

Unlocking the potential of OT Security in the UK



FORTINET



The Growing Demand for OT Security

- Factors driving the demand for OT security solutions in the UK
- Industrial automation
- Critical infrastructure protection
- Regulatory compliance
- Digital transformation initiatives



The Convergence of IT and OT

- Challenges created by the convergence of IT and OT networks
- Unique security requirements of OT systems
- Limitations of traditional IT security solutions



Fortinet's Comprehensive OT Security Solutions

- Overview of Fortinet's OT security portfolio
- Network segmentation
- Access control
- Threat detection
- Security management
- Threat intelligence



Industries and Company Types Benefiting from OT Security

- Manufacturing
- Energy and Utilities
- Transportation and Logistics
- Healthcare
- Smart Cities and Infrastructure
- Mining and Resources
- Agriculture and Food Production
- Retail and Supply Chain
- Education and Research



Benefits of Implementing Fortinet's OT Security Solutions

- Reduced risk of cyber incidents
- Protection of critical assets and data
- Ensured reliability and availability of operations
- Compliance with regulations and standards
- Full visibility into OT networks
- Integration with existing IT security infrastructure
- Advanced features for staying ahead of evolving threats



Addressing Customer Challenges

Key areas where channel partners can support customers

- Comprehensive training and support
- Flexible and scalable solutions
- Seamless integration with existing systems
- Guidance on best practices and regulatory compliance
- Compelling ROI justifications and flexible pricing

Partner with Fortinet to Capitalize on the OT Security Opportunity