FORTINET

COMPETITIVE BATTLECARD-PARTNER

SOLUTION AREAS: NETWORK SECURITY, MULTI-CLOUD SECURITY, ENDPOINT SECURITY, EMAIL SECURITY, WEB APP SECURITY, SECURE UNIFIED ACCESS, ATP, MANAGEMENT/ANALYTICS

OVERVIEW

Fortinet's Security Fabric Architecture provides:

BROAD Visibility & Protection of the Digital Attack Surface

INTEGRATED Detection of Advanced Threats

AUTOMATED Response & Continuous Trust Assessment

TARGET VERTICALS

ALL!

KEY DIFFERENTIATORS

- Security fabric offering gives customers the only true fully-integrated security solution on the market. Fabric-ready partners let customers leverage existing products, while still realizing the benefits of the fabric.
- Gartner Magic Quadrant: Enterprise Network Firewall, UTM, Wired and Wireless LAN, Endpoint Protection Platform, Web Application Firewall, SIEM
- The most NSS Labs "Recommended" ratings (9 products in 7 tests)
- ASIC Technology – purpose-built to radically boost performance and scalability. Fastest NGFW in existence with 6000F series.

TARGET CONTACTS AND PITCHES

CIO – Works with existing solutions, strong contact to get buy-in

CTO – Focused on introducing new technologies, review all-in-one solution

CSO/CISO – Business leader, pitch consolidation and capabilities

Chief Compliance Officer/Chief Medical Officer – Decision-maker for compliance, explain automated reporting capabilities

Network/Security Admin – Pitch the capabilities inherent in one box

SALES PITCH

Fortinet is the only company with security solutions for network, endpoint, application, data center, cloud, and access points designed to work together as an integrated and collaborative Security Fabric.

- Scalable solutions that grow with your network (or traffic)
- Integration for shared intelligence, single-pane-of-glass visibility and management
- Automation saves time and resources and enables faster response to threats
- Covers entire attack surface from IoT to the data center to the cloud
- No-per seat licensing and device consolidation provide for cost savings without sacrificing performance
- High throughput: world's fastest firewall
- IPv6 capable

QUICK COMPANY STATS

340,000+ customers, including:

90 of S&P Global 100

77 of Fortune 100

10 of the top 10 Fortune Telecom Companies

9 of the top 10 Fortune Retail and Commercial Banks

7 of the top 10 Aerospace and Defense

3.6+ million units shipped to date – more than any other network security vendor

Heavily R&D focused, proprietary technology enables, higher performance, cutting edge solutions - **4x** more patents than any other security vendor

COMPETITIVE LANDSCAPE

Palo Alto Networks	Check Point	Cisco
■ Falls short on performance ■ Limited application visibility ■ TCO not competitive	■ Falls short on performance ■ High latency issues ■ High TCO & complex licensing	■ Doesn't participate regularly in third party testing – unable to show levels of security effectiveness ■ Doesn't offer a full wireless or WAN optimization solution for SMB, branch, or retail distributed locations ■ Higher TCO in data center, enterprise, and branch offices

AREAS OF FOCUS

NETWORK SECURITY - PROTECTING THE NETWORK FROM KNOWN AND UNKNOWN THREATS

Next-Generation Firewalls (NGFWs) provide increased visibility and control over the applications, users, and threats on the network. FortiGate NGFWs include IPS, anti-malware, VPN, WAN optimization, web filtering, application control, and a Wi-Fi controller in a single platform for reduced complexity, ease of management, and lower TCO.

Deployments:

- FortiGate Enterprise Firewall
- FortiGate Enterprise Firewall IPS – Intrusion Prevention System
- FortiGate Enterprise Firewall SWG – Secure Web Gateway

Qualifying Questions:

- Do your current web filtering/IPS services meet your needs?
- Is your current firewall able to keep up with the increasing traffic on your network – without performance impact – even with all controls turned on e.g., SSL inspection?

MULTI-CLOUD SECURITY - PROTECTING THE EXPANDED ATTACK SURFACE ACROSS PRIVATE CLOUD, PUBLIC CLOUD, AND SAAS

Fortinet's Multi-Cloud Security solution provides superior visibility, protection, and control across the expanded cloud attack surface. A Security Fabric–centric approach enables single-pane-of-glass visibility across multiple private clouds, public clouds, and SaaS applications.

Products:

FortiGate Virtual Firewall

FortiCASB – Cloud Access Security Broker

Qualifying Questions:

- Are you using more than one type of cloud: public, private, hybrid, SaaS?
- Are you trying to secure multiple clouds and SaaS apps with siloed security?
- Do you have visibility into what's going on in and across your clouds?

WEB APPLICATION SECURITY - PROTECTING WEB APPLICATIONS FROM THREATS TARGETING KNOWN AND UNKNOWN EXPLOITS

Unprotected web applications are easy entry points for hackers to exploit. The FortiWeb web application firewall uses the latest intelligence to protect web applications from sophisticated attacks.

Product:

FortiWeb - Web Application Firewall

Qualifying Questions:

- Does your current solution act according to the latest application vulnerabilities, bots, suspicious URL and data patterns?
- Does it include layer 7 load balancing and accelerated SSL offloading for more efficient application delivery?

ADVANCED THREAT PROTECTION (SANDBOXING) - DETECTING INTRUSIONS THAT HAVE EVADED CONVENTIONAL, ESTABLISHED DEFENSES

With the increase in volume and sophistication of threats, sandboxes are becoming a critical component of network security. Fortinet delivers sandboxing as an integrated feature of established security technologies already in place across network, email, web application, and endpoint inspection points. Not only can this ensure that almost all malware gets routed for inspection, but, once detected, new intelligence about unknown malware can be returned for automated response and improved protection.

Product:

FortiSandbox – Advanced Threat Sandboxing and Quarantine

Qualifying Questions:

- How do you currently ID and protect against advanced malware on your networks?
- How are you mitigating your exposure to possible consequences of a data breach?
- Are you planning to add advanced malware protection and mitigation (sandboxing) to your existing environment?

ENDPOINT SECURITY - DETECTING AND BLOCKING MALICIOUS OBJECTS FROM WEB, EMAIL, NETWORK, AND PERSONAL STORAGE TARGETING ENDPOINT DEVICES

Fortinet's Endpoint Security integrates a next-generation Endpoint Protection Platform (EPP) with Fortinet's Security Fabric to deliver both real-time actionable intelligence and visibility. It also automates threat response for exploit-driven attacks as well as advanced malware across various OS-based devices, on- or off-premises.

Product:

FortiClient – Next-Generation Endpoint Protection Platform

Qualifying Questions:

- Does your endpoint protection have the latest threat intelligence?
- Do you know what IoT devices are connected to your network? Do you have IoT controls?

SECURE UNIFIED ACCESS - PROVIDING SECURE USER/ADMIN CONNECTIVITY TO FORTINET SECURITY FABRIC FUNCTIONALITIES

Securing your business communications, personally identifiable information (PII), and mobile devices requires much more than access control, because typical Wi-Fi solutions only address connectivity and access security. Fortinet's secure access solutions do both, delivering comprehensive security and application control for secure Wi-Fi.

Products:

FortiAP – Access Point

FortiSwitch – Switching Infrastructure

FortiAuthenticator – Identity and Access Management

FortiToken – Identity and Access Management

FortiWLC – Wireless LAN Controller

FortiWLM – Wireless Manager

Qualifying Questions:

- How much time does your IT staff spend provisioning and managing network access for guests or employees' personal devices?
- Do you have business-critical or life-critical applications that must receive priority delivery over the network?

MANAGEMENT AND ANALYTICS - SEE AND MANAGE FORTINET & PARTNER PRODUCTS FOR SMOOTH OPERATION, INSIGHT, AND LOWER TCO

Seeing and understanding threats and events throughout the network is a big challenge for enterprises with disparate security products. Fortinet solutions for logging and reporting, SIEM, and centralized security management pull data from your Fortinet and Fabric-Ready security products, giving you the visibility to efficiently manage security processes and automate responses.

Products:

FortiManager – Central Security Management

FortiAnalyzer – Central Logging and Reporting

FortiSIEM – Secure Information and Event Management

Qualifying Questions:

- How do you currently see and understand security events that occur in different areas of your network?
- How do you create compliance reports?
- Can you get integrated NOC and SOC reports?

For more information, visit our Partner Portal:

partnerportal.fortinet.com