

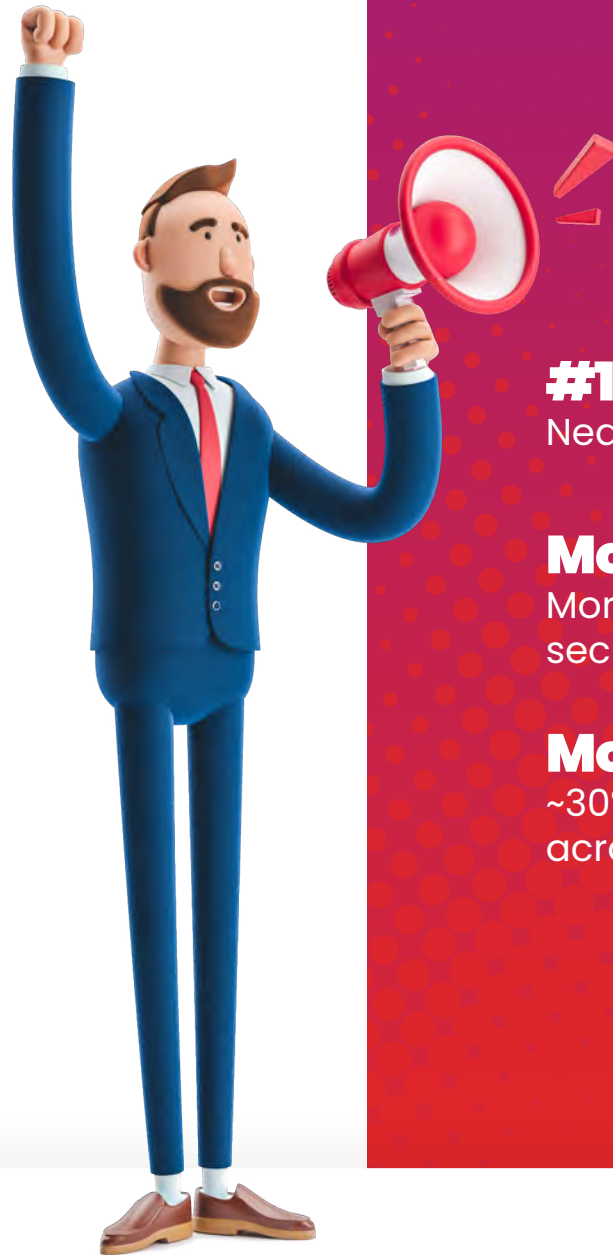
# SMB Solution



Source: Why Fortinet Guide, Fortinet partner portal

# Who is Fortinet?

**#1 Cybersecurity  
Company in the World**  
**Leading Every Evolution  
of Cybersecurity**



## **#1 Cybersecurity Innovator**

Nearly 3x more patents than our nearest competitor

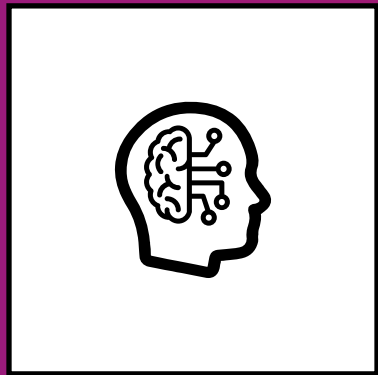
## **Most 3rd Party Validated**

More tested and proven than any other network security vendor

## **Most Deployed NGFW**

~30% of Global Firewall Shipments and counting across industries

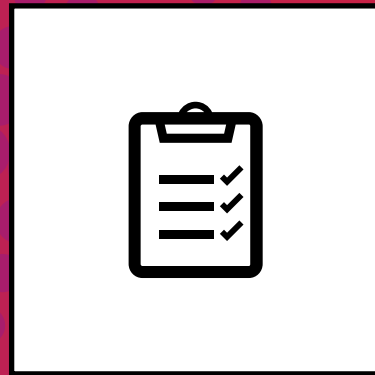
# SMB Customer Challenges



**Complexity**



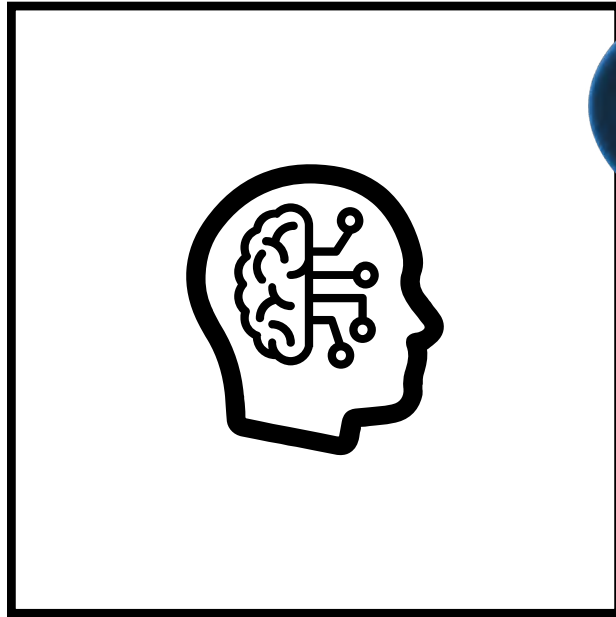
**Advanced Threats**



**Value & ROI**



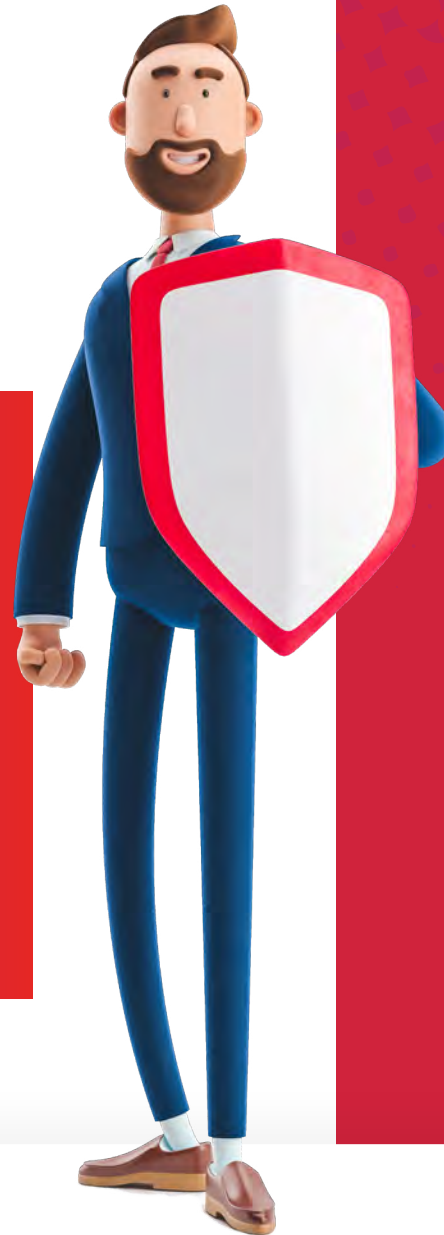
# SMB Customer Challenges



## Complexity

- Attack surface is expanding and becoming harder to maintain V&C
- Handling more valuable data
- Lack staff to manage best-of-breed and remote locations
- Managing disparate and poorly integrated solutions
- Aggregating reporting / logs
- Responding to conflicting alerts

# SMB Customer Challenges



## Advanced Threat

- Attack tech easier to use and consume
- SMBs are handling more mature data and sharing like enterprises
- Attackers know SMB not as many resources to stop and security not as high priority
- When business shifts, security falls away
- SMBs unsure whether existing security is effective

# SMB Customer Challenges



## Value & ROI

- High powered firewalls are pricey
- Unsure who to believe for SMB use-case
- Consumer-grade tools unable to meet future growth needs (performance/function)

# Questions That Come to Mind



## Complexity

### SMBs are consuming more tech

- How well have you been able to maintain V&C through the shift?
- We're hearing a lot of issues and worry around endpoint hygiene, how are you handling?
- How many different security and networking vendors are you trying to integrate? Across how many locations?



## Advanced Threats

### SMBs targeted with more sophisticated threats

- Others are seeing more sophisticate malware starting to come through and are evading detection – how do you feel?
- How do you vet your security to know it's working?
- How much time do you have to spend checking and working on firewall administration?



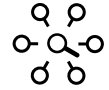
## Value and ROI

### High costs for performance

- When you were originally comparing vendors, did you look at Fortinet's price and performance benchmarks?
- Why didn't you choose Fortinet? Willing to take another look?



# Business Challenges



**Performance & Security**



**Visibility & Control**



**Maximising Resources**



# Fortinet Solutions

Fortinet routinely performs multiple times faster than similarly priced competitors without sacrificing security

Year after year, Fortinet is validated by third parties as one of the leading network security vendors on the market

Fortinet boasts the broadest, most integrated security platform on the market with products designed to work together

Fortinet is consistently recognised by industry leaders and analysts including Gartner and NSS Labs as a leader in cybersecurity and has higher performance than similarly priced competitor devices



# Business Opportunity

**43%**

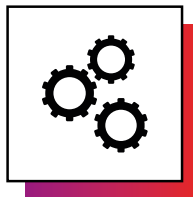
of cyber attacks target SMBs

**89%**

of SMBs consider cybersecurity a top priority



Fortinet SMB Security Solutions provide a path to **complete protection** that delivers clear return on investment without sacrificing security integrated security platform on the market with products designed to work together



SMBs can take advantage of **tight integration, automation, and visibility** across the entire cybersecurity footprint to improve effectiveness, reduce cycles, and scale as the company grows



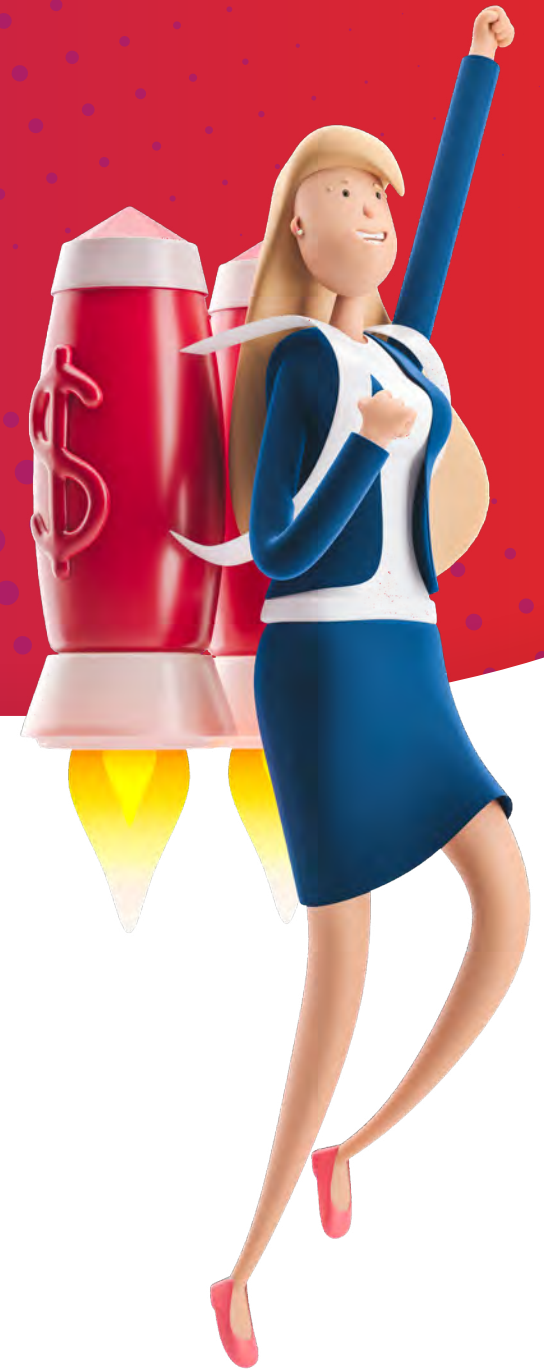
# Our Mission

With Fortinet, we can deliver complete protection, everywhere you need it.

And we're designed to maximise simplicity without sacrificing the important capabilities and performance you need to grow.

## We deliver this through:

- 1.** A complete cloud-managed networking and security platform for lean IT teams
- 2.** With proven security that automatically adapts to changing business requirements and threats but doesn't sacrifice performance
- 3.** At a price point designed to allow any size business to get the solution they need to handle modern challenges like shifting to a hybrid workforce



# You Need a **Smarter Approach**

**Intelligent enough to handle  
modern threats and requirements...**

**built to maximise limited resources**



**Consolidated  
Management**

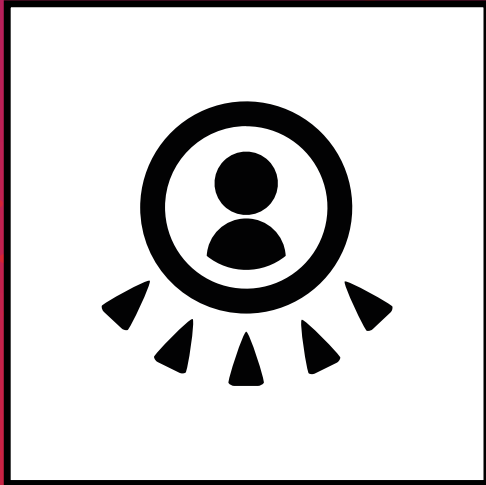
---

**Proven Security**

---

**Maximum Value**

# Consolidated Management



A complete cloud-managed networking and security platform for lean IT teams



## Unified visibility control

of all your Switches, APs, Firewalls and SD-WAN into a **single device**, the **FortiGate NGFW**

---

## Intent-based policies

maintain consistency with policies built around users, devices and applications that easily scale and adapt when things change

---

## Centralised cloud-management

gives you the freedom to manage and troubleshoot any device, anytime, from anywhere and save money by eliminating onsite IT staff at remote locations

# Consolidated Management

A complete cloud-managed networking and security platform for lean IT Teams

## Maintain consistency with intent-based policies built around users, devices and applications that easily scales and adapts when things change

- Intent based policies and segmentation allow you to start building towards a zero-trust network
- Integrated endpoint and network visibility enables you to control endpoint hygiene and network access based on risk
- Build an adaptive hybrid environment with network access controls based on endpoint risk

## Simplify management by consolidating visibility and control of all your Switches, APs, NGFWs and SDWAN into a single device, the FortiGate NGFW

- Modernise policy management by merging control of networking and security into a single, unified policy organised on a single screen and eliminate the need to shift across poorly integrated devices, management consoles and platforms
- Build a smarter more secure network around how your business operates with an understanding of users, groups, devices and applications that maintains consistency and automatically adapts as your business changes
- Fine tune application control and enable safe, business approved capabilities while blocking other risky, potentially dangerous features without shutting down access to the entire application

# Consolidated Management

A complete cloud-managed networking and security platform for lean IT Teams

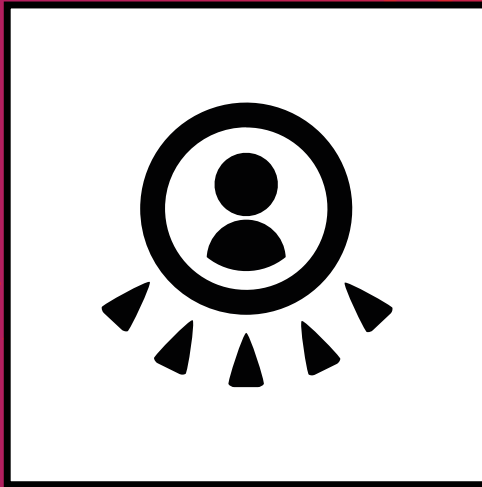
**Centralised cloud-management gives you the freedom to manage and troubleshoot any device, anytime, from anywhere and save money by eliminating onsite IT staff at remote locations**

- Designed for growth allowing you to scale from small local deployments to large scale, diversified enterprises (FortiDeploy)
- Eliminate the need for on-site IT staff
- Zero Trust Protection

**Cut through the noise with intuitive dashboards, monitoring and centralised logging to alert you when something's off and automate response**

- Comprehensive monitoring integrates real-time and historical data into practical dashboards to help you quickly understand and identify key areas of improvement and understand how your network is operating
- Visualise your entire network with an easy-to-use GUI, drill downs and out of the box reporting to easily explain quickly prove compliance
- Stop endlessly hunting through policies and logs and quickly find what you're looking for with advanced search capabilities and fully customisable time parameters

# Proven Security



Peace of mind your security works and can adapt to changing business requirements and threats



## Implement enterprise security and automation

without an enterprise bill that delivers threat intelligence in minutes to prevent advanced threats

## Maintain performance

even with security and decryption fully engaged thanks to Fortinet's dedication to R&D and parallel path processing

## Trust

in a vendor that's been thoroughly tested and vetted by security experts and publicly validated

# Proven Security

Peace of mind your security works and can adapt to changing business requirements and threats

## Implement enterprise security and automation without an enterprise bill that delivers threat intelligence in minutes to prevent advanced threats

- Broadest natively integrated security platform on the market
- Threat intelligence automatically shared across the entire
- Fortinet Security Fabric in minutes, not hours or days
- Automation capabilities based on IoC

## Trust in a vendor that's been thoroughly tested and vetted by security experts and publicly validated

- Leading IPS technology
- Gartner critical cap
- Zero Trust Protection





# Networking and Security Converged

Consolidated Security  
in a Single Device



## Application Control

Quickly create policies to allow, deny, or restrict access to individual applications or entire categories



## Intrusion Prevention (IPS)

Provides near real-time updates and threat intelligence to proactively block attacks



## VPN (IPsec & SSL)

Creates an encrypted tunnel to enable secure remote access for employees and branch locations



## Adv. Malware Protection

Protects against the latest viruses, spyware and other threats. Includes: Antivirus, Sandboxing, Anti-Botnet, Virus Outbreak Protection



## Web & Content Filtering

Provides protection through blocking access to malicious, hacked and inappropriate websites

# Automated Security

A complete cloud-managed networking and security platform for lean IT Teams

**Information feeds**  
200+



**465K+ Customer Networks**  
across all major threat vectors



ML and AI platform speeds detection and protection



**100B+ Events**



Worldwide team of threat hunters, researchers, analysts, tool developers and data scientists



**Prevention**  
Known attacks



**Detection**  
Unknown attacks



**Intelligence**  
Playbooks, IR

# Secure Office Networking

Critical networking components tightly integrated for superior performance

## FortiGate



- Most widely deployed NGFW on the market
- Lowest cost per protected Mbps
- Integrated Secure SD-WAN

## FortiSwitch



- Multiple Gigabit ports
- Stackable
- Power over Ethernet options

## FortiAP



- Wi-Fi 6 Ready
- Indoor and Outdoor options
- Strong connectivity even in dense environments

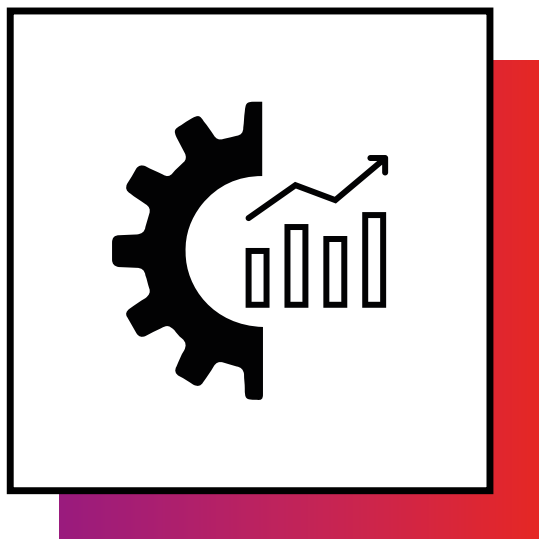


# Best Price to Performance

## FortiGate 60F Security Compute Rating Comparison

Specification	FortiGate 60F (SOC4 ASIC)	Industry Average	Security Compute Rating <sup>1</sup>	Palo Alto Networks PA-220	Checkpoint SG-1550	Cisco Meraki MX67	Sophos XG125	SonicWall TZ400
Firewall	10Gbps	2.05Gbps	5x	0.5Gbps	1Gbps	0.45Gbps	7 Gbps	1.3 Gbps
IPsec VPN	6.5Gbps	0.8Gbps	8x	0.1Gbps	1.3Gbps	0.2Gbps	1.5 Gbps	900 Mbps
IPsec GW to GW tunnels	200	537	-	-	-	50	-	20
Threat prevention	0.70Gbps	0.38Gbps	2x	0.15Gbps	0.45Gbps	0.3Gbps	400 Mbps	600 Mbps
SSL Inspection	0.75Gbps	0.14Gbps	5x	0.065Gbps	-	-	170 Mbps	180 Mbps
Concurrent Sessions	700,000	80,000	9x	64,000	500,000	-	-	125,000
Connections per second	35,000	8,000	4x	4,200	14,000	NA	-	6,000

# Maximum Value



A smarter investment to get the networking, security and performance you need today and for the future



## Designed for growth

with right-sized solutions and purpose-built fabric connectors that deliver turnkey deployment and deeper integration vs. basic API integrations

## Support your vision

with a trusted platform that helps you -not one that leaves you building workarounds and adding complexity as you grow

## Stretch your budget

don't overpay for performance or make sacrifices when it comes to functionality, Fortinet leads the way in ROI

# Maximum Value

A smarter investment to get the networking, security and performance you need today and for the future

## Price to Performance

- Consistently recognised leader by industry analysts including Gartner, NSS and of course our customers
- Superior security compute ratings compared to competitors
- No charge Cyber Threat Assessment Program to help discover what may be lurking in your network so you can take action

## Designed for Growth

- Right sized options and capabilities to fit your true needs with consistent look and feel enable you to expand when you're ready from local SD-Branch deployments to large scale enterprises
- Fortinet's open ecosystem architecture enables Fortinet Security Fabric to quickly integrate with other vendors and share information and perform coordinated actions
- Purpose-built Fabric Connectors deliver turnkey API-based integration with as little as a single click free of charge and facilitate real-time communications and automatic updates between Fortinet and 3rd party solutions



# Key Differentiators

## Networking and Security Converged

---

## Automated Security

---

## Broadest Integrated Platform

---

## Industry-leading Price to Performance

---

## Smarter Long-term Investment

---

## Most Deployed NGFW in the World

The FortiGate NGFW brings advanced threat protection, IPS, web filtering, SD-WAN and more in a single device without sacrificing security or adding complexity

---

FortiSandbox Cloud is an as-a-service Sandbox that simplifies deployments and maintenance, and reduces

---

Fortinet prides itself on limited acquisitions to grow our capabilities and continues to boast the broadest offering in the industry

---

Multiple times better performance than similarly priced competitors with the lowest total cost of ownership (TCO)

---

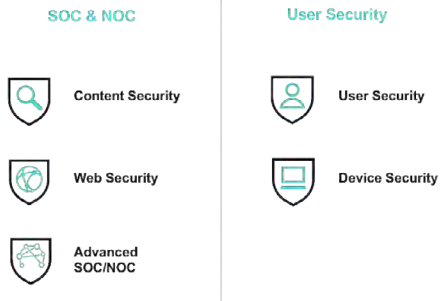
Extensive security and management-as-a-service offering for SMBs looking to take advantage of cloud security and flexibility from a single vendor

---

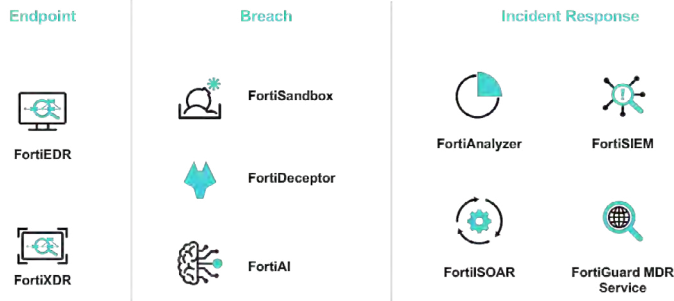
Fortinet has more third-party validations than any other network security vendor

# Digital Security, Everywhere You Need It

## FortiGuard Security Services



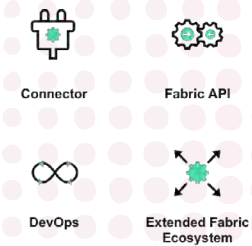
## Fabric Management Center - SOC



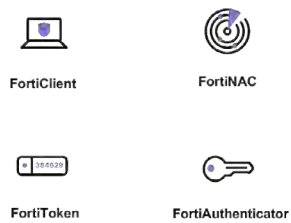
## Fabric Management Center - NOC



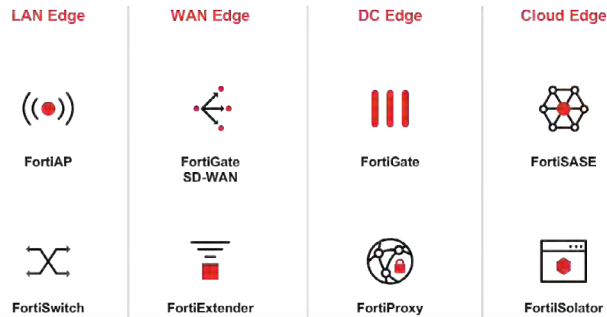
## Open Ecosystem



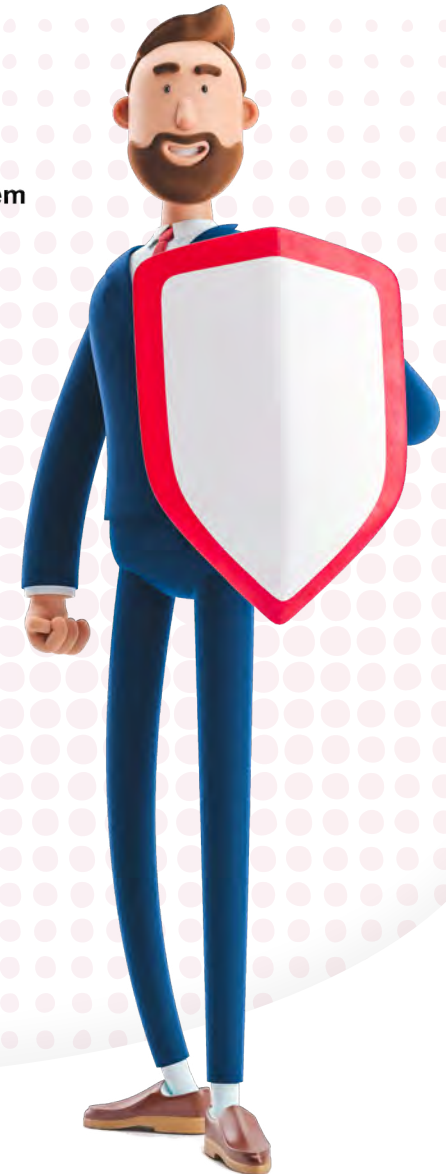
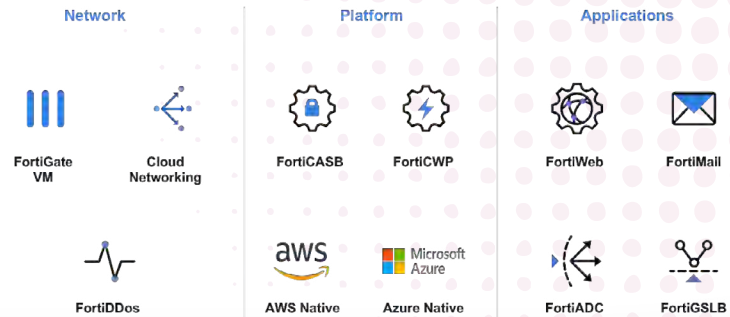
## Zero Trust Access



## Security-Driven Networking



## Adaptive Cloud Security





# Speak to the Team

 [fortinetsales\\_uk@exclusive-networks.com](mailto:fortinetsales_uk@exclusive-networks.com)

 [www.exclusive-networks.com](http://www.exclusive-networks.com)



*Source: Why Fortinet Guide, Fortinet partner portal*