
NSS WAF	■	x	x	x	x	x
NSS Advanced Endpoint	■	■	■	○	x	x
NSS SD-WAN	■	x	x	x	x	x
ICSA ATD – Sandbox	■	x	x	x	■	x
ICSA ATD – Email	■	x	x	x	x	x
ICSA Network Firewall	■	■	x	■	x	x
ICSA Network IPS	■	x	x	x	x	■
ICSA Anti-malware Network	■	x	x	x	x	x
ICSA WAF	■	x	x	x	x	x
Virus Bulletin 100	■	x	x	x	x	■
Virus Bulletin Spam	■	x	x	x	x	x
Virus Bulletin Web	■	x	x	x	x	x
Common Criteria	■	■	■	■	■	■
FIPS	■	■	■	■	■	■
UNH USGv6/IPv6	■	■	■	■	■	x

# Fabric Solution Spotlight – SD-WAN

## Products

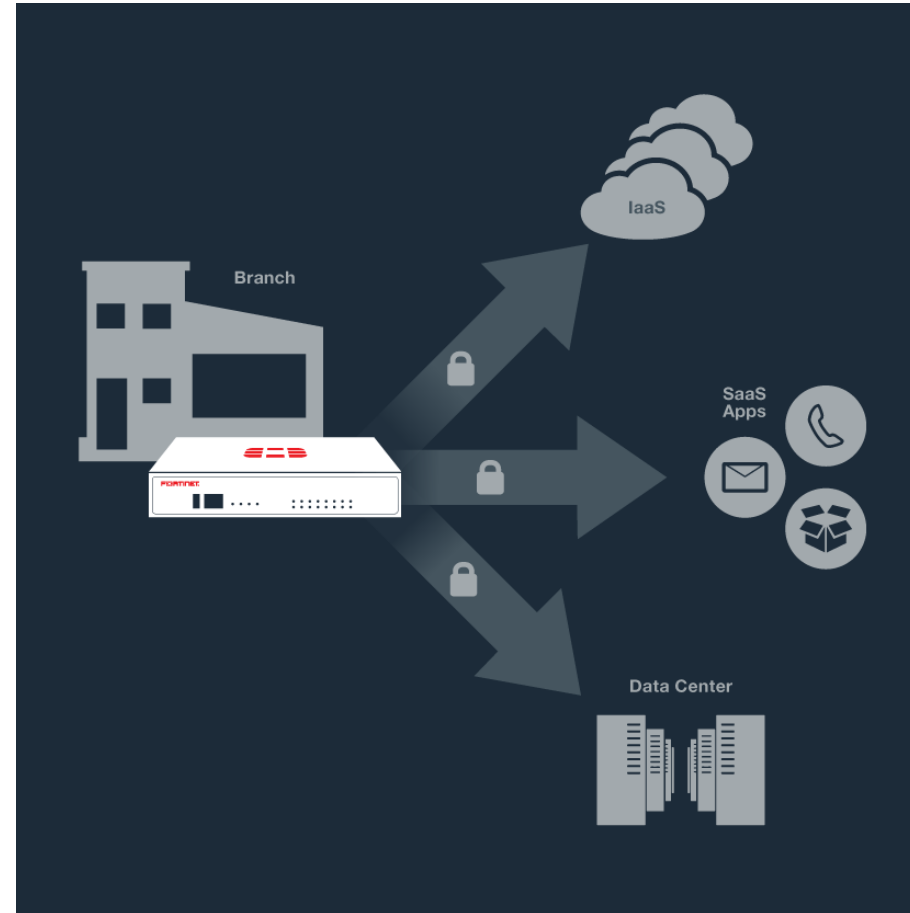
- FortiGate Next-Generation Firewall
- FortiManager

## Key Features

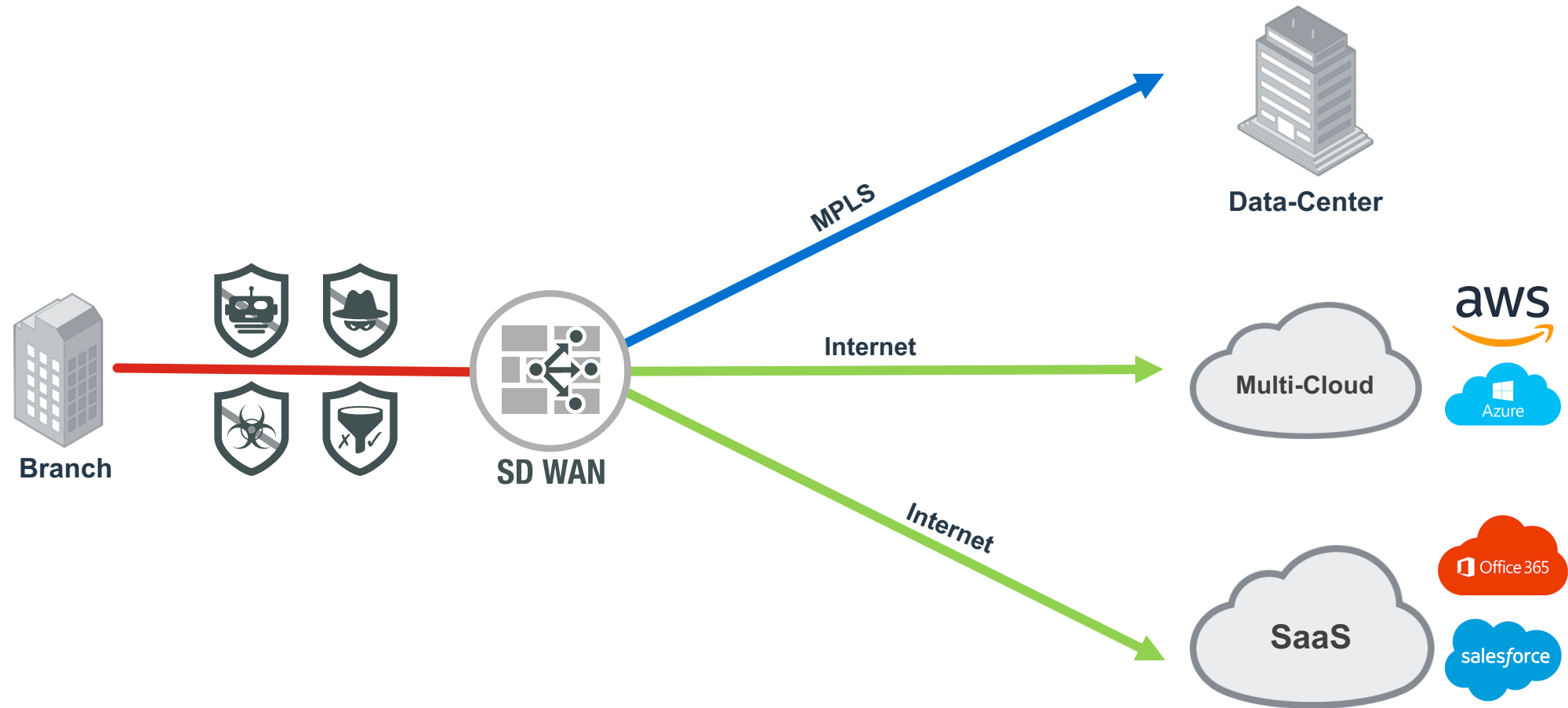
- Intelligent Multi-Path Control
- WAN Path Remediation
- Optimized cloud on-ramp for SaaS and IaaS applications
- Single-pane-of-glass management with Zero-Touch Provisioning
- Transport Independence (4G, LTE, Broadband, MPLS...)

## Benefits

- High user Quality of experience
- Reduced WAN costs by 40% or more
- Lower TCO, 8X better than competitive offerings
- Reduced complexity and simplified operations
- Secure Internet access at branch sites



# FortiGate Secure SD-WAN Provides Instant ROI Benefits



Reduce WAN Cost

Business Application Centric

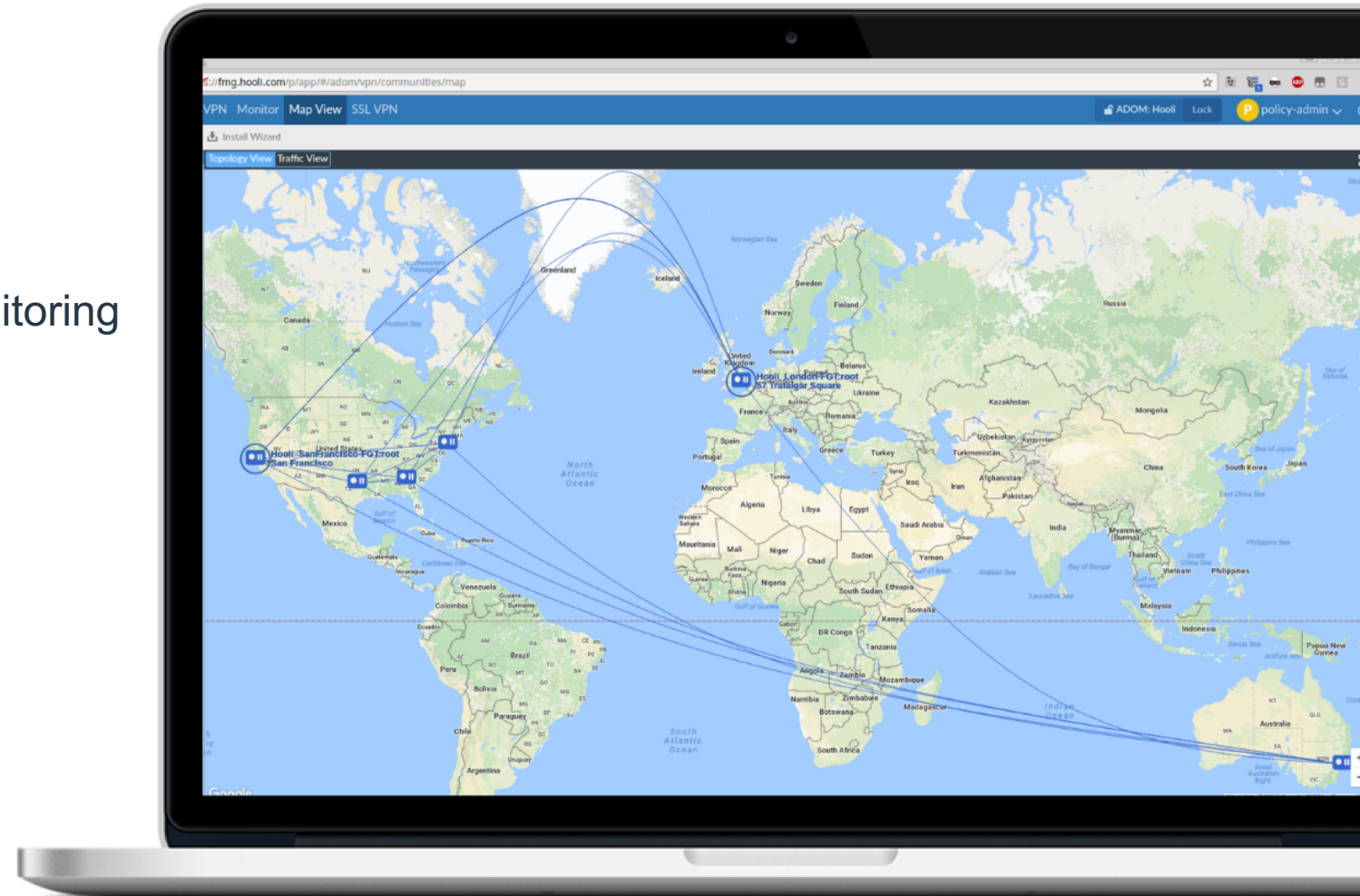
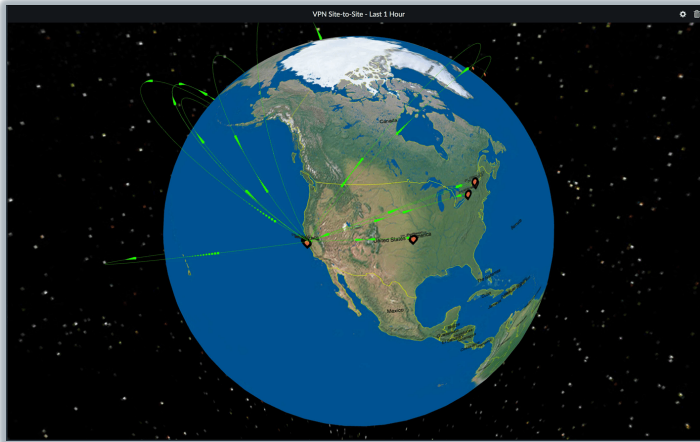
Improves Security Posture

# Single Pane of Glass Management

## Simplify Operations for WAN Edge

### FortiManager - Single Pane of Glass Management

- VPN Visibility and Management
- NOC Dashboard and simple central monitoring
- SD-WAN Interface & SLA Monitoring







FortiGate, FortiOS,  
Fortinet SPU

NGFW  
Secure SD-WAN  
IPS  
SWG



FortiManager



FortiAnalyzer  
FortiSIEM  
FortiSandbox



FortiClient & EMS  
FortiNAC



FortiAP, WLC/WLM  
FortiSwitch  
FortiToken

SD-Branch



FortiMail  
FortiWeb  
FortiADC



Public Cloud VM  
Private Cloud VM  
FortiCASB  
FortiCWP



Fabric Connectors



[NEW]  
FortiDeceptor



[NEW]  
Fortisolator



[NEW]  
FortiSOAR



[NEW]  
FortiEDR (enSilo)



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