

Why Fortinet



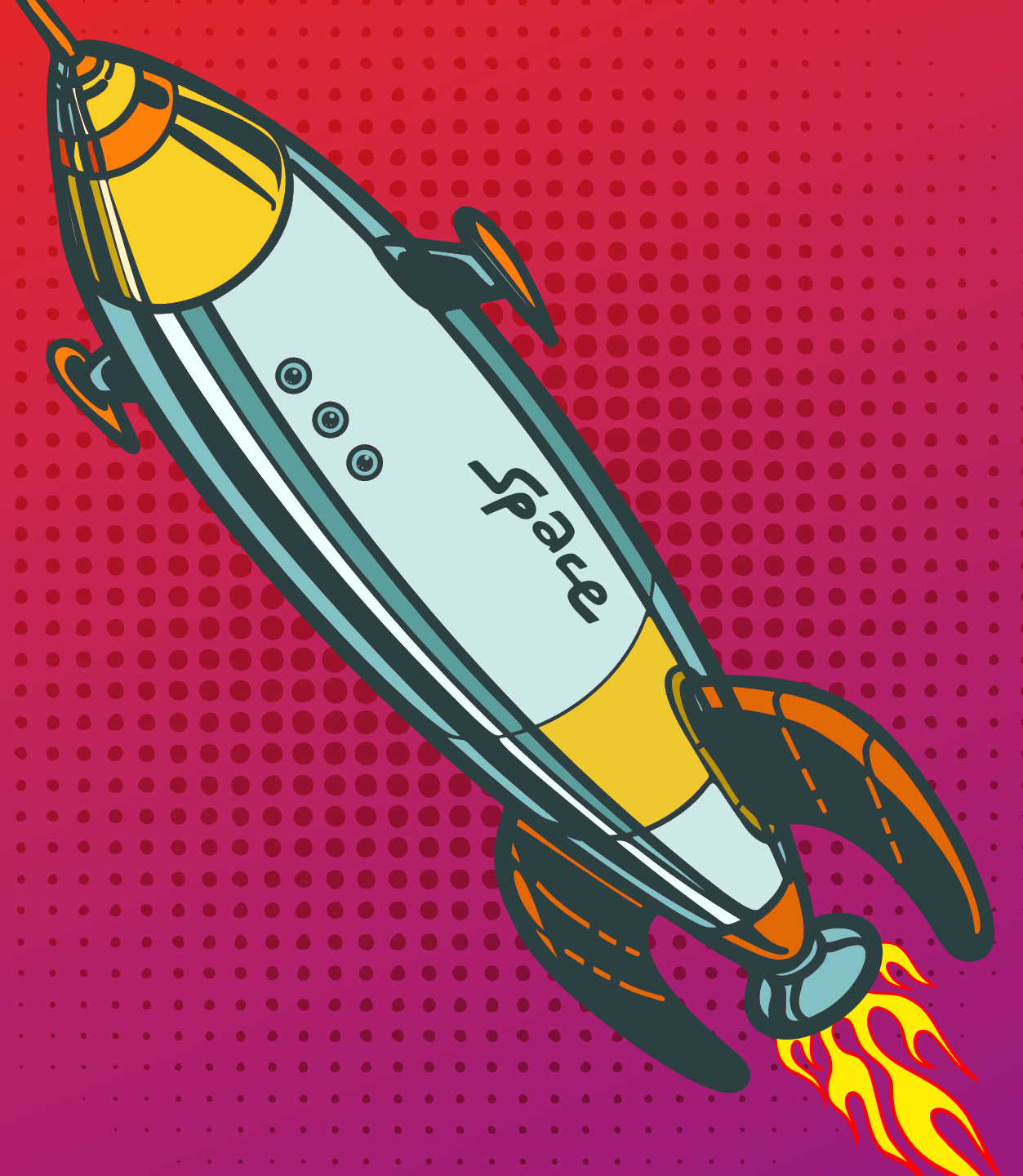
**Let's
Engage**

Source: Why Fortinet Guide, Fortinet partner portal



FORTINET®

Corporate Overview



Who is Fortinet?

Fortinet is a global leader in cybersecurity, delivering a broad, integrated and automated security fabric to enable customers to accelerate their digital journey.

\$3.09B

FY2020 Billing

Financially Stable

28B+ Market Cap (as of 2.21.21)

Nasdaq: FTNT

S&P 500

BBB+ Baa1

Security Investment Grade Rating

**Leading the
Cybersecurity Industry**

50

Integrated Fabric Products

**Broadest Attack
Surface Coverage**

510,000+

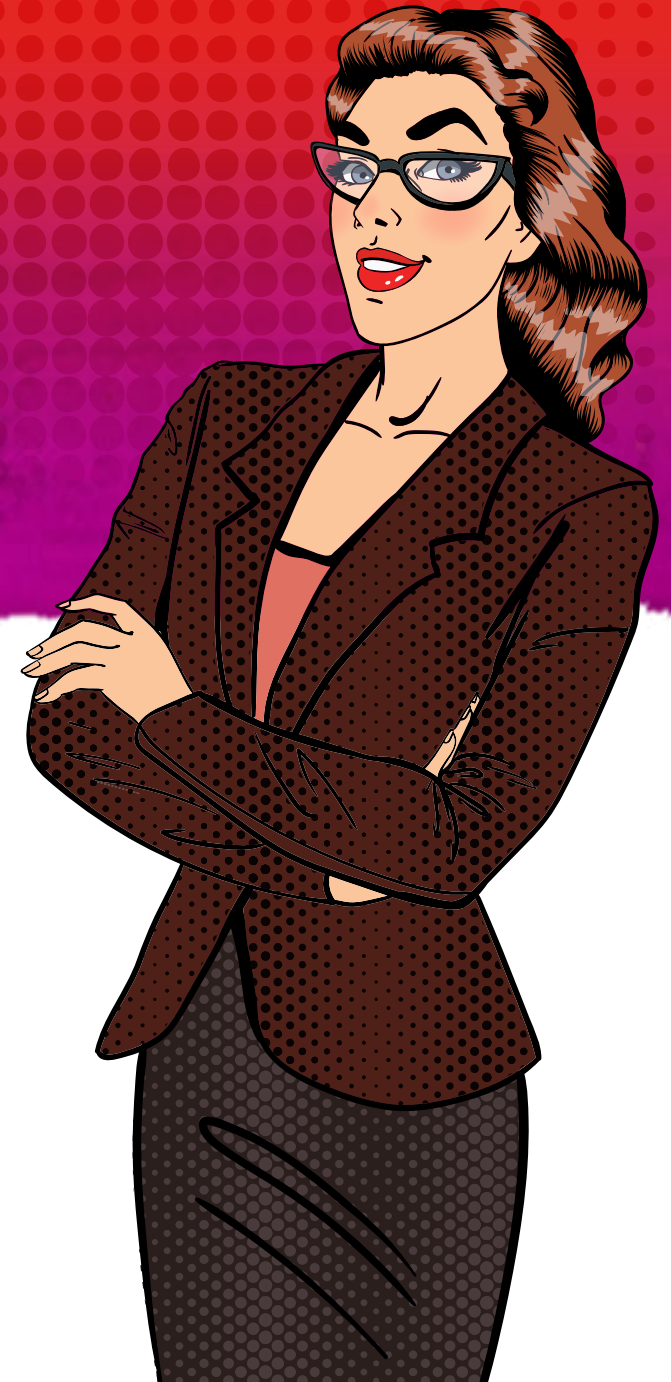
Customers Worldwide

Massive Customer Input

600,000+

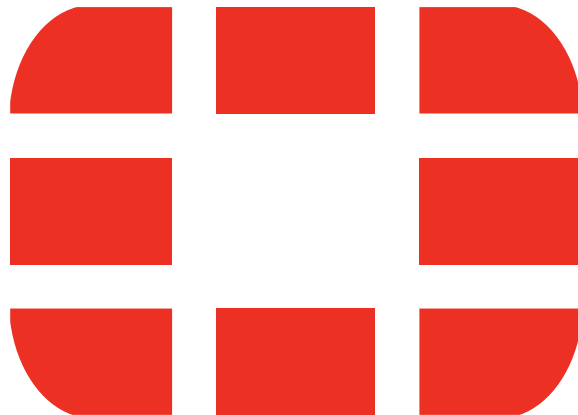
NSE Certifications

**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 recognized as a Leader in 2 Gartner 2020 Magic Quadrant Reports:



Fortinet is also recognized in 4 additional Gartner 2019/2020 Magic Quadrant Reports, including a wide range of technologies:

And Fortinet is mentioned as a 'Vendor To Consider' in 2 additional Gartner 2020 Magic Quadrant Reports:

And Fortinet is listed in 6 Gartner Market Guides



Network Firewalls



WAN Edge Infrastructure



Web Application Firewall



SIEM



Wired and WLAN



Endpoint Protection Platforms*



Secure Web Gateway



Secure Web Gateway



IDPS



Email



NAC



ZTNA



OT



SOAR

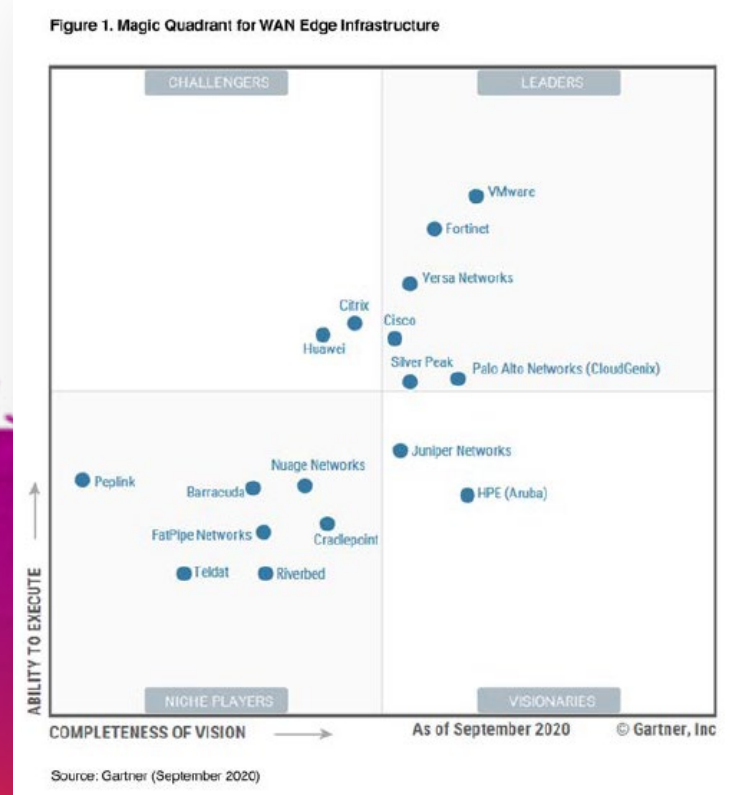
Recognized as a leader for Network Firewalls and WAN Edge Infrastructure

2020 Magic Quadrant for Network Firewalls



Fortinet Recognized as a Leader

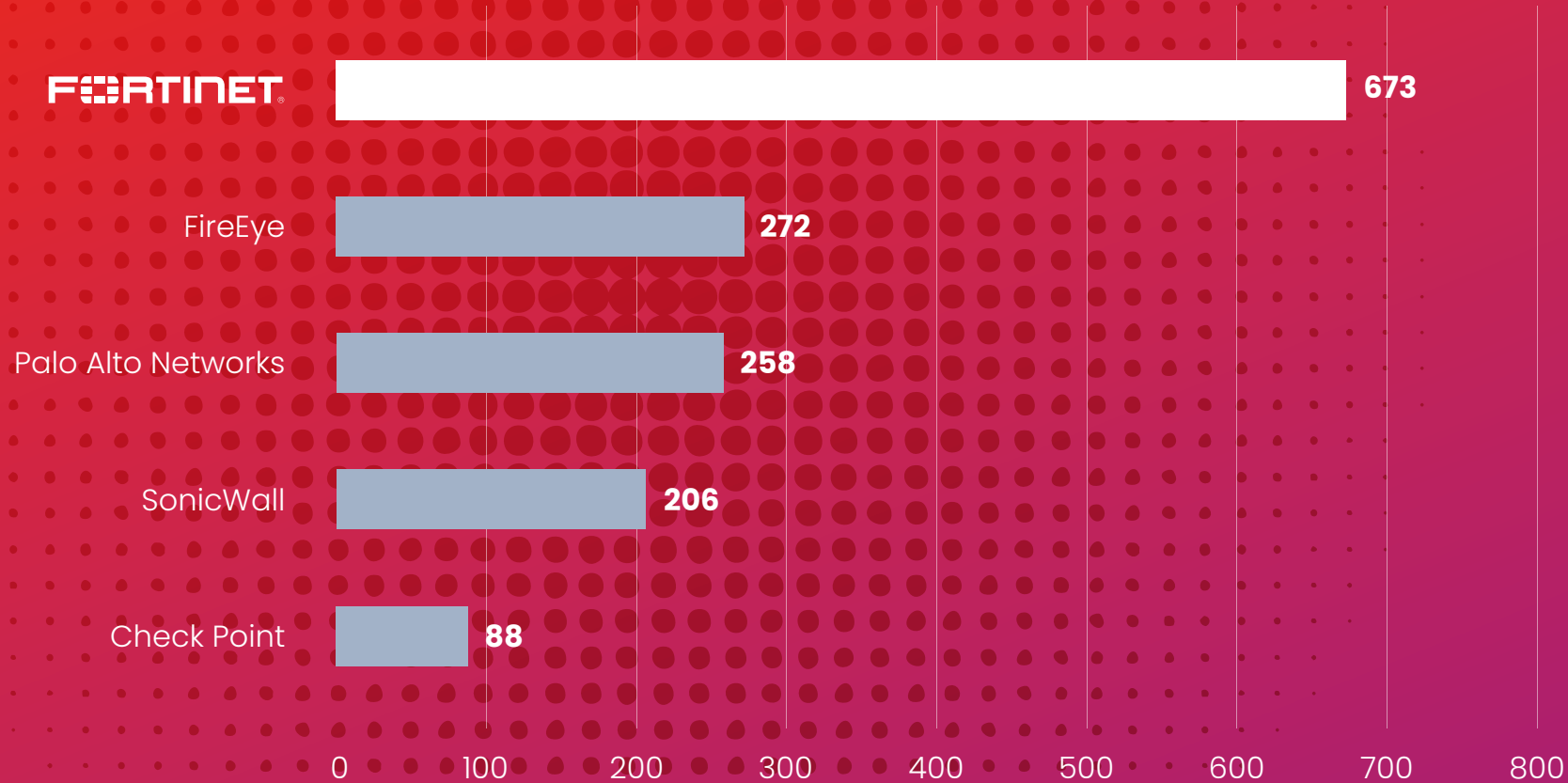
2020 Magic Quadrant for WAN Edge Infrastructure



Fortinet Recognized as a Leader

#1 Network Security Innovator

Nearly 3X US patents of the nearest comparable competitor



#1 Security Innovator

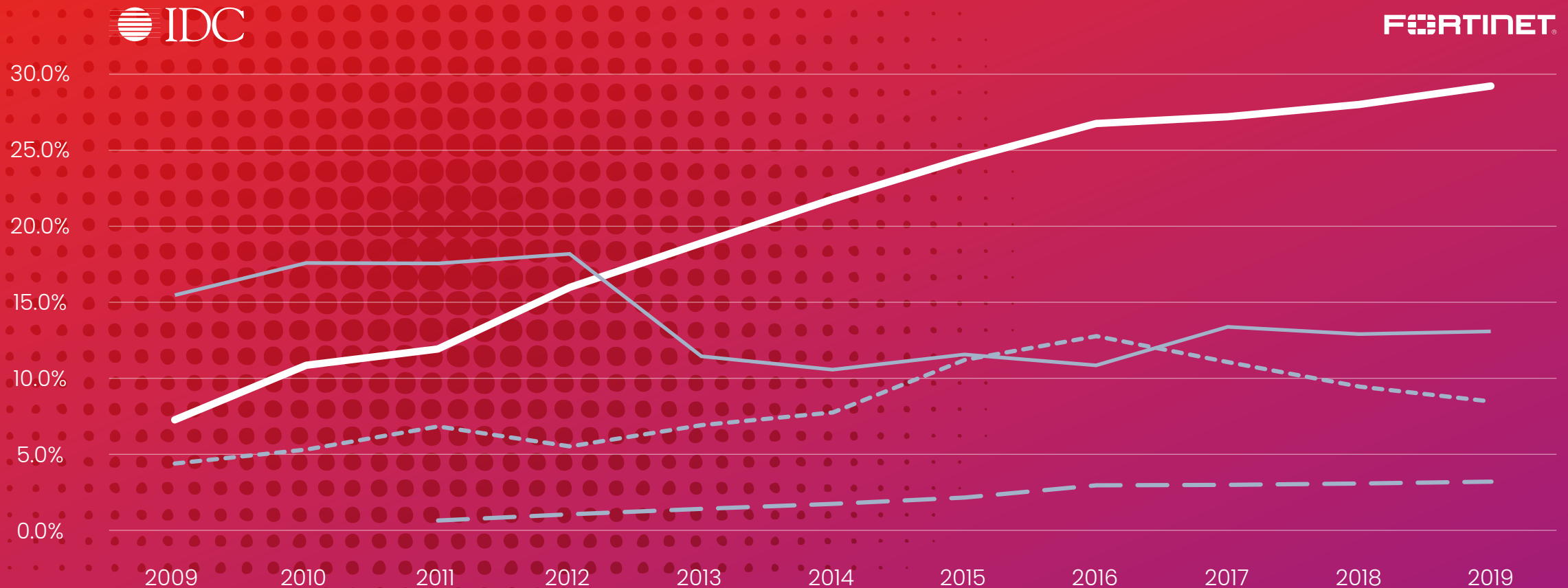
Competitor data based on patents issued as listed by the U.S. Patent and Trademark Office as of December 31, 2020

673 U.S. Patents

43 International Patents

716 Global Patents

Fortinet – #1 Most Deployed Network Security Solution

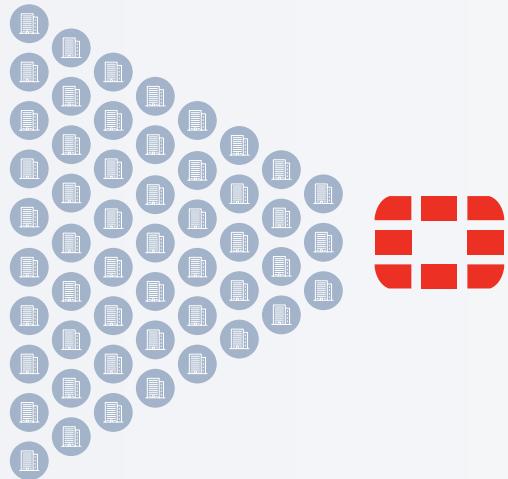


Source: Why Fortinet Guide, Fortinet partner portal

Source: IDC Worldwide Security Appliance Tracker, April 2020 (based on annual unit shipments of Firewall, UTM, and VPN appliances)

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



Digital Security, everywhere you need it

FortiGuard Security Services

SOC & NOC

- Content Security
- Web Security
- Advanced SOC/NOC

User Security

- User Security
- Device Security

Fabric Management Center - SOC

Endpoint

- FortiEDR
- FortiXDR

Breach

- FortiSandbox
- FortiDeceptor
- FortiAI

Incident Response

- FortiAnalyzer
- FortiSIEM
- FortiISOAR
- FortiGuard MDR Service

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

Adaptive Cloud Security

Network

- FortiGate VM
- Cloud Networking
- FortiDDoS

Platform

- FortiCASB
- FortiCWP
- AWS Native
- Azure Native

Applications

- FortiWeb
- FortiMail
- FortiADC
- FortiGSLB

Open Fabric Ecosystem

Best-in-class integrated solutions for comprehensive protection



SECURITY-DRIVEN NETWORKING



ADAPTIVE CLOUD SECURITY



AI-DRIVEN SECURITY OPERATIONS



ZERO TRUST ACCESS

400+ Ecosystem integrations to accelerate and secure digital innovation

Certified Training

No.1 Cybersecurity Training Program

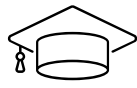


A Technology and Learning Partner

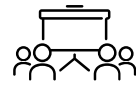
Creating qualified professionals to close the cyber skills gap



600,000+
Certifications



350+
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 NSE 1 Foundation – Public



Step NSE 2 Solutions – Public



Step NSE 3 Products



Step NSE 4 Professional



Step NSE 5 Analyst



Step NSE 6 Specialist



Step NSE 7 Architect

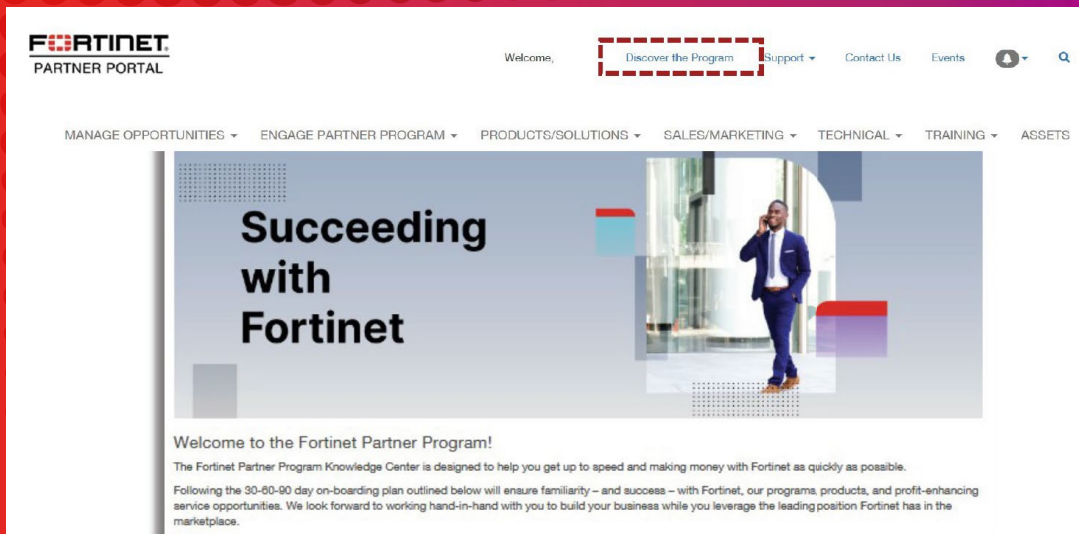


Step NSE 8 Expert

Journey to your 1st 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

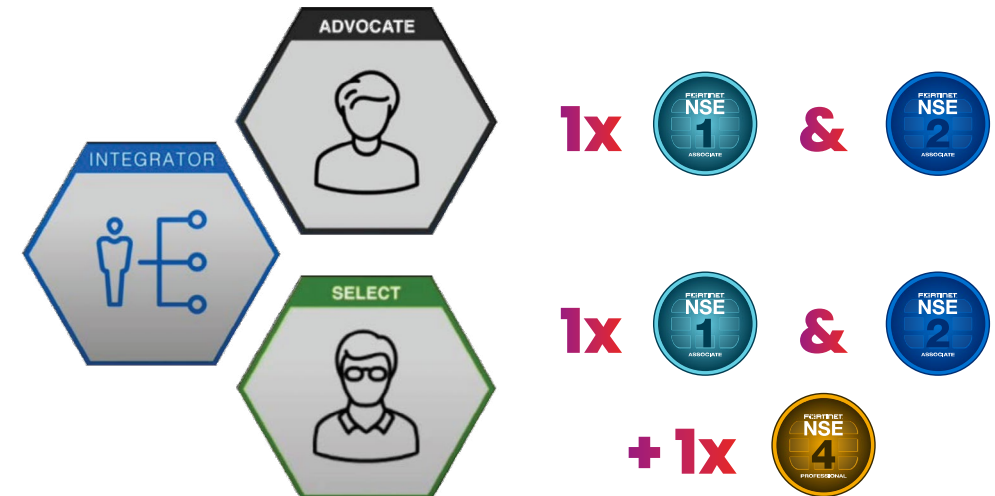
Certified partners earn up to 5 times more revenue.



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

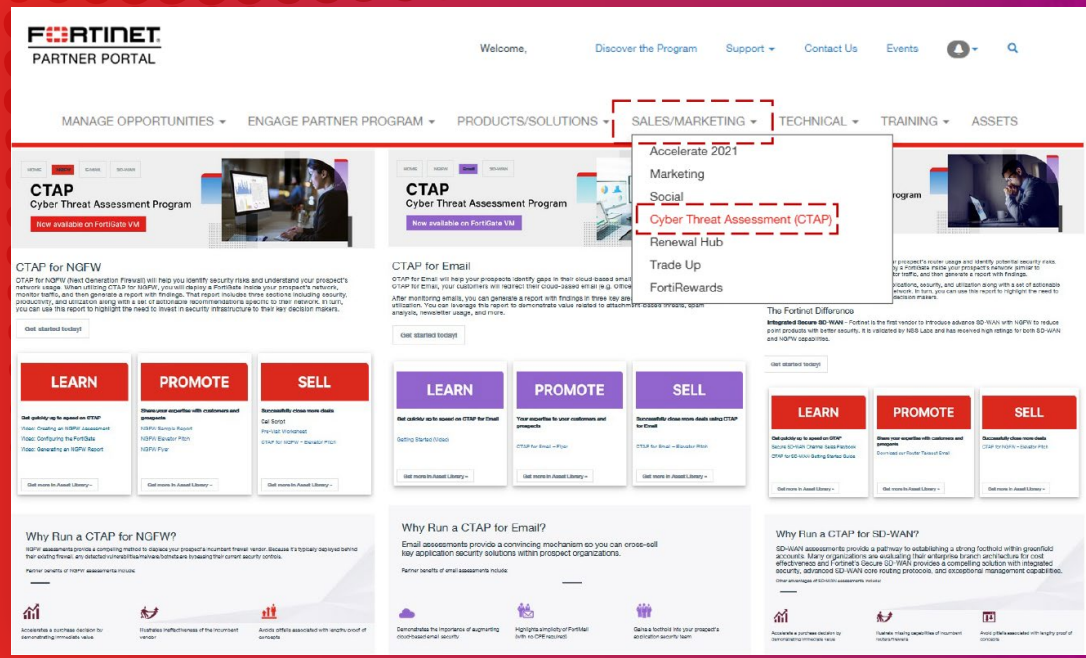
To work towards SELECT - the next partner level, you will need at least 2 sales people to be NSE1 and NSE2 certified plus one technical person to be NSE4 qualified.

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%



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

Free assessment of your prospects network

Shorten the sales Cycle by 50%

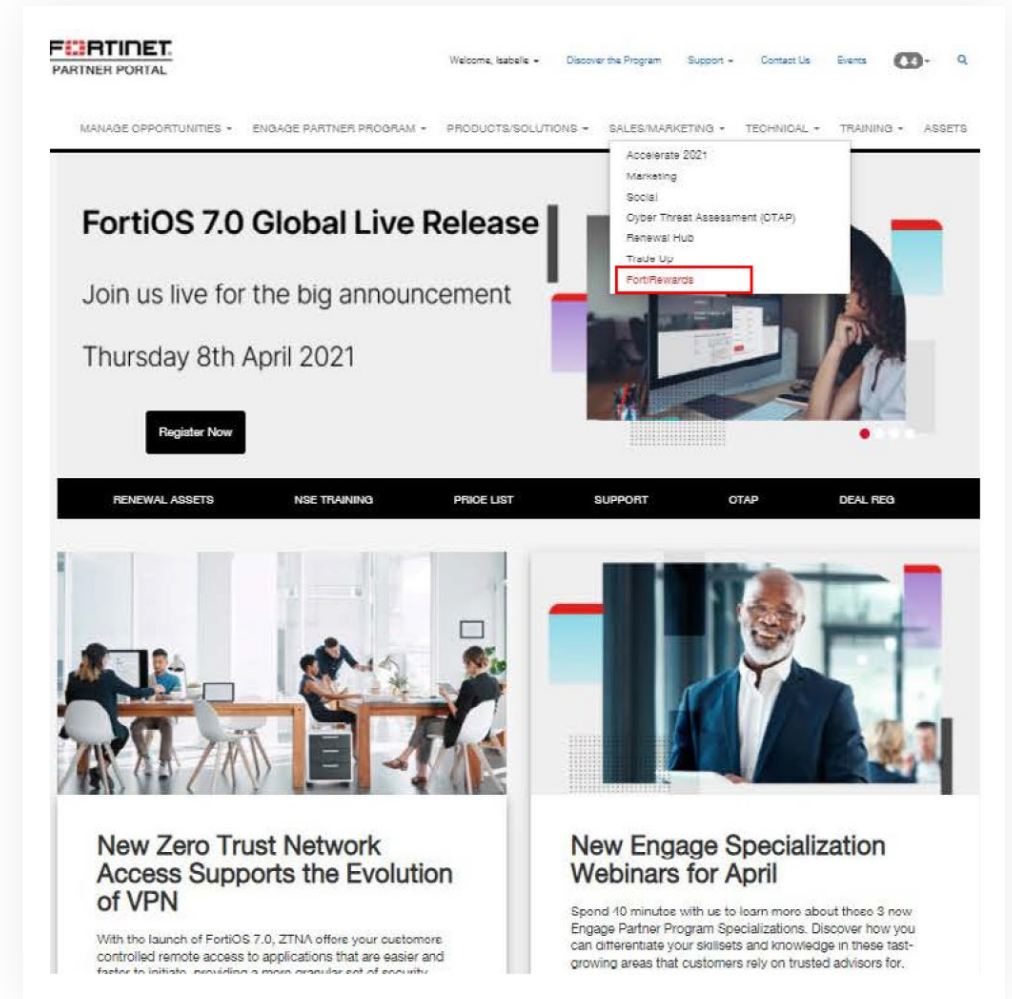
Source: Why Fortinet Guide, Fortinet partner portal

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)



The screenshot shows the Fortinet Partner Portal website. The top navigation bar includes the Fortinet logo, a user profile for 'Isabelle', and links for 'Discover the Program', 'Support', 'Contact Us', 'Events', and a notification icon. Below this is a secondary navigation bar with categories: 'MANAGE OPPORTUNITIES', 'ENGAGE PARTNER PROGRAM', 'PRODUCTS/SOLUTIONS', 'SALES/MARKETING', 'TECHNICAL', 'TRAINING', and 'ASSETS'. A dropdown menu is open under 'SALES/MARKETING', listing 'Accelerate 2021', 'Marketing', 'Social', 'Cyber Threat Assessment (CTAP)', 'Renewal Hub', 'Trade Up', and 'FortiRewards', with 'FortiRewards' highlighted in a red box. The main content area features a large banner for 'FortiOS 7.0 Global Live Release' with the text 'Join us live for the big announcement Thursday 8th April 2021' and a 'Register Now' button. Below the banner is a horizontal menu with 'RENEWAL ASSETS', 'NSE TRAINING', 'PRICE LIST', 'SUPPORT', 'OTAP', and 'DEAL REG'. The page is divided into two columns of content. The left column has a header image of a meeting and a title 'New Zero Trust Network Access Supports the Evolution of VPN', followed by a short paragraph. The right column has a header image of a man in a suit and a title 'New Engage Specialization Webinars for April', followed by a short paragraph.

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Engage**

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