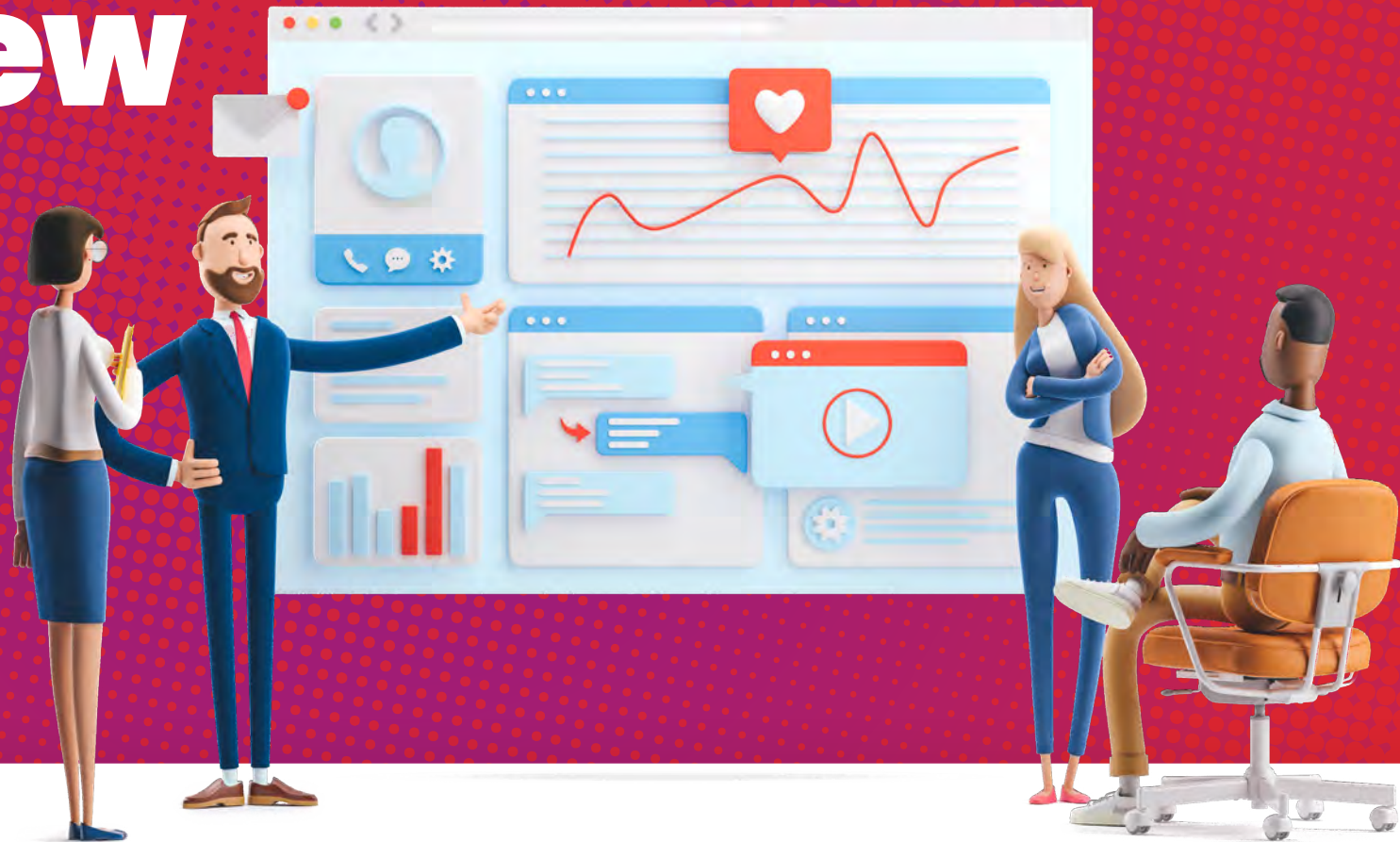


# Why Fortinet?



# Corporate Overview



# Who is Fortinet?

For over 20 years, Fortinet's mission has been to secure people, devices, and data everywhere. A driving force in the evolution of cybersecurity and the convergence of networking and security, Fortinet's network security solutions are the most deployed, most patented, and among the most validated in the industry.

**\$4.18B**

FY2021 Billing

**Financially Stable**

**50+**

Integrated Fabric Products

**Broadest Attack Surface Coverage**

**44.6B+** Market Cap  
(as of 30.06.22)

Nasdaq: FTNT

**S&P 500**

**595,000+**

Customers Worldwide

**Massive Customer Input**

**BBB+ Baa1**

Security Investment Grade Rating

**Leading the Cybersecurity Industry**

**930,000+**

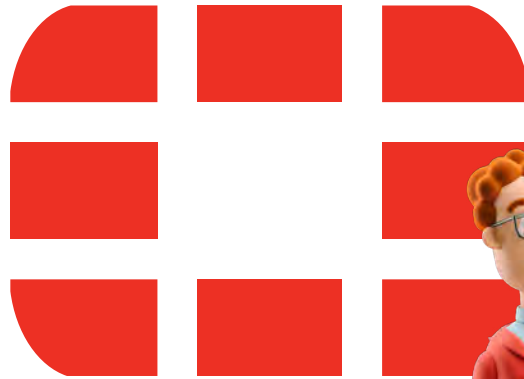
NSE Certifications

**WEF Cybersecurity Broadest Attack Surface Coverage Founders**



## Our vision

Making possible a digital world you can always trust























## Our mission

is to secure people, devices, and data everywhere





# Fortinet is recognised as a Leader in 2 Gartner Magic Quadrant Reports:

Gartner				FORRESTER		IDC <i>Analyze the Future</i>	FROST & SULLIVAN
<p>Recognized as a Leader in <b>2 Magic Quadrants</b></p>  <p>Network Firewalls</p>  <p>WAN Edge Infrastructure</p>	<p>Recognized as a Visionary in <b>2 Magic Quadrants</b></p>  <p>Wired and WLAN</p>  <p>SIEM</p>	<p>Recognized as a Challenger/ Niche in <b>2 Magic Quadrants</b></p>  <p>Web Application Firewall</p>  <p>Endpoint Protection Platforms</p>	<p>Mentioned in <b>2 Magic Quadrants</b></p>  <p>Secure Web Gateway</p>  <p>Indoor Location Services</p>	<p>Listed in <b>8 Market Guides</b></p>  <p>EDR</p>  <p>Email</p>  <p>NDR</p>  <p>OT</p>  <p>IDPS</p>  <p>NAC</p>  <p>ZTNA</p>  <p>SOAR</p>	<p>Positioned as Strong Performer in 'The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions</p>  <p>ICS</p>	<p>Recognized as a leader in the IDC MarketScape for Worldwide SD-WAN Infrastructure</p>  <p>WAN Edge Infrastructure</p>	<p>Recognized as one of the top SD-WAN vendors</p>  <p>WAN Edge Infrastructure</p> <hr/> <p>Received Global SD-WAN Vendor Product Leadership Award</p>  <p>WAN Edge Infrastructure</p>



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# Only vendor recognised as a leader across both Network Firewalls and WAN Edge Infrastructure

Sept. 2021 Magic Quadrant for WAN Edge Infrastructure



**Fortinet Recognized as a Leader**

Nov. 2021 Magic Quadrant for Wired & Wireless LAN Access Infrastructure

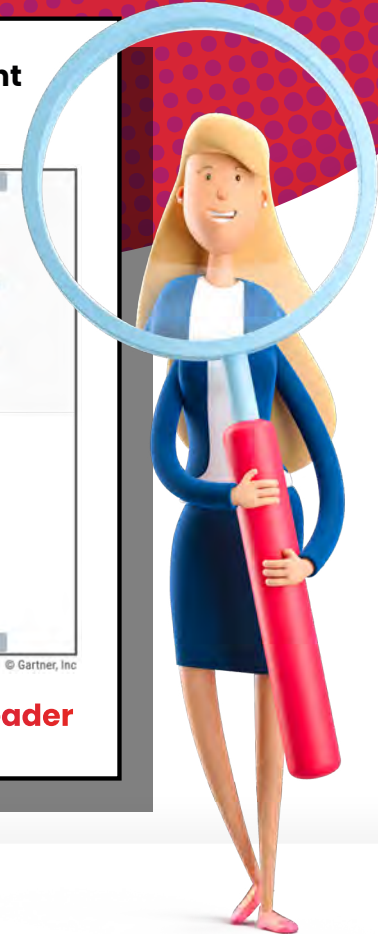


**Fortinet Recognised as a Visionary**

Nov. 2021 Magic Quadrant for Network Firewalls

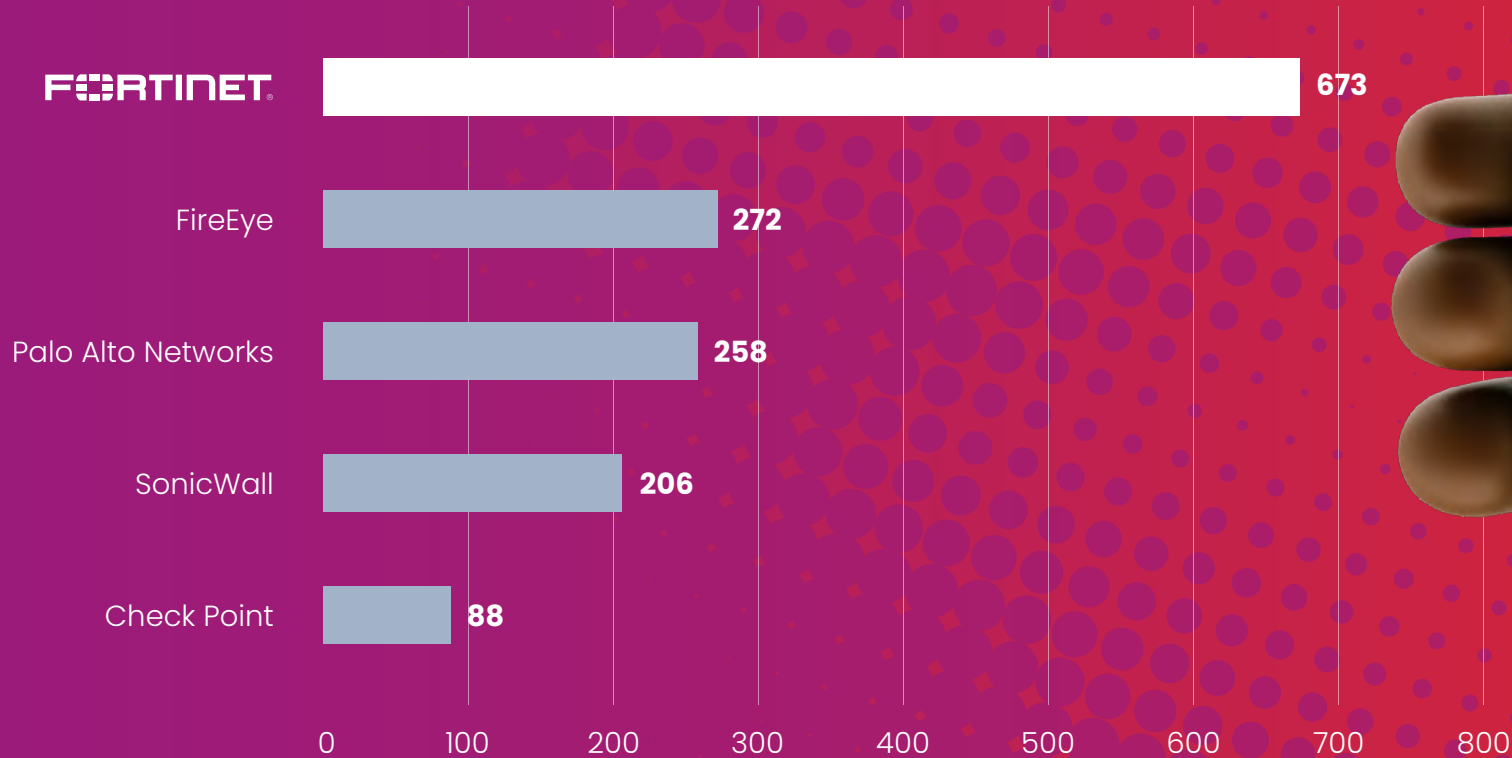


**Fortinet Recognised as a Leader**



# #1 Network Security Innovator

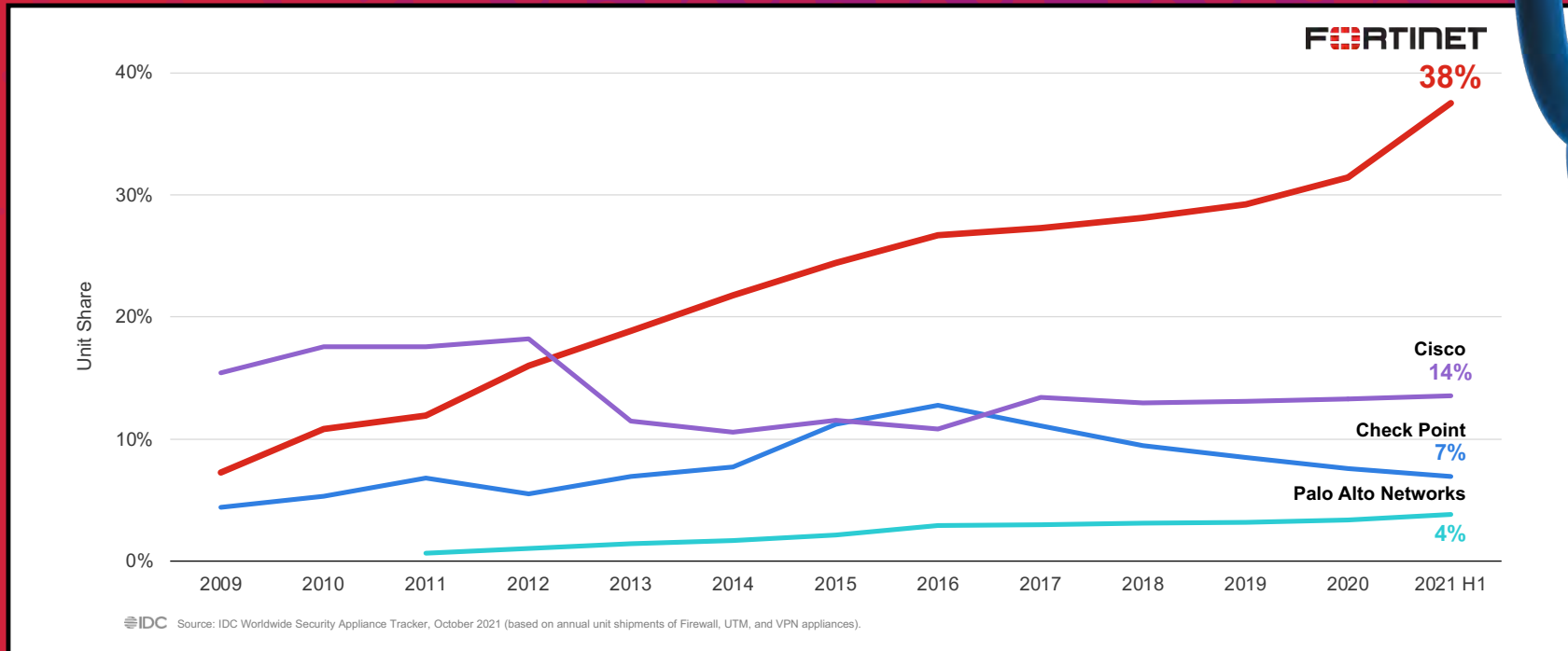
Nearly 4X US patents of the nearest comparable competitor



A hand holding a smartphone that displays the title '#1 Security Innovator' and a breakdown of patent statistics. The text on the screen reads: '#1 Security Innovator', 'Competitor data based on patents issued as listed by the U.S. Patent and Trademark Office as of June 30, 2022', '925 U.S. Patents', '354 International Patents', and '1279 Global Patents'.

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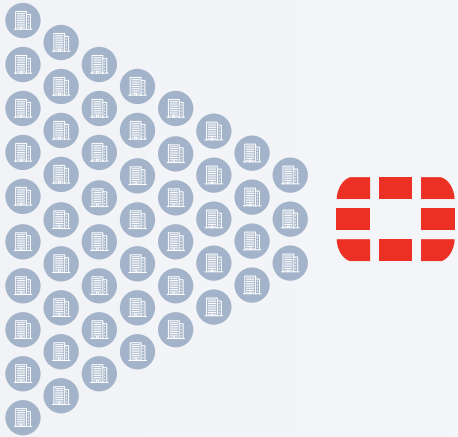
# Fortinet – #1 Most Deployed Network Security Solution





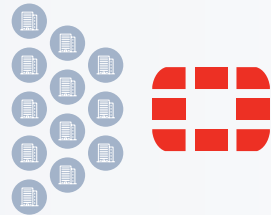
# Fortinet is the only company to excel at all key stages of Network Security

## Detection



100s of companies

## Prevention & Remediation



<50

## Integration



<5

## Performance & Value



# Fortinet Security Fabric

## Broad

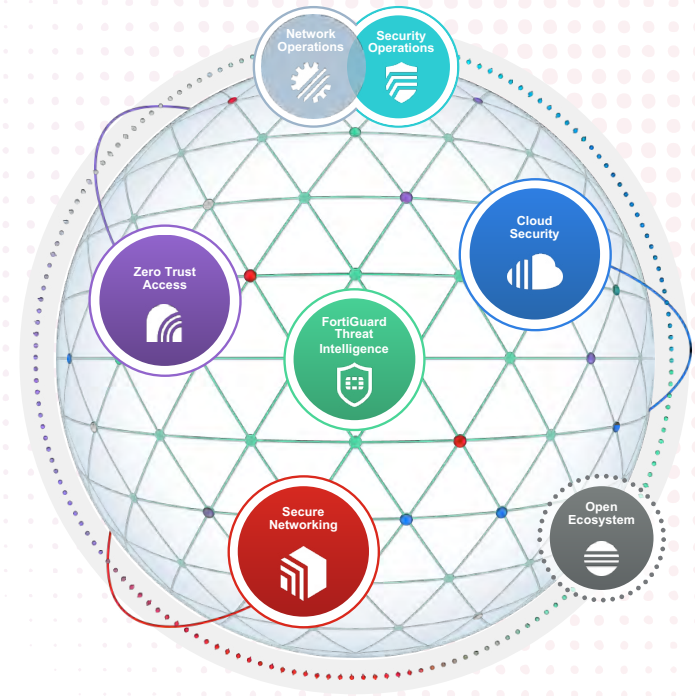
visibility and protection of the entire digital attack surface to better manage risk

## Integrated

solution that reduces management complexity and shares threat intelligence

## Automated

self-healing networks with AI-driven security for fast and efficient operations



Appliance



Virtual



Hosted



Cloud



Agent



Container

# Digital Security, everywhere you need it



## FortiGuard Security Services

### SOC & NOC

- Content Security
- Web Security
- Advanced SOC/NOC

### User Security

- User Security
- Device Security

### Endpoint

- FortiEDR
- FortiXDR

### Breach

- FortiSandbox
- FortiDeceptor
- FortiAI

### Incident Response

- FortiAnalyzer
- FortiSIEM
- FortiISOAR
- FortiGuard MDR Service



## Fabric Management Center - SOC



## Fabric Management Center - NOC

- FortiManager
- FortiCloud
- FortiMonitor



## Open Ecosystem

- Connector
- Fabric API
- DevOps
- Extended Fabric Ecosystem



## Zero Trust Access

- FortiClient
- FortiNAC
- FortiToken
- FortiAuthenticator



## Security-Driven Networking

### LAN Edge

- FortiAP
- FortiSwitch

### WAN Edge

- FortiGate SD-WAN
- FortiExtender

### DC Edge

- FortiGate
- FortiProxy

### Cloud Edge

- FortiSASE
- FortiSolator

### Network

- FortiGate VM
- Cloud Networking
- FortiDDos

### Platform

- FortiCASB
- FortiCWP
- AWS Native
- Azure Native

### Applications

- FortiWeb
- FortiMail
- FortiADC
- FortiGSLB
























## Adaptive Cloud Security



# Open Fabric Ecosystem

480+ Best-in-class integrated solutions for comprehensive protection

 <p><b>Fabric Connectors</b></p>	<p>Fortinet-developed deep integration automating security operations and policies</p>
 <p><b>Fabric APIs</b></p>	<p>Partner-developed integration using Fabric APIs providing broad visibility with end-to-end solutions</p>
 <p><b>Fabric DevOps</b></p>	<p>Community-driven DevOps scripts automating network and security provisioning, configuration, and orchestration</p>
 <p><b>Extended Ecosystem</b></p>	<p>Integrations with threat sharing initiatives and other vendor technologies</p>





Certified  
**Training**

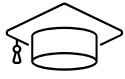


# A Technology and Learning Partner

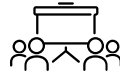
Creating qualified professionals to close the cyber skills gap



**930,000+**  
Certifications



**470+**  
Security academies



**100+**  
Countries with ATCs



**Cyber Skills  
Partnerships**

## IT Awareness Program

Free set of tools for all customers to use via the Learning Management System

## Strategic Partnerships

Company imports NSE training curriculum into this training platform

	Step	Level Objective		Step	Level Objective
	NSE 1	Foundation - Public		NSE 5	Analyst
	NSE 2	Solutions - Public		NSE 6	Specialist
	NSE 3	Products		NSE 7	Architect
	NSE 4	Professional		NSE 8	Expert

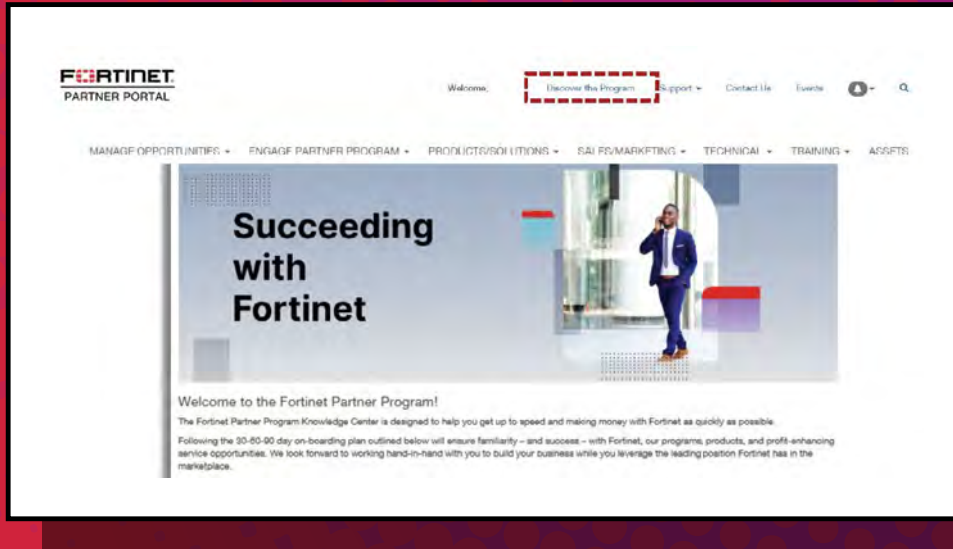


Source: Why Fortinet Guide, Fortinet partner portal

Journey to your first  
**SMB Sale**



# Define your 30-60-90 Day Plan



30

## **YOUR FIRST 30 DAYS: BOOST YOUR KNOWLEDGE**

Maximise your profit and growth as quickly as possible. Use the first 30 days to understand where Fortinet fits within your go-to-market strategy and how we can work together to increase your time to revenue.

60

## **60 DAYS: BUILD A STRONG FOUNDATION FOR GROWTH**

By understanding which Fortinet products and solutions are right for your business, you should begin to solidify your go-to market strategy. We have tools to help you, including Deal Registration, Trade Up Programs, and access to demo kit.

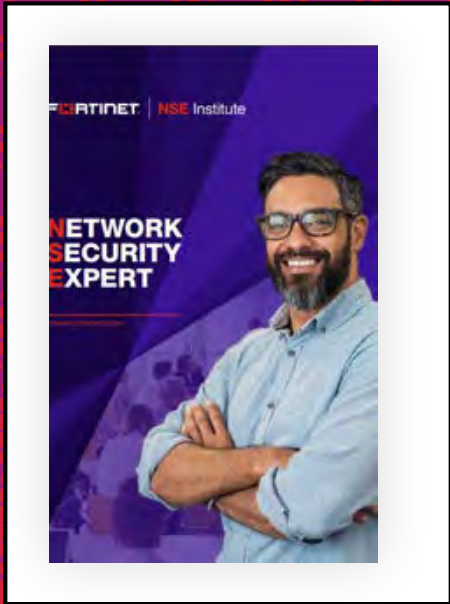
90

## **90 DAYS: INCREASE PROFITABILITY WITH FORTINET**

Did you know that partners who run assessments convert more opportunities and halve the sales cycle? Engaging a customer in a Cyber Threat Assessment, also helps you uncover additional opportunities to cross sell and upsell with the Fortinet Security Fabric. Ask about Exclusive Network's CTAP Loan Pool and assisted CTAP service.



# Get Certified



Certified partners earn up to 5 times more revenue.



Encourage your sales people to take NSE1 and NSE2 for a basic overview that can be completed online quickly.

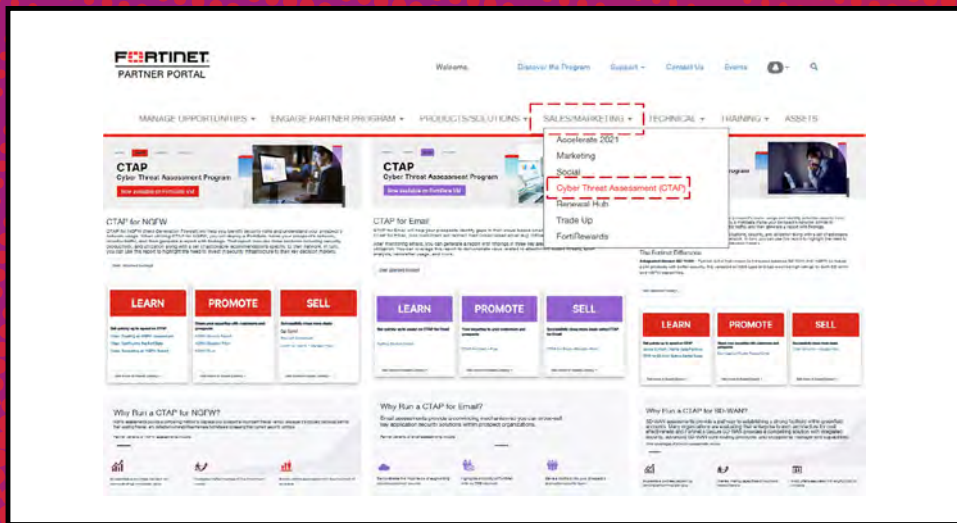
To work towards SELECT - the next partner level, you will need at least 2 sales people to be NSE1 and NSE2 certified plus one technical person to be NSE4 qualified.

Exclusive Networks Authorised Training Centre also offer Fortinet certified training courses. And for technical people already familiar with the day to day configuration and management of Fortinet FortiGates, or simply needing to recertify, we run revision bootcamps to provide a refresher before taking the NSE4 exam.



# Halve the Sales Cycle

- Accelerate Purchase
- Control Conversation
- Become Trusted Advisor
- Increase Close Rate to nearly 90%



CHECK OUT THE CTAP AND SD-WAN ASSESSMENT MARKETING KITS

## Set CTAP as a Key Target of 90 Days Onboarding

### Free assessment of your prospects network

### Shorten the sales Cycle by 50%



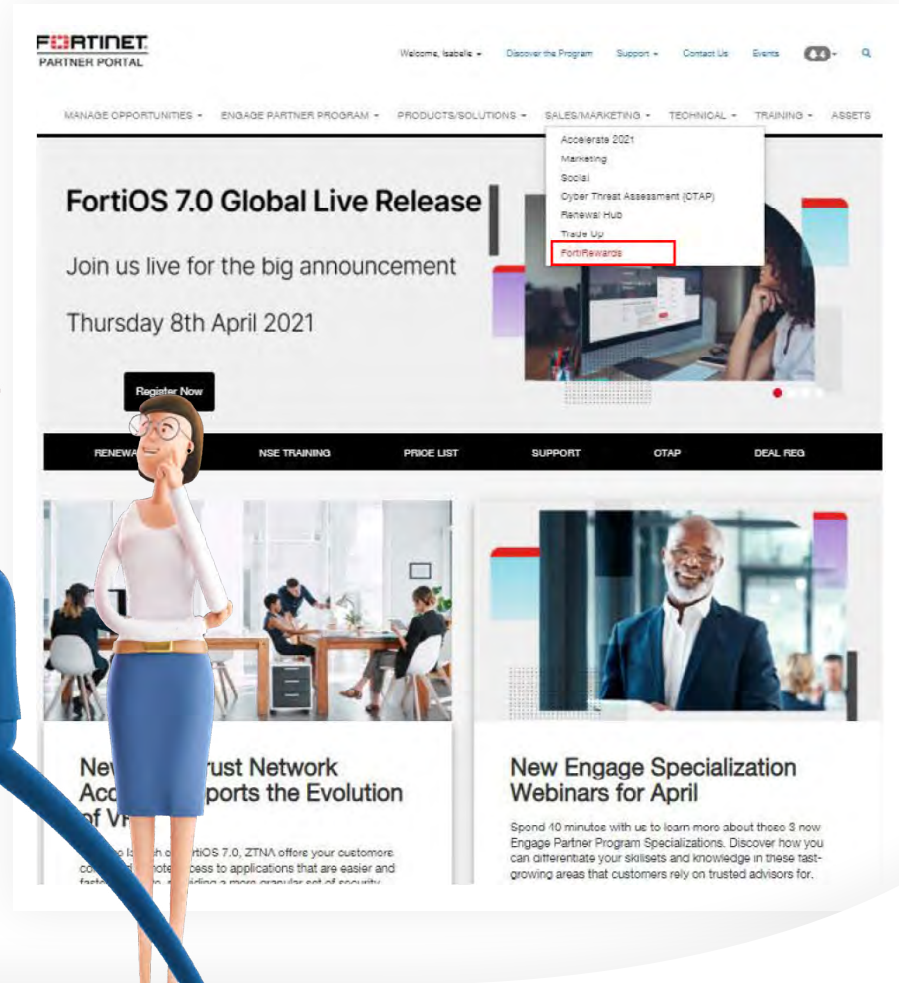
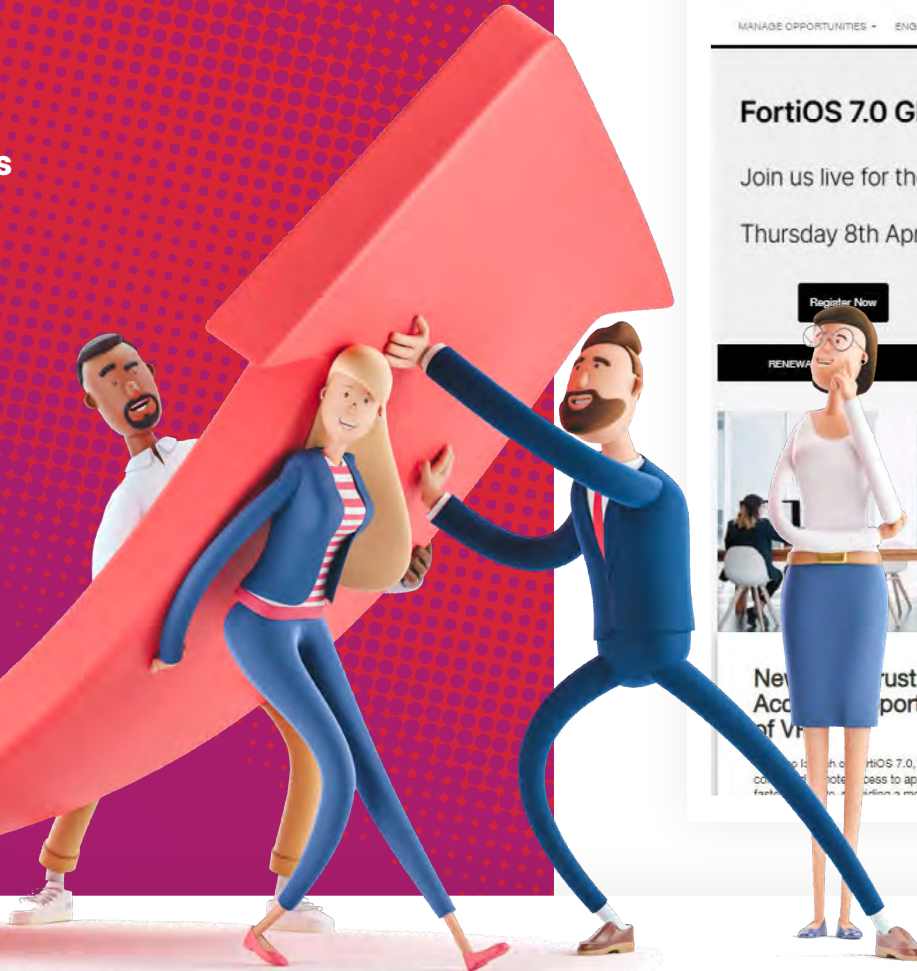


# We Reward Your SMB Sales!

## SMB BOOSTER

Earn UP TO 7 500 extra points by closing a SMB deal!

- Every **\$2,500\*** deal earns **1000** points (\$100)
- Every **\$5,000\*** deal earns **2500** points (\$250)
- Every **\$10,000\*** deal earns **5000** points (\$500)
- Every **\$15,000\*** deal earns **7500** points (\$750)



# Speak to the Team



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



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

