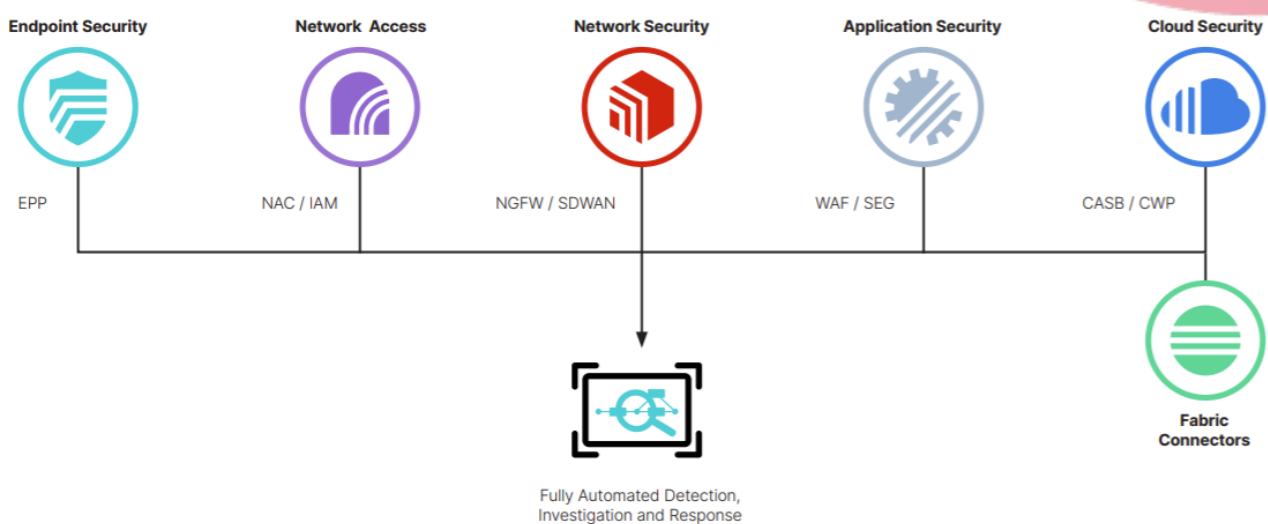# When security posture meets operational efficiency

## The current MSSP landscape

For years, organizations have added new cybersecurity products to address new cybersecurity threats. However, they have become overwhelming as a whole to be managed, monitored, and acted upon by **overburdened security teams**. This is where FortiXDR from Fortinet comes in.

## What is FortiXDR?

It's the broad range of Fortinet security controls **deployed across your organization** feed information into a **centralized normalization layer**. From there, analytics are applied to detect potential high-risk incidents and kick off investigation classification. Finally, response actions can be predefined to handle the appropriate remediation and response. This process can be **fully automated**, detecting and mitigating attacks that might otherwise be lost in the volume of alerts and **easing the burden on security staff.**



| Endpoint Security | Network Access | Network Security | Application Security | Cloud Security |
|---|---|---|---|---|
| EPP | NAC / IAM | NGFW / SDWAN | WAF / SEG | CASB / CWP |

Fully Automated Detection, Investigation and Response

Fabric Connectors

## Start buying your MSSP technology as a subscription with **X-OD**

**1** **Streamline cashflow** and buy your technology as a monthly and quarterly subscription

**2** **Accelerate sales cycles** by leveraging off-the-shelf X-OD offers designed for MSSPs

**3** **Increase stickiness** by providing customers with solutions completely adapted to their requirements

**The X-OD platform lets you build offers, buy and manage subscriptions in a simple and user-friendly way**

**Use case: FortiEDR Protect & Respond and XDR + FortiAnalyzer**

### Traditional

### €339K
Upfront

- FortiEDR Protect & Respond and XDR Cloud Subscription and 24x7 FortiCare for 2,000 endpoints (3 YR)

- Hardware plus 24x7 FortiCare and FortiAnalyzer Enterprise Protection (3 YR)

### X-OD

### €10K
per month

- FortiEDR Protect & Respond and XDR Cloud Subscription and 24x7 FortiCare for 2,000 endpoints

- Hardware plus 24x7 FortiCare and FortiAnalyzer Enterprise Protection

X-OD can adapt and offer any SKU from Fortinet
*Prices are approximations from public end-user pricing and should not be taken as quote or final
*Currencies available: EUR, GBP, USD