



# Security Solutions For The SMB

# Small Businesses Are At Greater Risk Than Enterprises

Ransomware  
data breaches  
Attack  
Theft Hacks



Data breaches happen to the SMB\*

62%

# The Evolving Threat Landscape

## Giant Equifax data breach: 143 million people could be affected

Equifax says a giant cybersecurity breach compromised the personal information of as many as 143 million Americans — almost half the country

CNNtech | September 8, 2017: 9:23 AM ET

## Why 'WannaCry' Malware Caused Chaos for National Health Service in U.K.



## Bad Rabbit: Game of Thrones-referencing ransomware hits Europe

NotPetya-style malware infects Kiev's metro system, Odessa airport and Russian media, demanding bitcoin for decryption key

The Guardian | Wednesday 25 October 2017 06:06 EDT

2017

> \$1 BILLION

Source: FBI, 2016

2017

35x Growth

Source: FortiGuard Labs, 2017

SELF PROPOGATE

aaS Analysis Service

AI Adaptive Malware

EXPLOIT

EXPLOIT

# ...Existing Tools Are Not Solving The Problem

Traditional Tools are no match for the Threats, The Malware and the Attacks that are happening today.

- They were not designed to block Ransomware and other Malware effectively
- They were not designed to fend off Web Based attacks
- They were not designed to stop Multi Vector attacks and Threats



# What You Need



**EASE OF USE**



**COST  
EFFECTIVENESS**



**SECURITY  
EFFECTIVENESS**



**COMPLETENESS  
OF SOLUTION**



**BRAND &  
REPUTATION**

# **SMB Fabric Solutions**

Security Driven Networking



# Fortinet Security Fabric

## BROAD

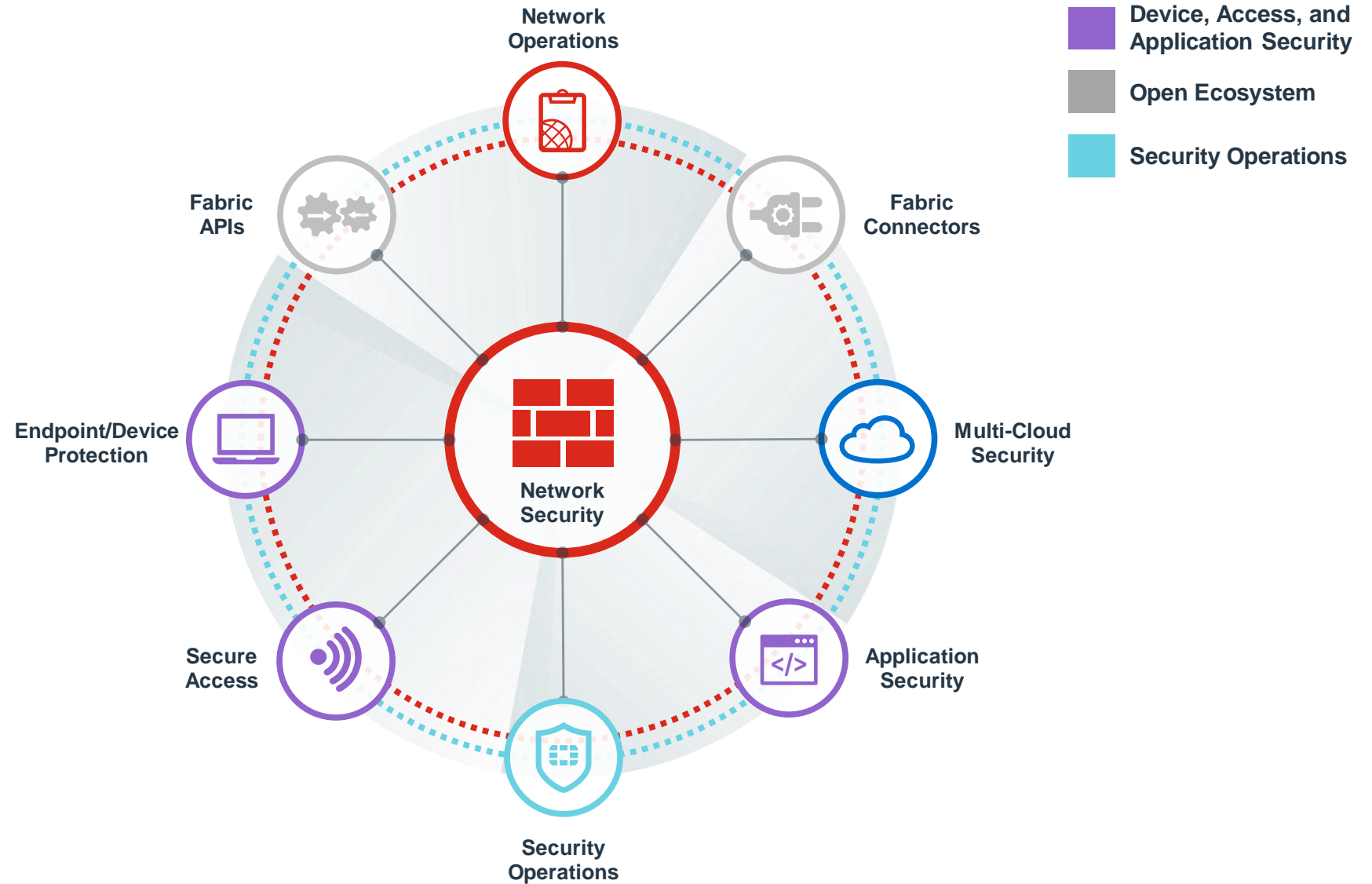
Visibility of the entire digital attack surface

## INTEGRATED

Protection across all devices, networks, and applications

## AUTOMATED

Operations and response driven by Machine Learning



# Fortinet Security Fabric - SMB

 Network Security

 Device, Access, and Application Security

 Security Operations



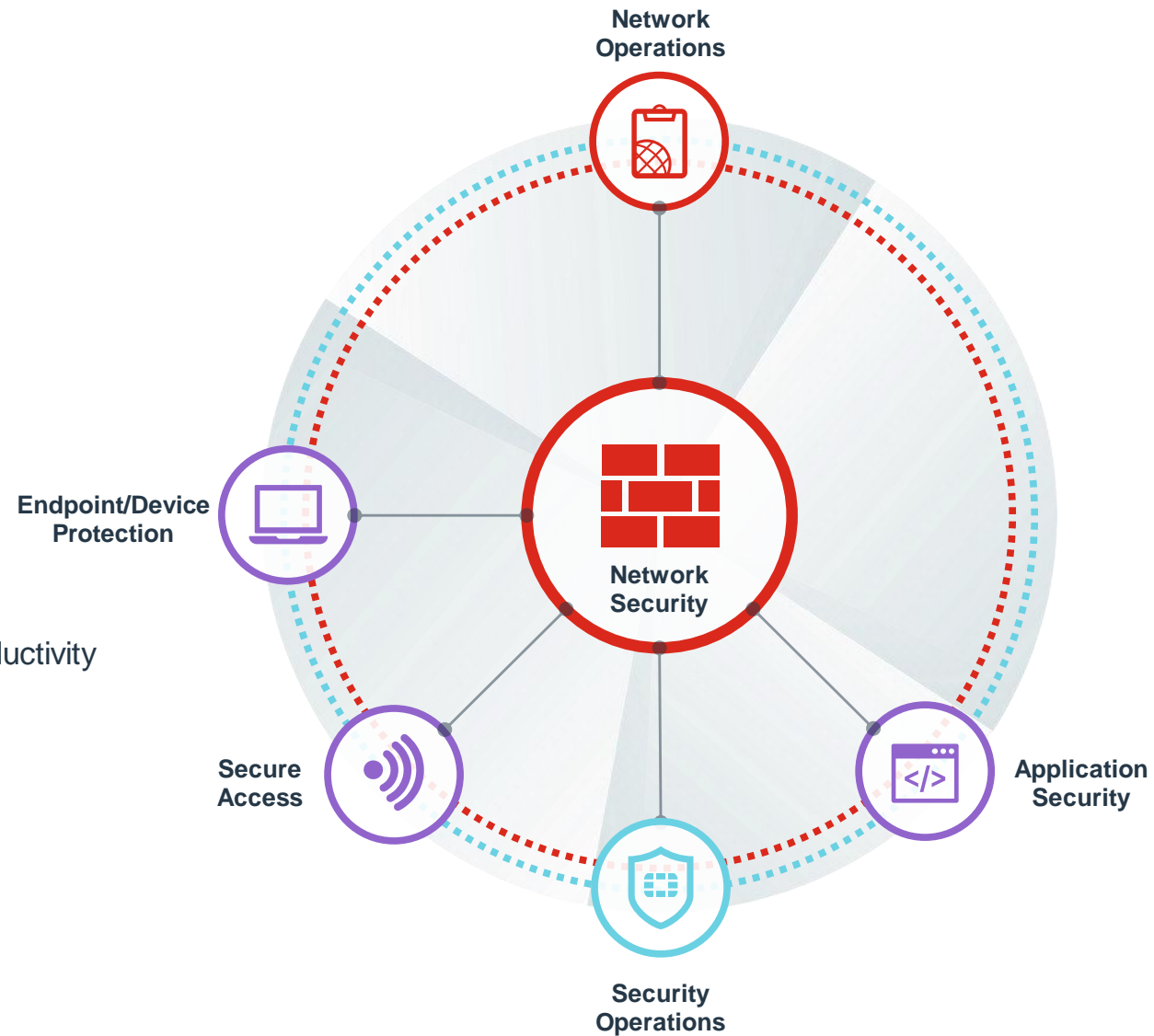
## Fabric

Complete Protection



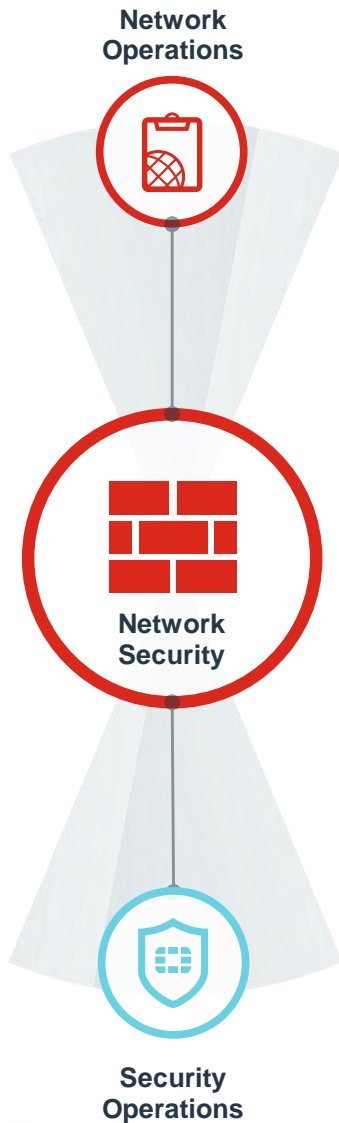
## Ease of Use

Increase Employee Productivity





# SD-WAN Use-cases to Transform Enterprise WAN Edge

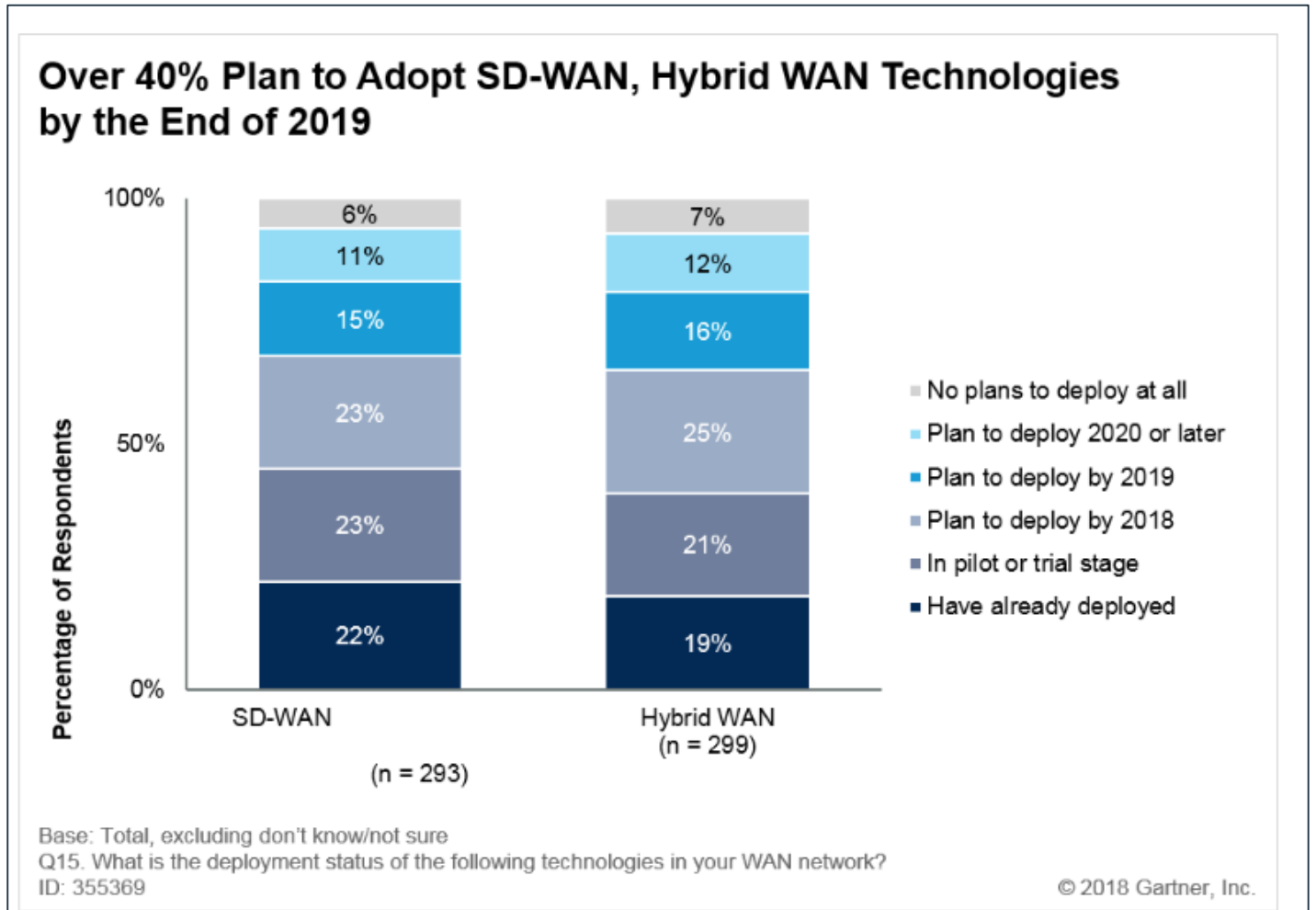


Application Aware WAN Edge	Reduce WAN Cost for lower Opex	Simplify Operations for quick roll-out
Business Applications Steering with low latency	MPLS to Broadband Transition	Zero Touch Deployment at Scale
Top rated threat protection and detection for Direct Internet Access	Quality of Experience for Voice/Video Apps	Single pane of glass management

# Over 40% Plan to Adopt SD-WAN in 2019 – Gartner

## Drivers behind SD-WAN

- Digital Transformation
- WAN Edge **Simplification**
- WAN **Automation**
- WAN TCO **Reduction**



# FortiGate – SDWAN Is a Feature



## APPLICATION AWARE

Visibility into 3000+ applications

Application-level transaction for better SLA



## MULTI-PATH INTELLIGENCE

Dynamic WAN link selection using SLA strategies

Automated fail-over capabilities



## MULTI BROADBAND

Transport independent with support for Ethernet, 3G/4G



## SIMPLIFIED MONITORING

Map-based monitoring of SD-WAN devices

Detailed application monitoring



## Segmentation

Multi-Tenancy with Patented VDOM

User Level segmentation for application

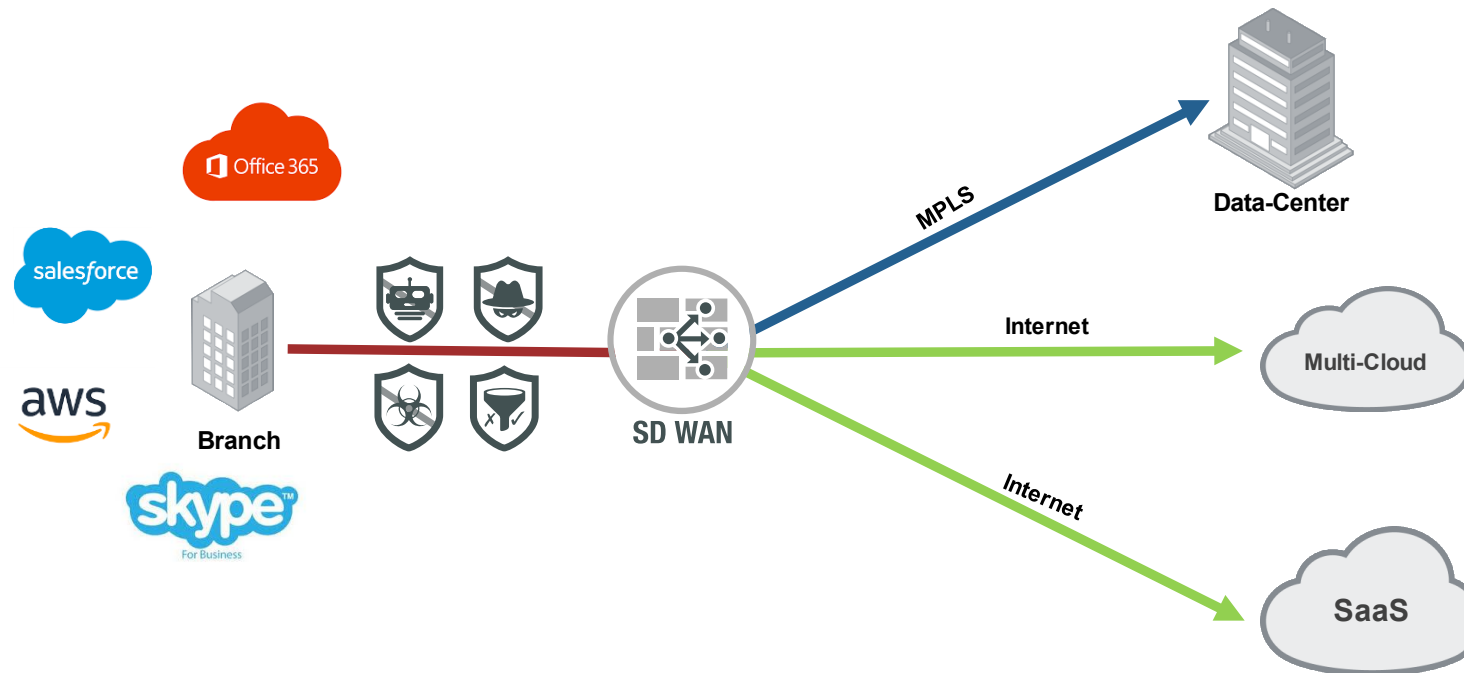
# Application Prioritization and Classification



## Fortinet Deep Application Visibility



# FortiGate Secure SD-WAN Provides Instant ROI Benefits



**SLA-based  
Application  
Steering**



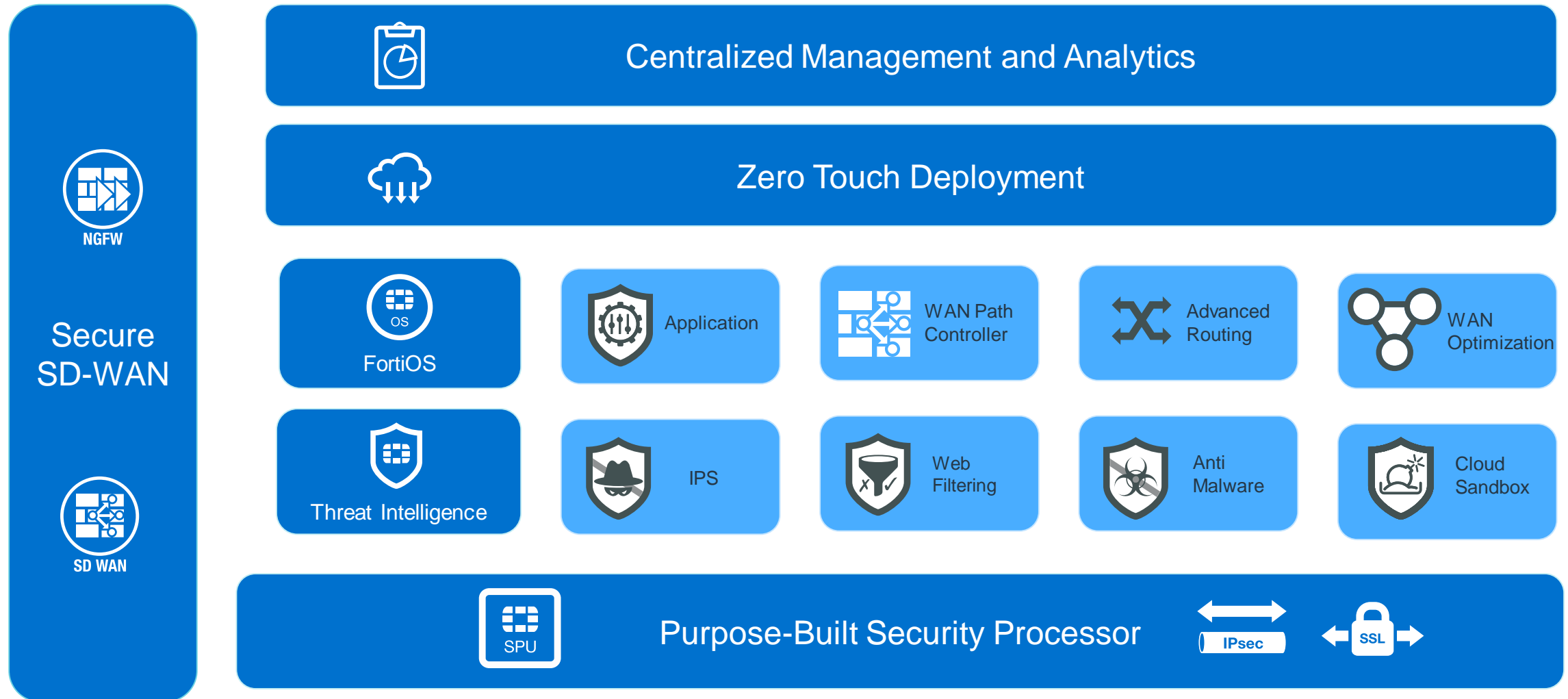
**Automation –  
Dynamic Fail-Over**

Reduce WAN Cost

Business Application First

Improves Security  
Posture

# FortiGate Secure SD-WAN





# Fortinet SD-WAN Receives “Recommendation” from NSS Labs

Vendor	QoE for VoIP		QoE for Video		TCO per Mbps	Overall Rating
Barracuda Networks	2.49	Below Use Case	2.75	Below Use Case	\$85	Caution
Citrix Systems	4.25	Above Use Case	4.04	Above Use Case	\$119	Verified
Cradlepoint	3.52	Above Use Case	1.10	Below Use Case	\$496	Caution
FatPipe Networks	4.31	Above Use Case	3.85	Above Use Case	\$84	Verified
Forcepoint	4.20	Above Use Case	4.04	Above Use Case	\$44	Verified
<b>Fortinet</b>	<b>4.38</b>	<b>Above Use Case</b>	<b>4.26</b>	<b>Above Use Case</b>	<b>\$5</b>	<b>Recommended</b>
Talari Networks	4.37	Above Use Case	4.47	Above Use Case	\$197	Recommended
Versa Networks	4.09	Above Use Case	4.09	Above Use Case	\$77	Verified
VMware	4.27	Above Use Case	4.21	Above Use Case	\$97	Recommended

Figure 2 – NSS Labs’ 2018 Recommendations for Software-Defined Wide Area Network (SD-WAN)

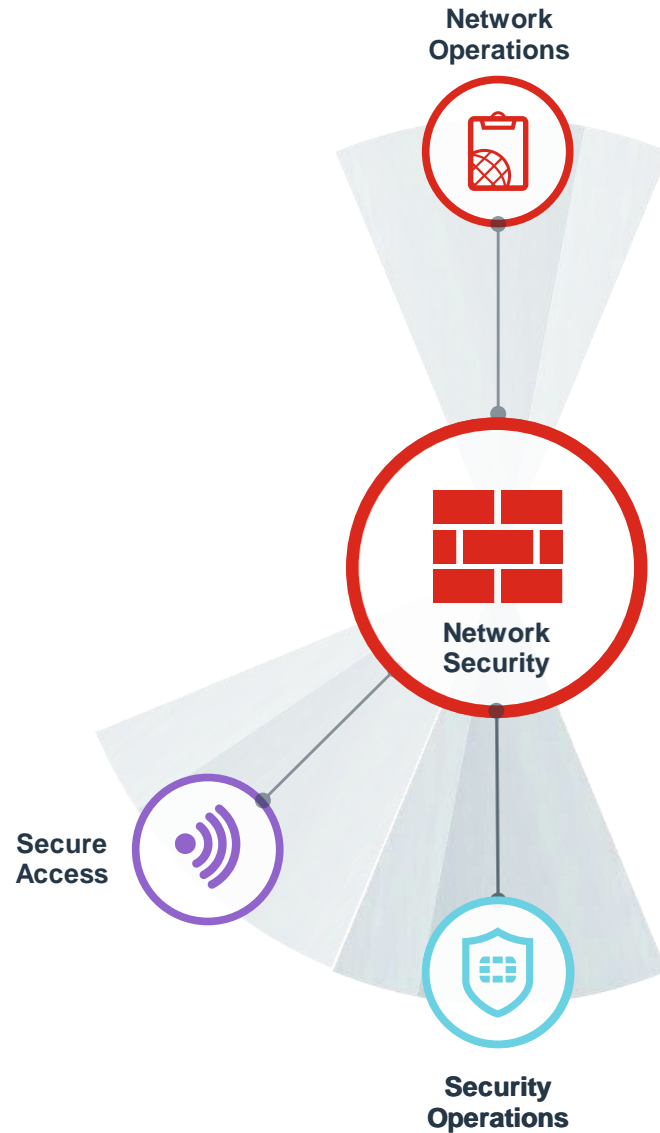


**Highest** QoE for VoIP  
4.38 out of 4.41

**Best** Total Cost of Ownership  
\$5@749 Mbps

**Only** Security Vendor to be  
Recommended  
Blocked 100% Evasions

# Secure Access



Secure Connectivity	Cloud Management
Simple secure access and connectivity as a unified solution with Firewall, Switch and WIFI	Deploy manage and gain visibility to entire deployment simply and with low touch
Simplify Operations through vendor consolidation to focus product knowledge and keep costs down	Single pane of glass

# UTM Firewall

# Network Security

Built around the industry's best UTM

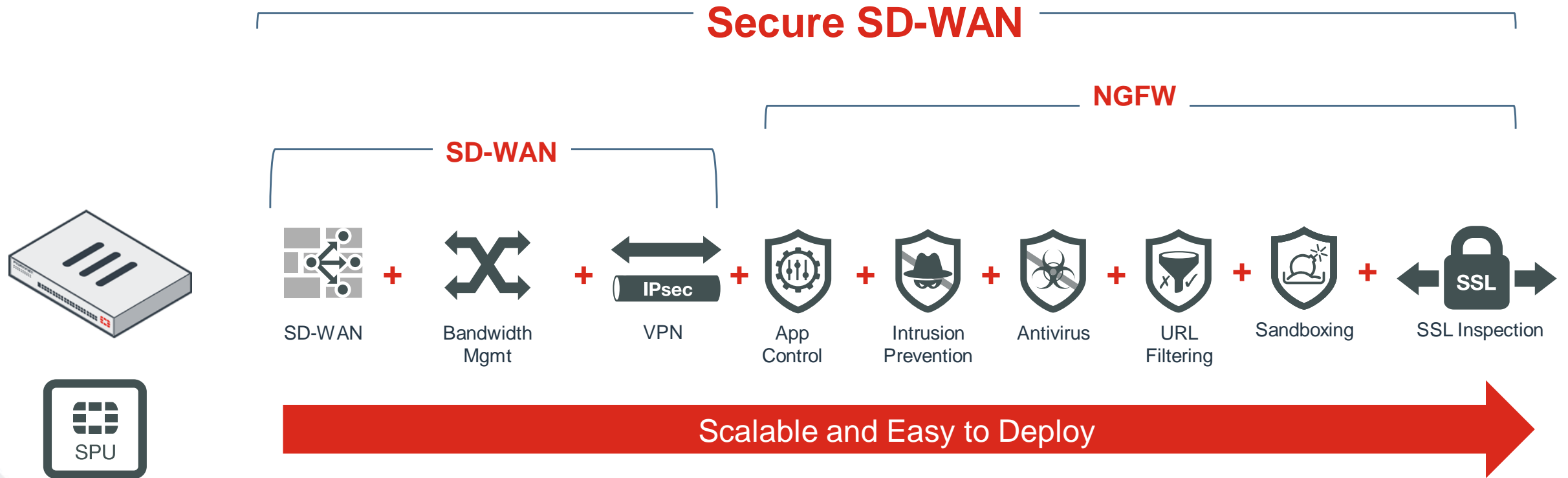
- Security
- Performance
- Fabric Integration
  - Wireless
  - Client
  - Switching
  - And more...
- Easy to setup, easy to manage
  - Cloud management



# FortiGate Next Generation Firewall Functionality

With built in Secure SDWAN onboard

SD-WAN is Built Into FortiGate and available as part of the base license



# Fortinet Positioned as a Leader in Gartner Magic Quadrant for UTM for the 9<sup>th</sup> time

“Fortinet continues to be a Leader, and leads in UTM market share with a huge margin over other UTM vendors in the market.”

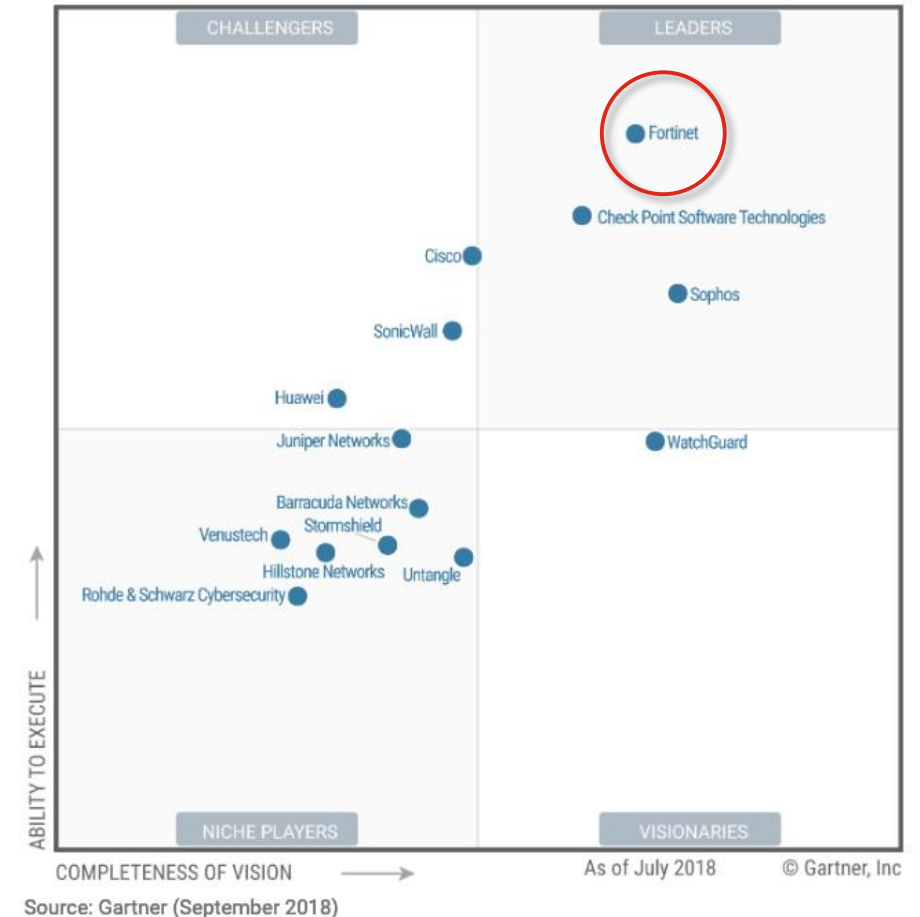
Gartner [Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls), [September 2018]

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fortinet

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## Magic Quadrant

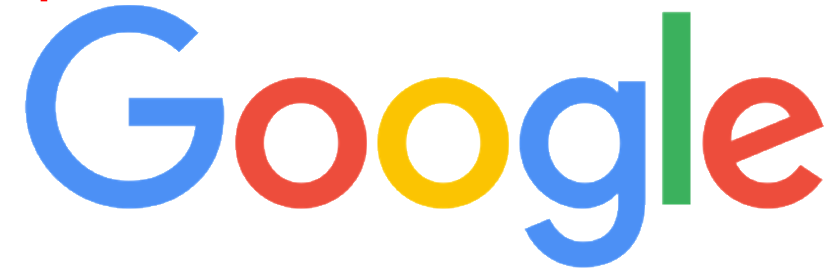
Figure 1. Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls)





# SSL Traffic Volume

Hands Down - Outperforming the competition!



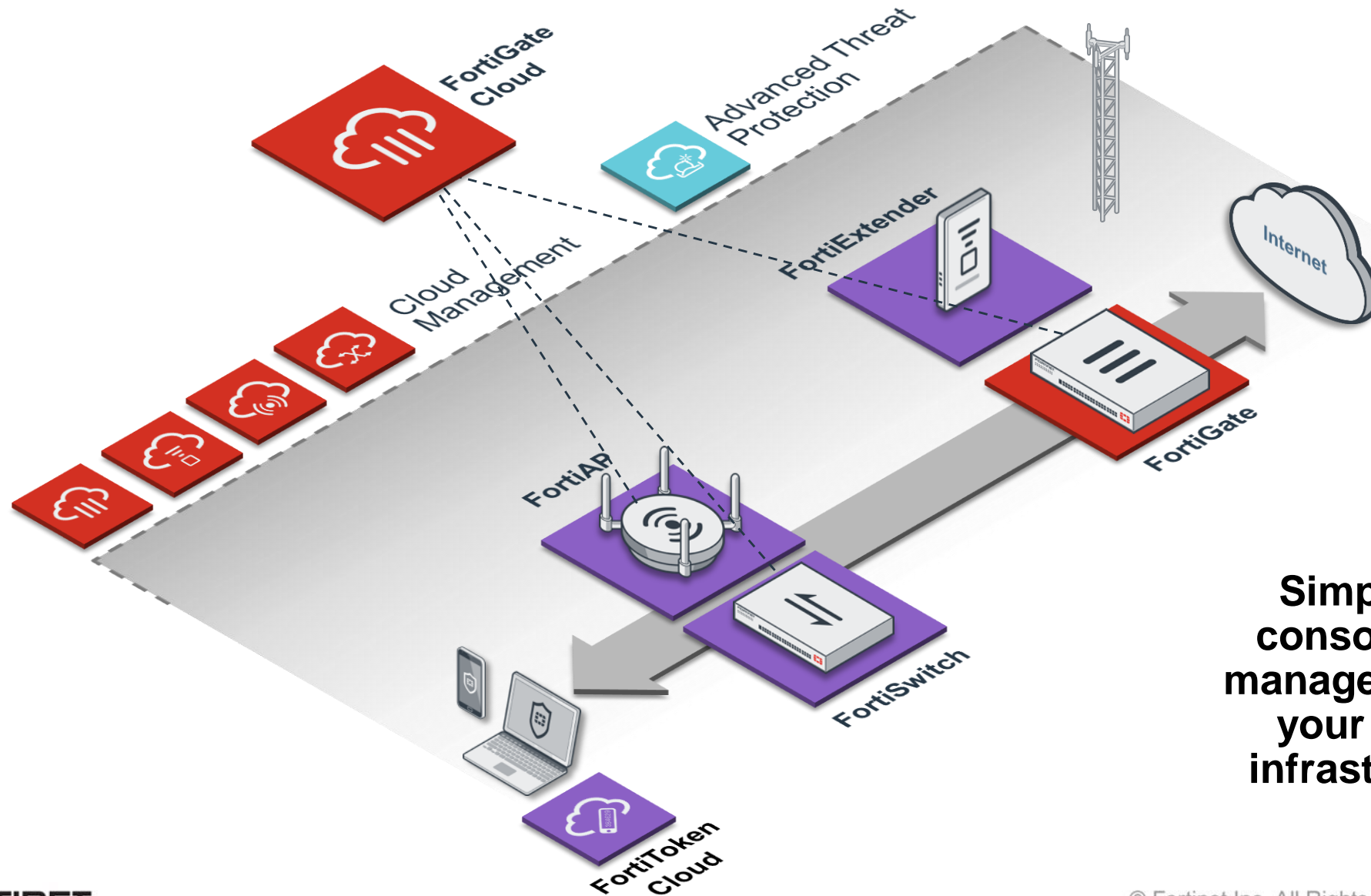
**2016: Point of inflection of  
SSL encrypted**

**VS**

**Non SSL encrypted traffic**



# Secure Access



**Simplified,  
consolidated  
management for  
your entire  
infrastructure**

# **The Secure Access Solution**

Product and Solutions Review

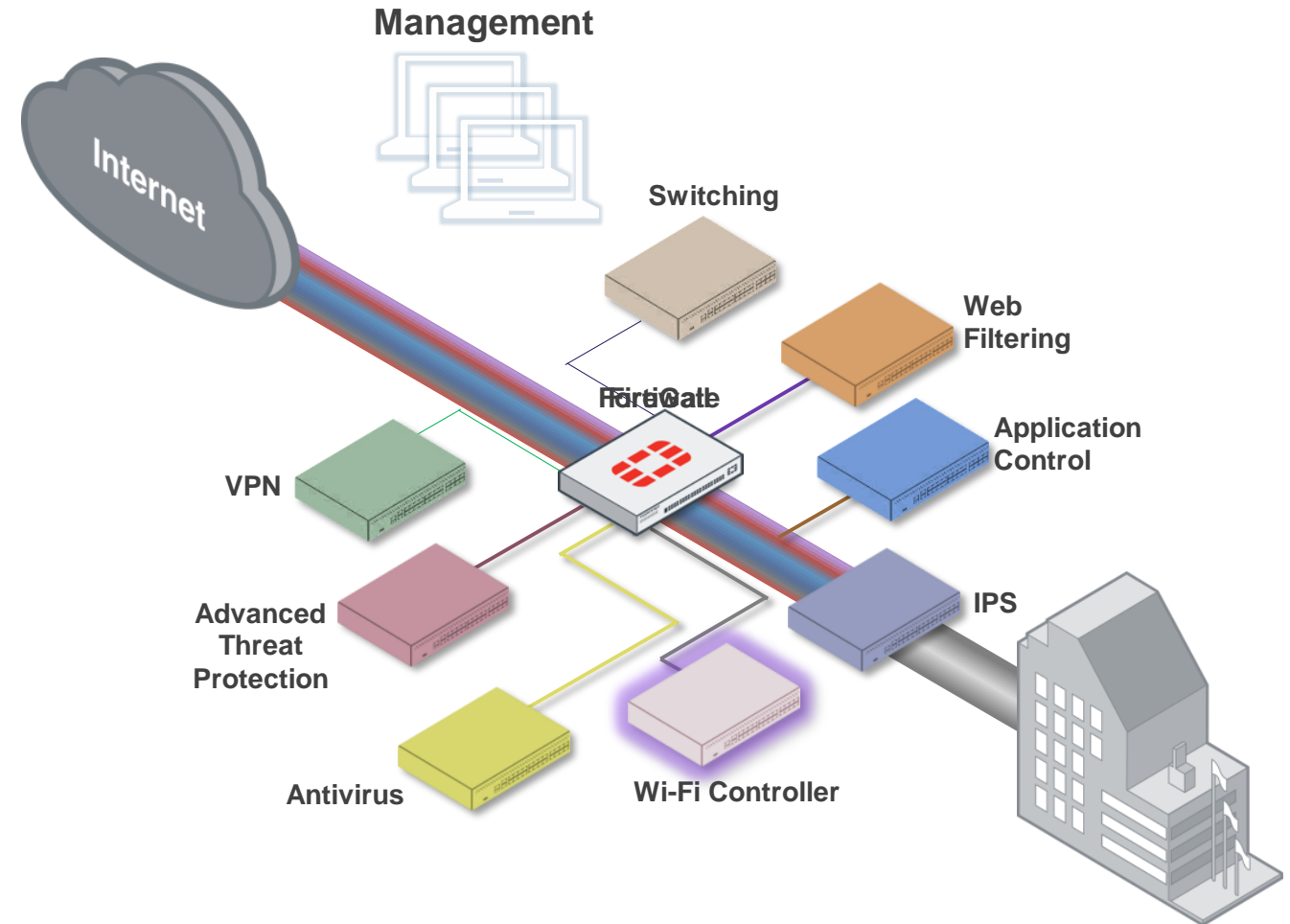
# Traditional security layer mapping approach = Complexity

## Complexity conditions

- Multiple solutions
- Multiple platforms to manage
- Multiple management consoles
- Inconsistent policy and networking
- Varying upgrade cycles



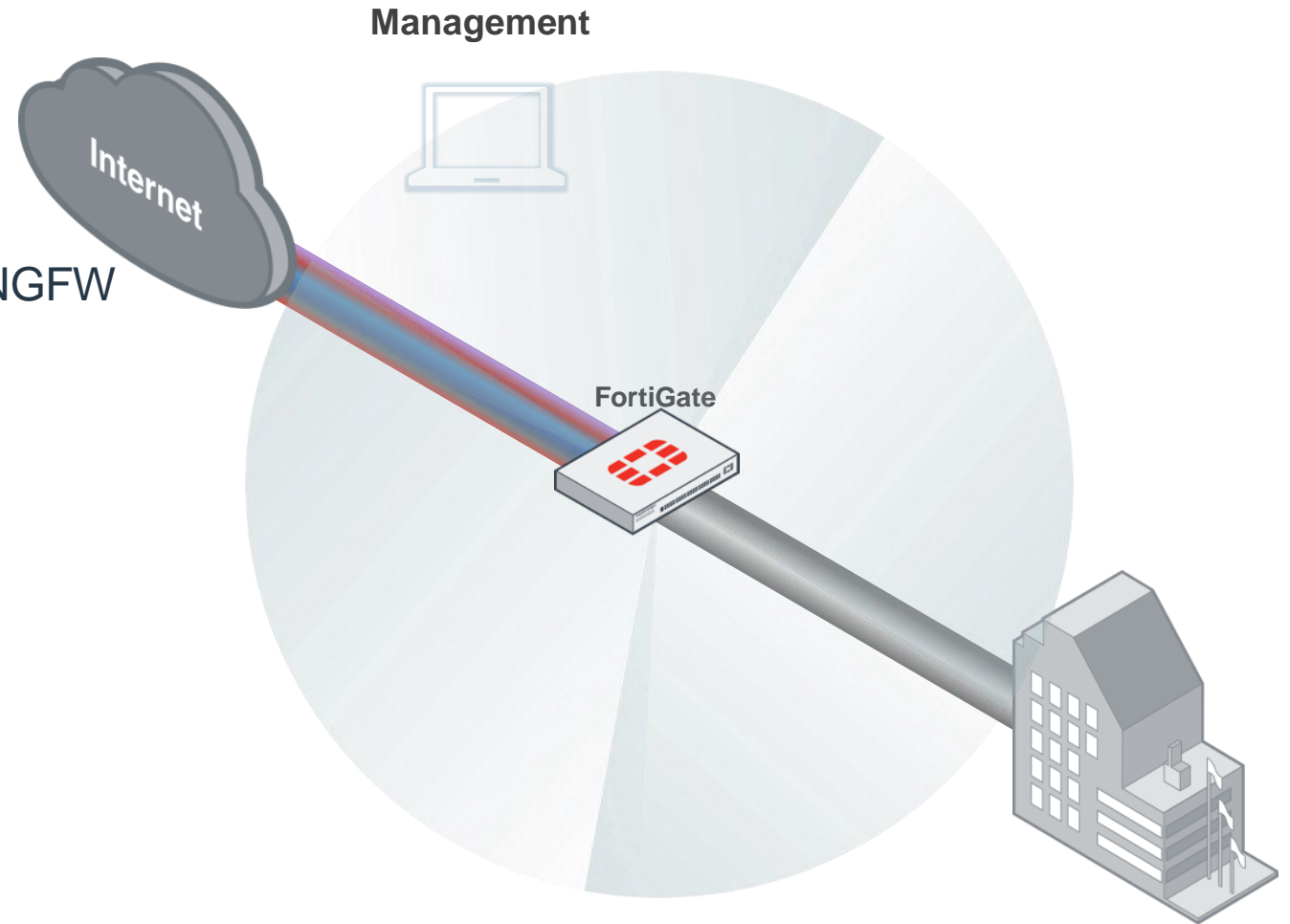
- Slow and porous threat response
- Reduced chance of configuration error
- Resources strained to maintain
- Lower CAPEX, OPEX, Training, Personnel
- Prone to configuration complexity



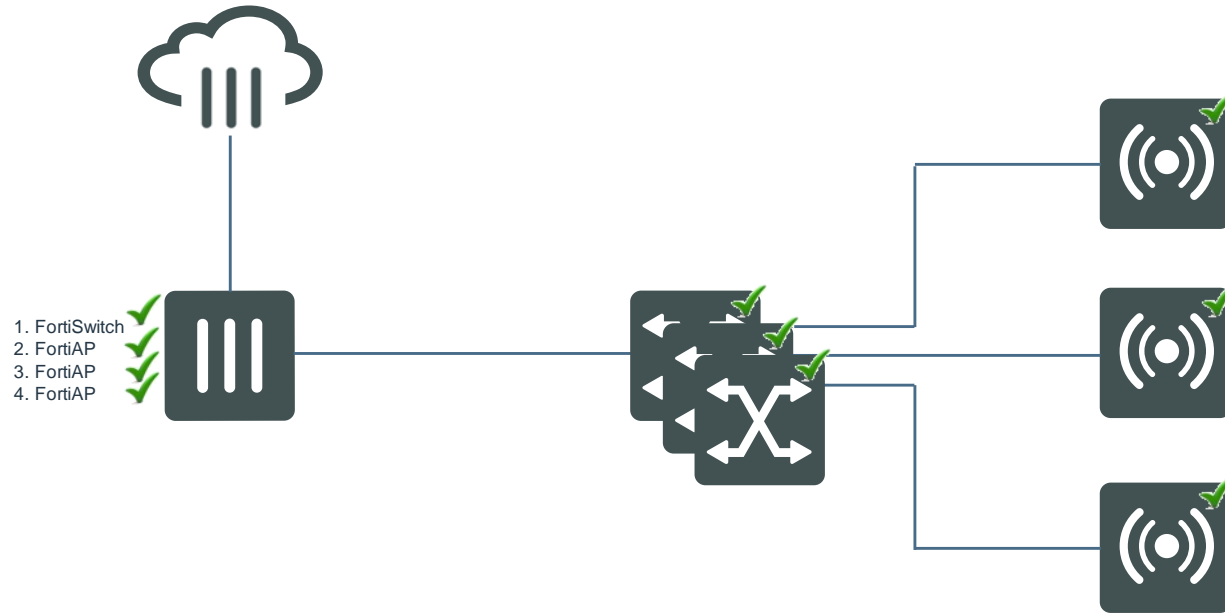
# Fabric based approach to access

## FortiGate manages it all

- FortiLink
  - Switch ports are an extension of your NGFW
- FortiLink wireless
  - SSIDs are an extension of your NGFW
- No additional licenses



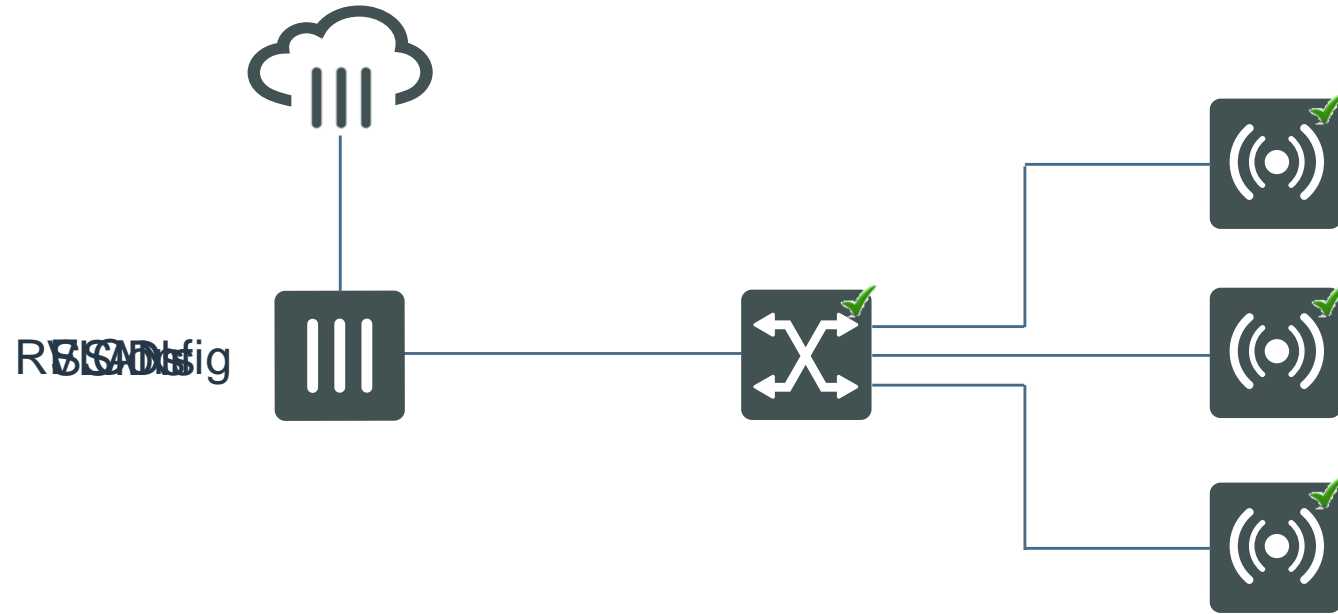
# Deploy your network with the click of a mouse



- Plug in your devices
- Click to authorize them in your FortiGate / FortiGate Cloud
- You're done!
- Add more switches
- The FortiGate automatically adjusts
- No extra config needed

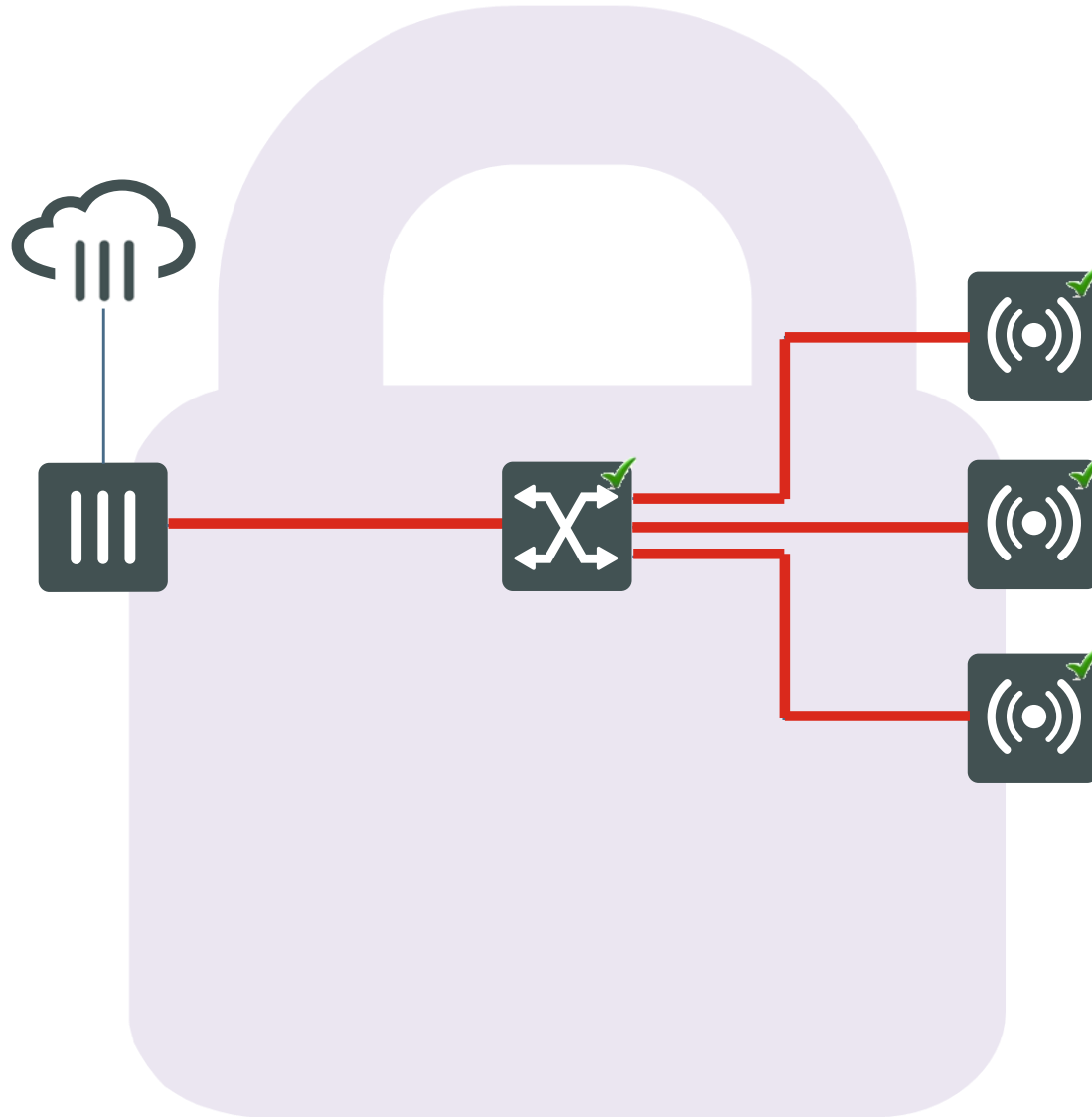


# Configure your network from a single interface



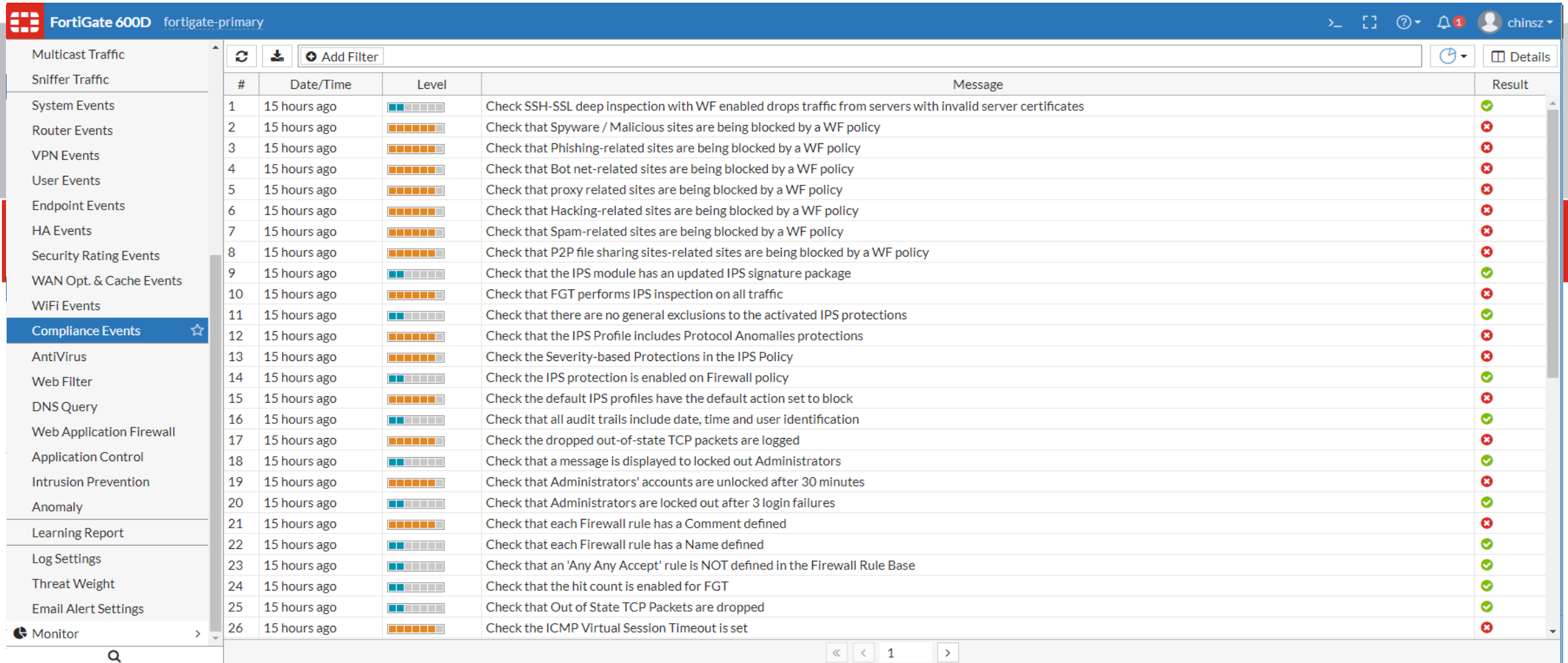
- Assign settings in a single place
- Configuration is pushed to managed devices
- Includes wireless settings

# Include everything in your security policies



- Set your policies
- FortiGate extends them through the network
- Your firewall now extends throughout the access layer

# End to end visibility



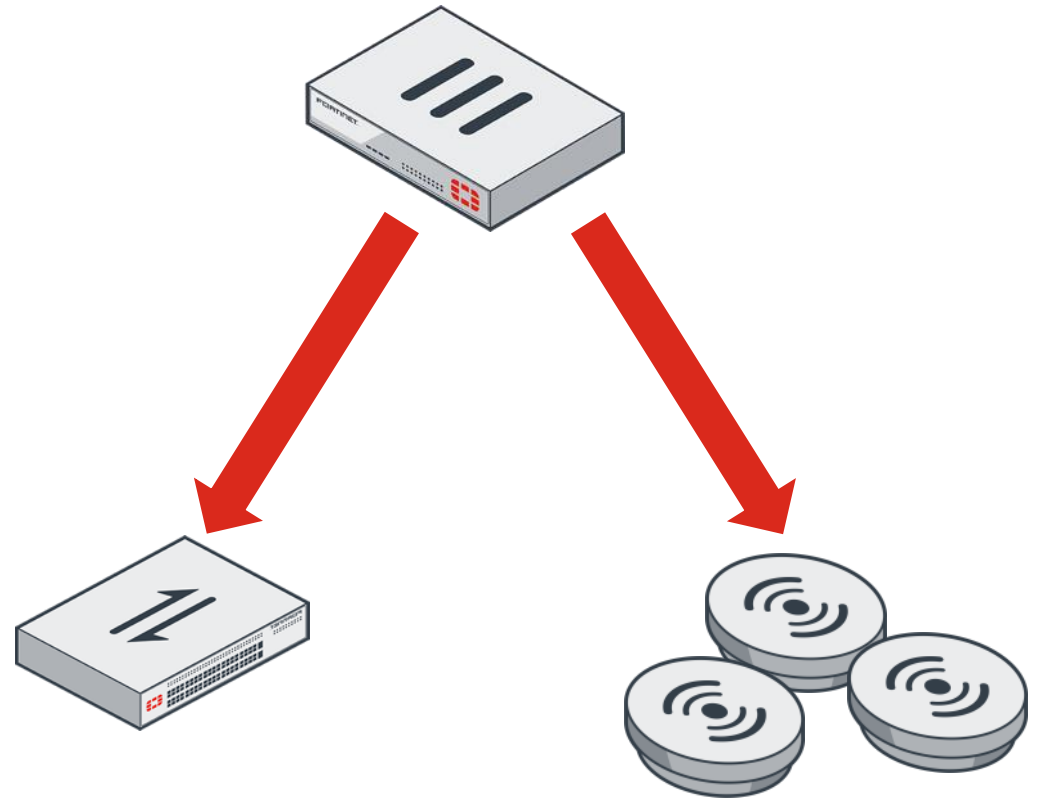
The screenshot displays the FortiGate 600D web interface. On the left, a sidebar menu lists various system components: Multicast Traffic, Sniffer Traffic, System Events, Router Events, VPN Events, User Events, Endpoint Events, HA Events, Security Rating Events, WAN Opt. & Cache Events, WiFi Events, Compliance Events (highlighted with a star), AntiVirus, Web Filter, DNS Query, Web Application Firewall, Application Control, Intrusion Prevention, Anomaly, Learning Report, Log Settings, Threat Weight, Email Alert Settings, and Monitor. The main area shows a table of 'Compliance Events' with 26 entries. Each entry includes a number, a timestamp ('15 hours ago'), a progress bar, a descriptive message, and a result status (green checkmark for success, red X for failure). The messages cover a range of security checks, including SSH-SSL inspection, spyware blocking, phishing blocking, bot net blocking, proxy blocking, hacking blocking, spam blocking, P2P file sharing blocking, IPS module updates, FGT IPS inspection, general IPS exclusions, IPS profile settings, severity-based protections, IPS protection on firewall policy, default IPS profiles, audit trails, dropped out-of-state TCP packets, administrator lockouts, and firewall rule configurations.

#	Date/Time	Level	Message	Result
1	15 hours ago	<div><div></div></div>	Check SSH-SSL deep inspection with WF enabled drops traffic from servers with invalid server certificates	✓
2	15 hours ago	<div><div></div></div>	Check that Spyware / Malicious sites are being blocked by a WF policy	✗
3	15 hours ago	<div><div></div></div>	Check that Phishing-related sites are being blocked by a WF policy	✗
4	15 hours ago	<div><div></div></div>	Check that Bot net-related sites are being blocked by a WF policy	✗
5	15 hours ago	<div><div></div></div>	Check that proxy related sites are being blocked by a WF policy	✗
6	15 hours ago	<div><div></div></div>	Check that Hacking-related sites are being blocked by a WF policy	✗
7	15 hours ago	<div><div></div></div>	Check that Spam-related sites are being blocked by a WF policy	✗
8	15 hours ago	<div><div></div></div>	Check that P2P file sharing sites-related sites are being blocked by a WF policy	✗
9	15 hours ago	<div><div></div></div>	Check that the IPS module has an updated IPS signature package	✓
10	15 hours ago	<div><div></div></div>	Check that FGT performs IPS inspection on all traffic	✗
11	15 hours ago	<div><div></div></div>	Check that there are no general exclusions to the activated IPS protections	✓
12	15 hours ago	<div><div></div></div>	Check that the IPS Profile includes Protocol Anomalies protections	✗
13	15 hours ago	<div><div></div></div>	Check the Severity-based Protections in the IPS Policy	✗
14	15 hours ago	<div><div></div></div>	Check the IPS protection is enabled on Firewall policy	✓
15	15 hours ago	<div><div></div></div>	Check the default IPS profiles have the default action set to block	✗
16	15 hours ago	<div><div></div></div>	Check that all audit trails include date, time and user identification	✓
17	15 hours ago	<div><div></div></div>	Check the dropped out-of-state TCP packets are logged	✗
18	15 hours ago	<div><div></div></div>	Check that a message is displayed to locked out Administrators	✓
19	15 hours ago	<div><div></div></div>	Check that Administrators' accounts are unlocked after 30 minutes	✗
20	15 hours ago	<div><div></div></div>	Check that Administrators are locked out after 3 login failures	✓
21	15 hours ago	<div><div></div></div>	Check that each Firewall rule has a Comment defined	✗
22	15 hours ago	<div><div></div></div>	Check that each Firewall rule has a Name defined	✓
23	15 hours ago	<div><div></div></div>	Check that an 'Any Any Accept' rule is NOT defined in the Firewall Rule Base	✓
24	15 hours ago	<div><div></div></div>	Check that the hit count is enabled for FGT	✓
25	15 hours ago	<div><div></div></div>	Check that Out of State TCP Packets are dropped	✓
26	15 hours ago	<div><div></div></div>	Check the ICMP Virtual Session Timeout is set	✗

See **everything** from connection level to applications and security

# Fabric integration simplifies the network

- FortiLink & FortiLink wireless
  - Configuration on the FortiGate automatically creates and extends network interfaces and policies through the network elements
- Integration allows for whole fabric to know not just devices, but who is using those devices...



# Fortinet Positioned as a Leader in Gartner Magic Quadrant for UTM

## for the 9<sup>th</sup> consecutive time

“Fortinet continues to be a Leader, and leads in UTM market share with a huge margin over other UTM vendors in the market.”

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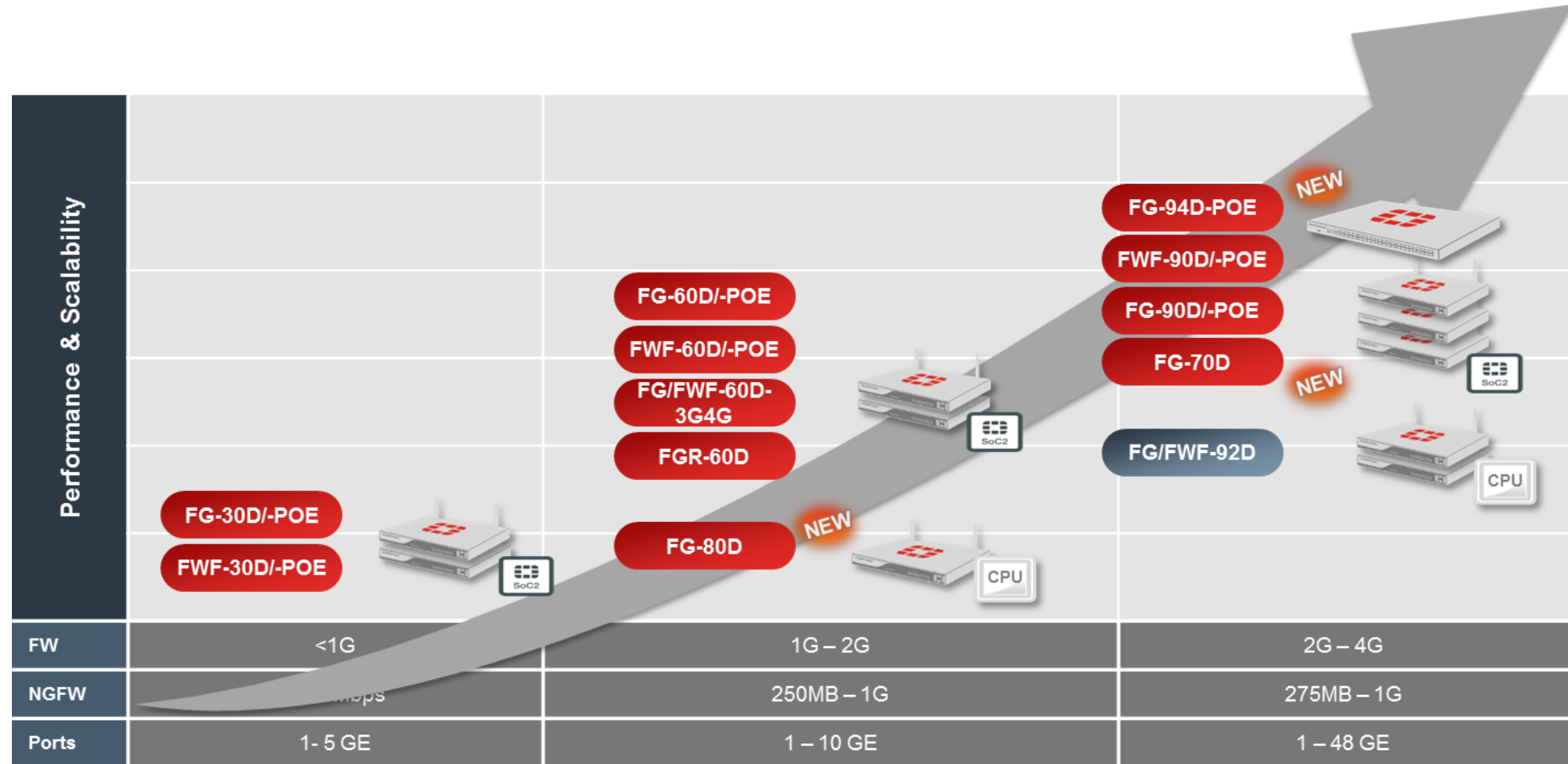
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### Magic Quadrant

Figure 1. Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls)



# FortiGate Entry Level (30 - 90 Series)

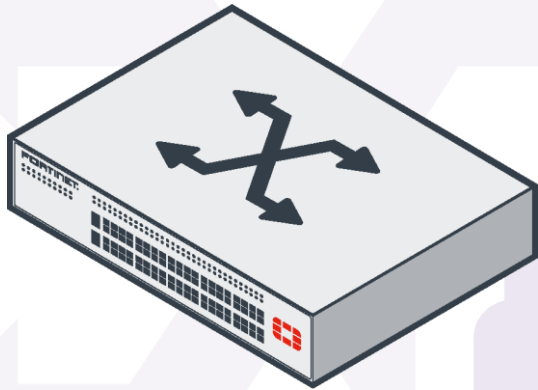




# Secure Unified Access Ethernet

Pervasive Security with Fortinet Security Fabric Integration powered by FortiLink.

## FortiSwitch



### **Secure**

FortiSwitch becomes a logical extension of the FortiGate when connected via FortiLink

### **Simple**

Simplified Management, Deployment, and Network Architectures.

### **Scalable**

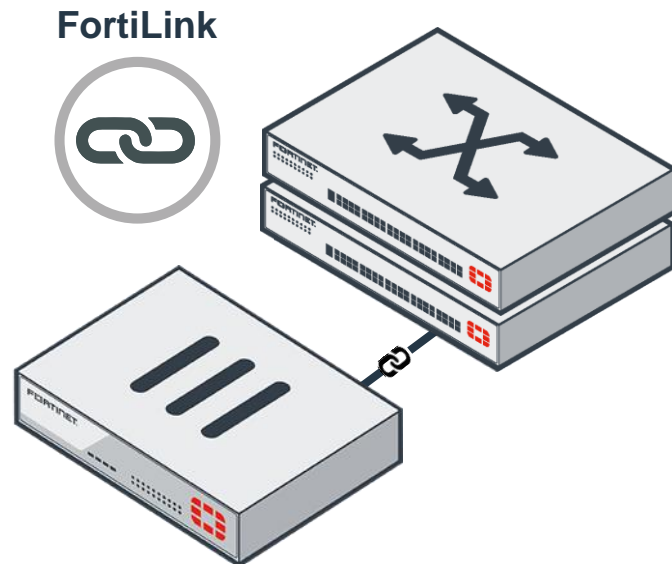
Stackable up to 300 switches per FortiGate.

FortiSwitch becomes a logical extension of the FortiGate

# FortiSwitch Deployment Options

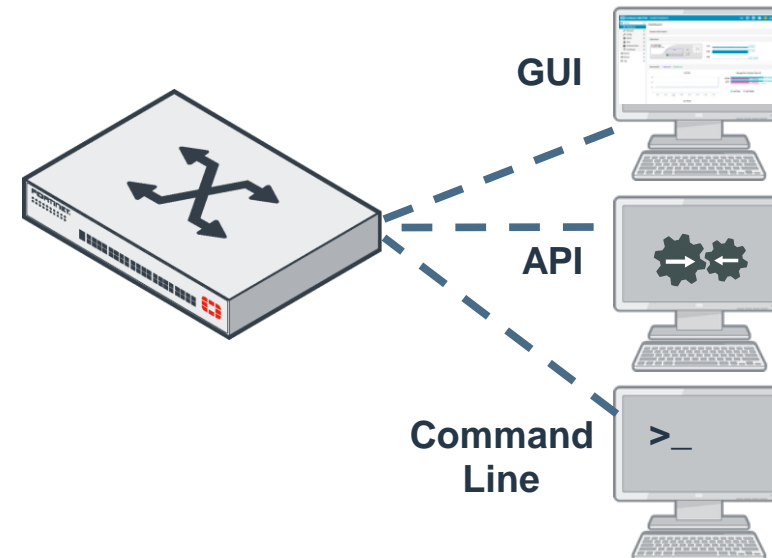
## FortiLink

FortiGate Managed. Security Fabric Enabled.  
Most common deployment model



## Stand Alone

Industry Standard Deployment Model  
Common in non-FortiGate environments



# FortiSwitch Secure Access Switch Family

## Entry

### 100 Series

- Entry Level Switch
- Desktop to wiring closet.
- 8 to 24 ports, POE Capable
- (2) Gigabit Ethernet SFP uplink ports



## Mid Range

### 200 Series

- Mid level Switch
- Typical wiring closet switch.
- 24 to 48 ports POE+ Capable
- (4) Gigabit Ethernet SFP uplink ports



## Premium

### 400 Series

- Enterprise Switch
- Large wiring closet or highspeed uplink req.
- 24 to 48 ports POE+ Capable
- Up to (4) 10 Gigabit Ethernet SFP uplinks



## Aggregation

### 500 Series

- Aggregation Switch
- 24 to 48 ports POE+ Capable
- Up to (4) 10 Gigabit Ethernet (2) 40 Gigabit Ethernet SFP uplinks



UPLINKS

40GbE

10GbE

1GbE

# Secure Unified Wireless Access with FortiAP



- Secure
  - Pervasive Security with Fortinet Security Fabric Integration.
- Simple
  - Simplified Management with a single pane of glass for wired, wireless, and security
- Visibility
  - See the whole network, and track identity throughout.

Wireless networks become a logical extension of the FortiGate when controlled via FortiLink Wireless

# Access Points you expect from Enterprise Wi-Fi



4x4 models for high throughput

2x2 models for price sensitivity

Internal or external antenna

IP67 models for Outdoor installations and meshing

Wall Plate form factor for in-room installations

# What is FortiGuard?

## Threat Research

- Malware and URL analysis
- Analysis of current threats
- Zero-day research

## Innovation

- Automation of analyst tasks
- Leveraging emerging technologies

## Development

- Antivirus Engine
- Intrusion Prevention Engine
- Signature development

## Customer Focus

- Signature creation
- URL categorization
- Premier services





# FortiGuard Minute

## Threat Intelligence in Action!



# **FortiSandBox Cloud**



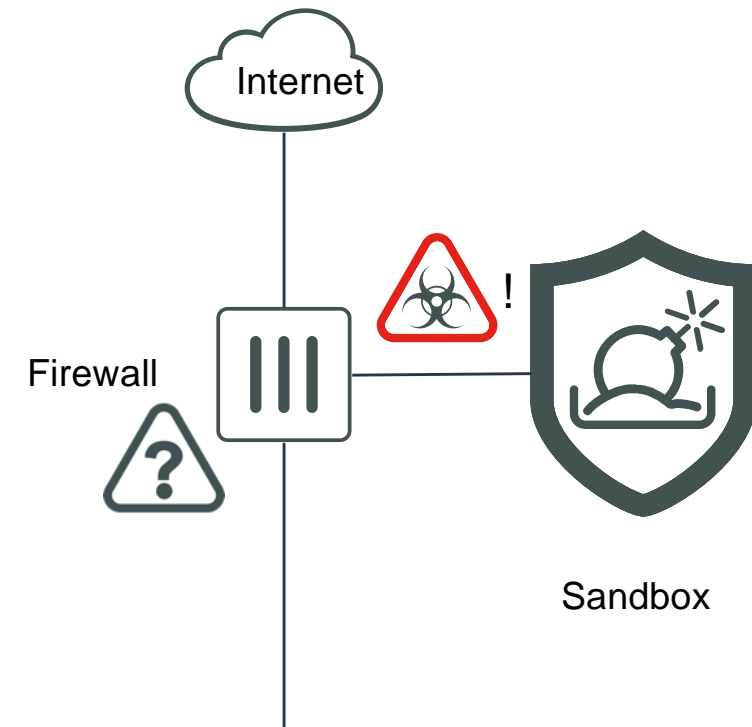
# What Is a Sandbox?

With so many known threats emerging daily security devices need help stopping New and Unknown Threats

The Sandbox - a secure emulated environment where suspicious files are sent for further examination

If the sandbox determines the file is clean, a message is sent to the security device to allow the file.

If not, the file is deleted keeping your users, applications and data safe.

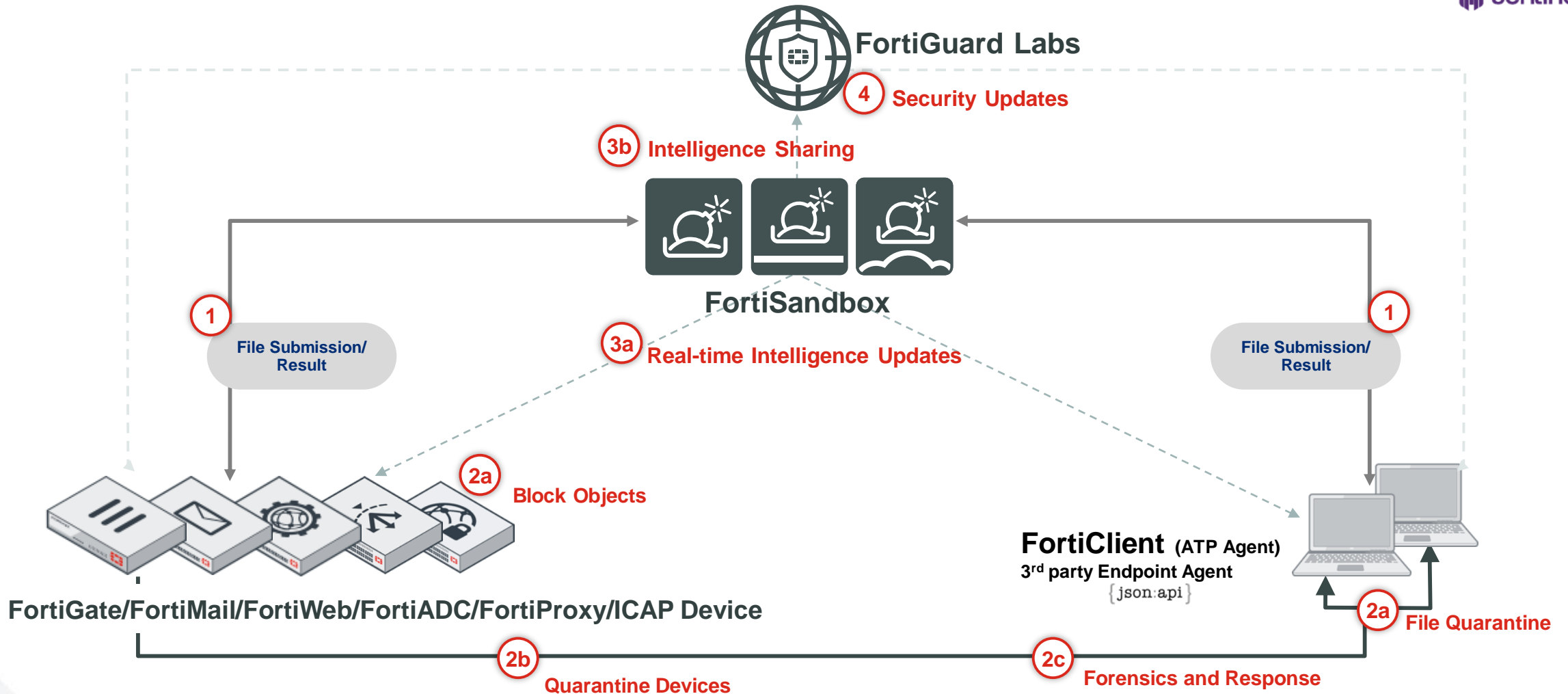


# Advanced Threat Protection Use Cases

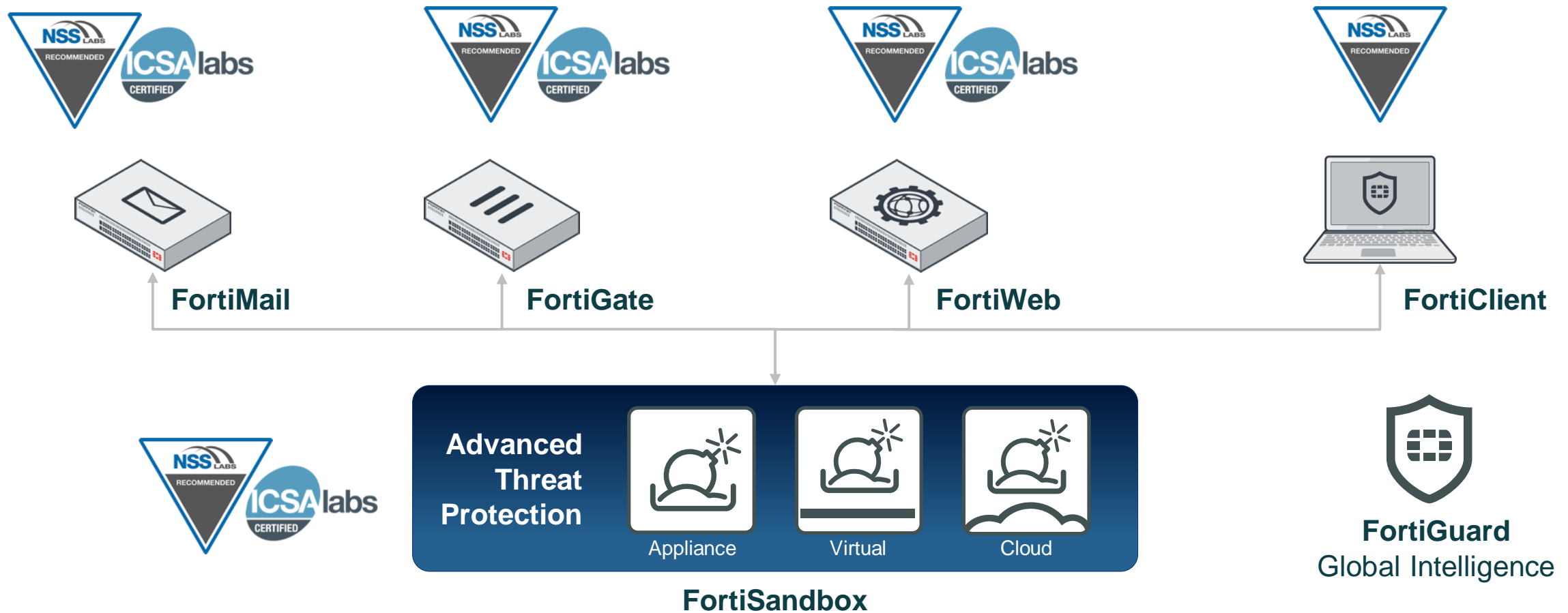
<b>Fortinet Security Fabric Integration:</b> FortiGate, FortiMail, FortiWeb, FortiADC, FortiProxy, FortiClient, Fabric Ready Partners				
<b>FortiGuard Services:</b> Antivirus, Web Filter, IPS, File Query, Sandbox Engine Update				
Speed Detection of Advanced Threats	Secure the #1 delivery vehicle of installed malware and in the Cloud	Identify 99% of malware seeking network entry	Secure the #1 source of breaches	Protect the ultimate destination of attacks
FortiSandbox + ICAP	FortiMail + FortiSandbox	FortiGate + FortiSandbox	FortiWeb + FortiSandbox	FortiClient + Fabric Partners + FortiSandbox

# That is Fully Automated

## Automated Intelligence Sharing and Response



# Validated Effectiveness across the Threat Vectors



# **Indicators Of Compromise**

# Indication of Compromise (IoC)

- Use the power of FortiGuard Labs to scan devices on your network.
- We detect infected or highly suspicious devices, analyze the risk, and notify you about them.
- IOC improves your security posture and helps safeguard your organization through accurate detection of advanced threats.



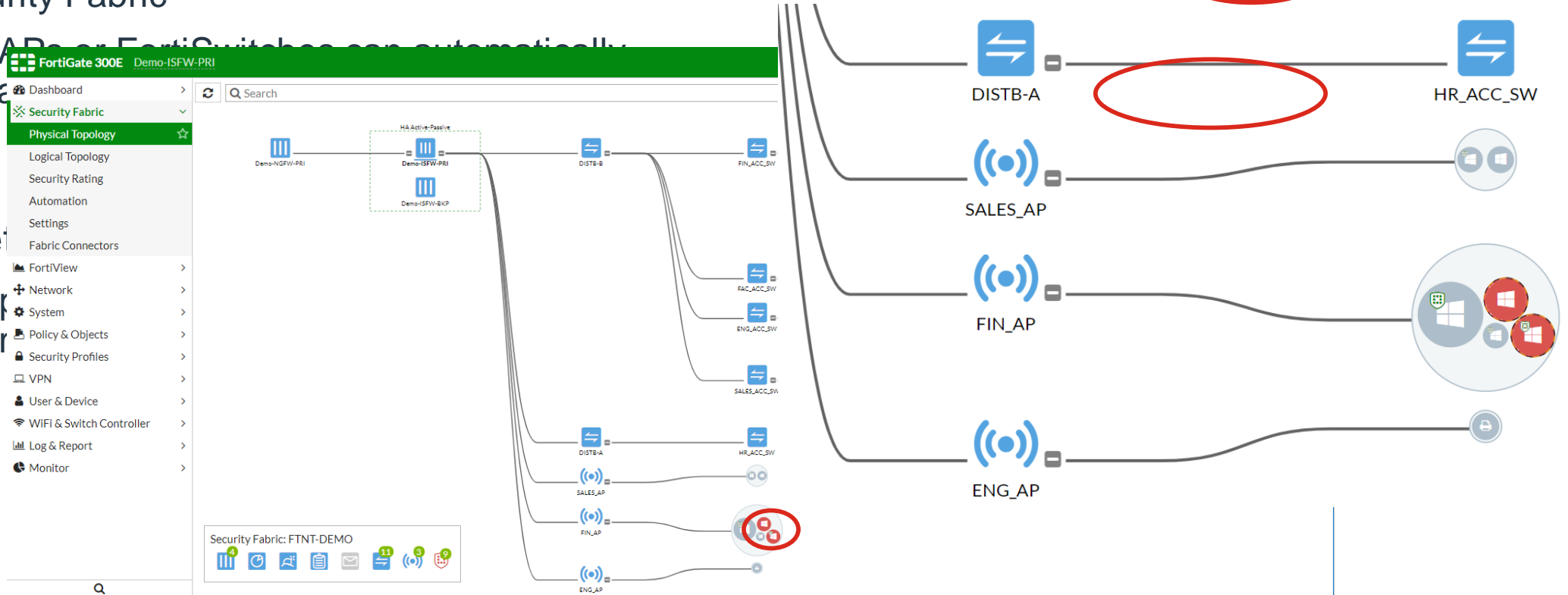
# Automated response to compromised devices

Taking response time out of the equation

- The Security Fabric in action
  - A device is detected as compromised by the Security Fabric
  - FortiGate or FortiSwitch can automatically quarantine

• Your new

• Compromised wider



# **Identity And Access Management**

FortiToken



# Today's Networks are Borderless

Authentication is required to allow controlled access to your assets, ensuring access only for known and trusted users, devices, and applications thus protecting your resources.

## Identity and Access Management Is:

The security discipline that enables the right individuals to access the right resources at the right times for the right reasons.

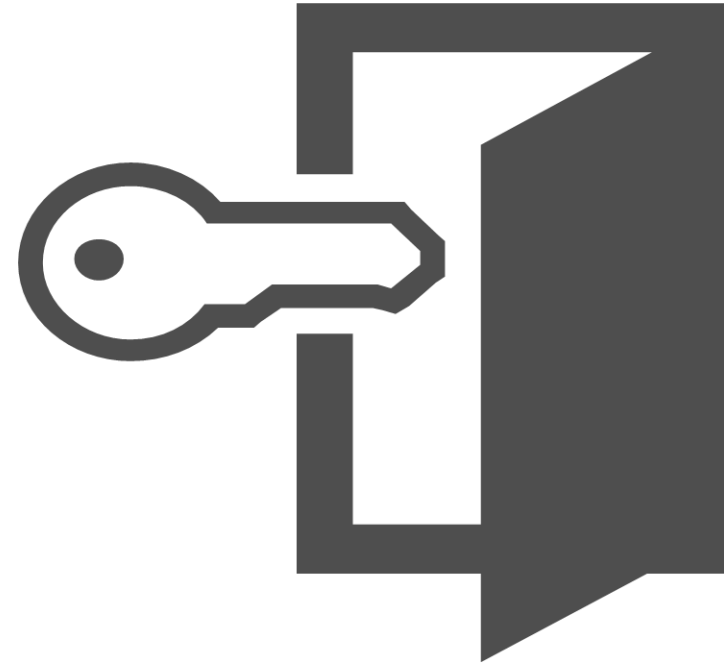


# Fortinet Identity and Access Management

*The Source of Identity for the Security Fabric.*

## **Solution Offers:**

- Centralized Authentication
- Multifactor Authentication
- Cloud based Token IDaaS Service
- Single Sign-on
- Guest Management
- Device Onboarding



# Token Identity as a Service (IDaaS)

## FortiToken Cloud

Identity and Access Management



**Two-Factor that's Easy to Manage and Easy to Use**

**Everything needed for two-factor in a FortiGate environment**

Key Features include:

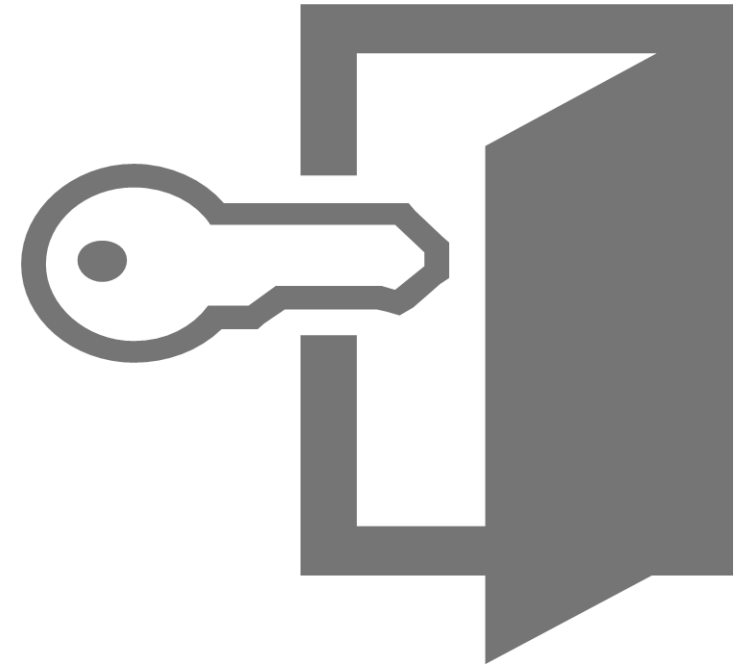
- Manage two-factor deployments from provisioning to revocation
- Includes Tokens through FortiToken Mobile app -simplifies user input to “click to accept”
- No additional onsite hardware, software, or ACL changes
- Easy expand and grow as needed.

# Identity and Access Management Summary

Establishing Identity is a Cornerstone of Effective Security Policy

## Why Fortinet Identity and Access Management?

- » Integrated into the Security Fabric as a source of identity.
- » Centralizes Authentication and Authorization for role-based access and control
- » Ensures user identity through multi-factor authentication.
- » Limits excessive user logins with Single Sign On for Local and Cloud resources.



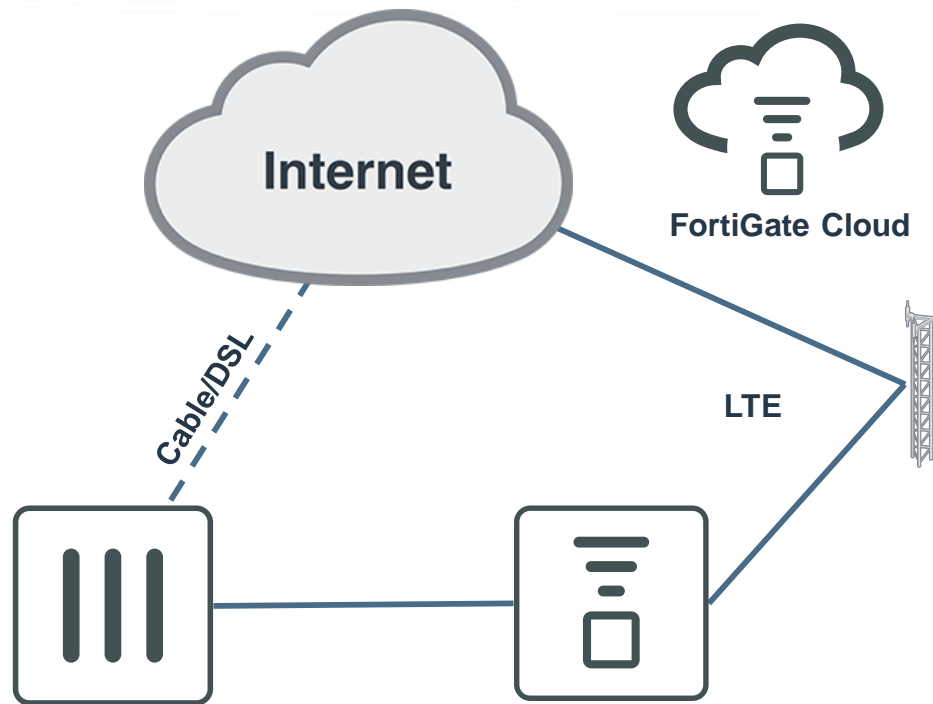
The logo for FortiExtender, featuring the brand name in a bold, black, sans-serif font. The background is white with light gray geometric shapes on the left and bottom edges.

**FortiExtender**

# Ensuring Connectivity to the Cloud and the Internet

## FortiExtender

LTE WAN connections for FortiGate



- Failover capability for maintaining business critical connectivity
- Primary connectivity for locations not serviced by cable/DSL/T1 service
- Dual SIM capability for multiple carrier support and failover
- Cloud management for zero-touch mass deployment and management

FortiExtender delivers connectivity to cloud-based applications and the Internet when other WAN services are not available.

# FortiExtender Portfolio



USB Modem Models



Internal Modem Models

- 3G and 4G support
- WW carrier support
- Dual SIM options

- Indoor/Outdoor options
- PoE-powered

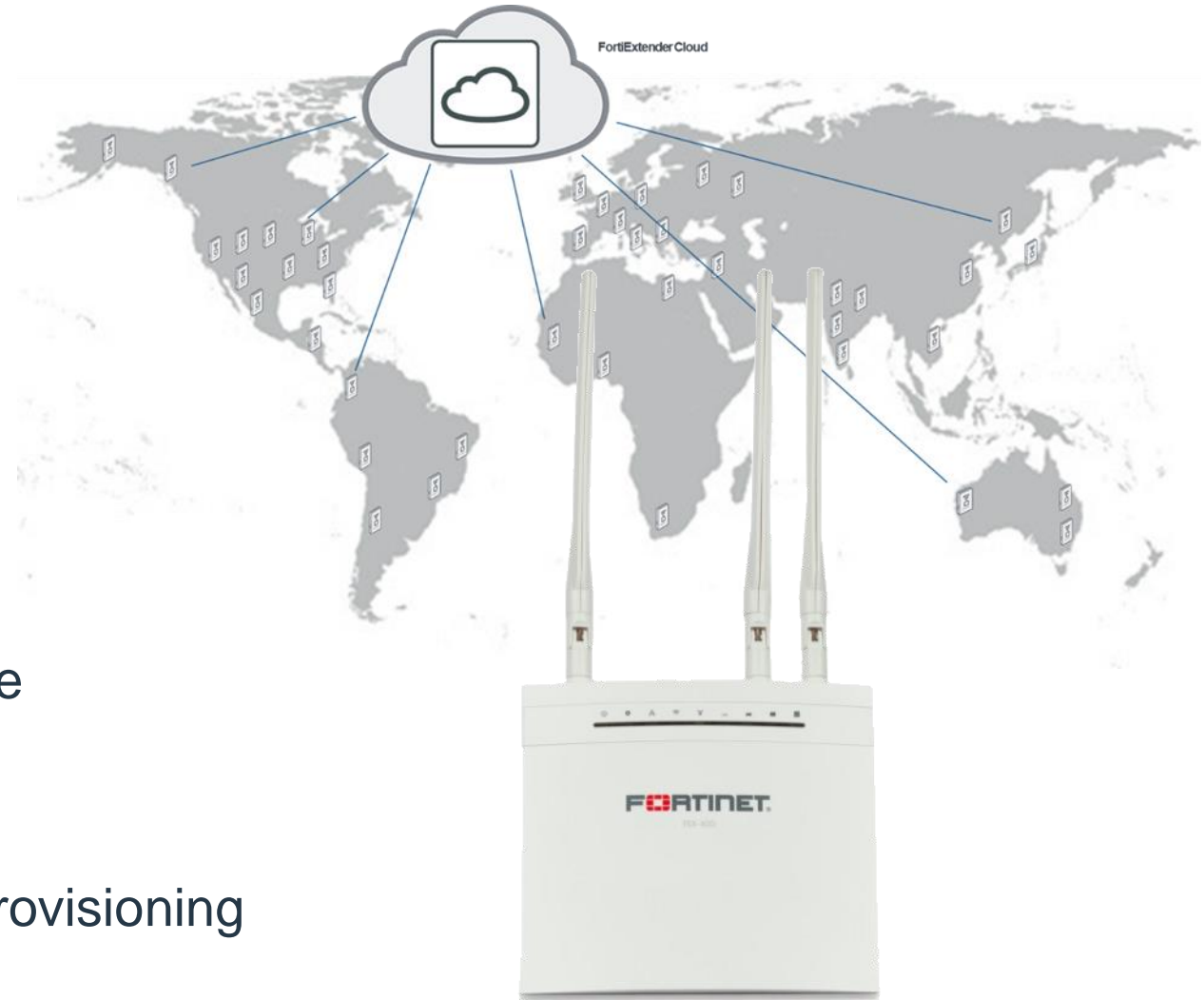
# FortiExtender Summary

## Internet Connectivity is critical:

- Cloud-based Applications
- Internet Access
- Remote Services such as POS

## Why FortiExtender?

- Integrated management with FortiGate
- Cloud management capabilities
- Mass Configuration and Zero-touch-provisioning
- Dual Carrier support





# **Secure Access Summary**

# The Fortinet Advantage

- For the 9th year in a row, Fortinet is the de facto leader in Gartner MQ for Unified Threat Management
- Fortinet ASIC Architecture – delivers industry leading price/protected performance for security
- More consolidation opportunities
- Top rated and validated security – no one comes close

# What Makes Fortinet's Secure Access Unique

- Unified Threat Management is Mandatory – But not as a Stand Alone Solution
- High Performance Wireless is Mandatory – But Not Enough by Itself
- Robust Switching is Mandatory – But Not Enough by Itself
- **Secure Access = Minimum Requirement for all deployments**

Vendor	Enterprise Class Threat Mgt. (UTM)	Independent Security Certifications	Integrated Wired, Wireless and Security	Enterprise Class Switching	Enterprise Class Wireless
Palo Alto Networks	<div></div>				
Checkpoint	<div></div>				
Sophos	<div></div>				
DELL/SonicWall	<div></div>				
Fortinet	<div></div>				
Cisco	<div></div>			<div></div>	
HP/Aruba				<div></div>	
Aerohive/Dell				<div></div>	
Arris/Ruckus				<div></div>	

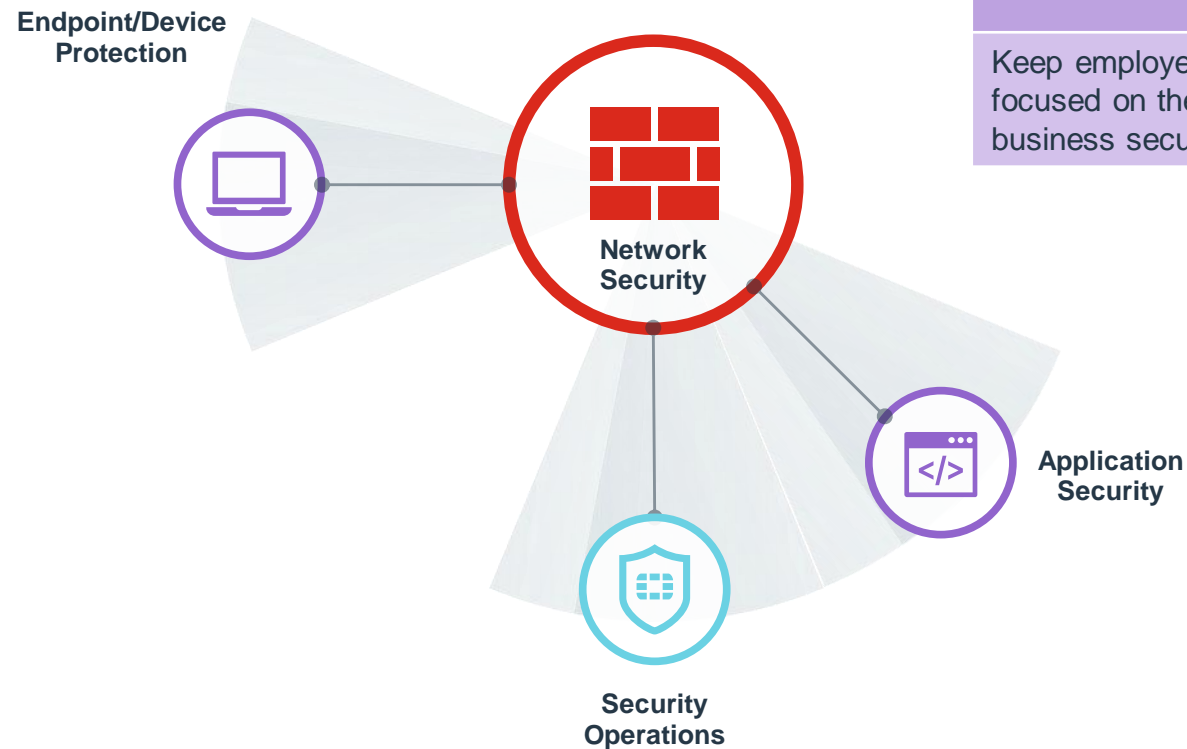
# Your Network Access Secured!

- ✓ It starts with the FortiGate
- ✓ Secure Access is an Extension of the Fabric
  - ✓ Flexible WLAN Deployment options
    - ✓ On-Premise Managed
      - ✓ Controller Integrated in FortiGate - FREE
        - ✓ Single Pane of Glass Management
      - ✓ Traditional Standalone Controller
    - ✓ Cloud Managed
      - ✓ Basic (FREE) or Advanced Enterprise Services
      - ✓ FAP-S delivers Integrated UTM at the Edge
      - ✓ Single Pane of Glass Management
  - ✓ Complete Suites of Services to complement & Secure the Access Layer

# **Secure Productivity**

# Device Access and Application Security

## Secure Productivity



### Eliminate Threats

Apply Threat Protection across threat vectors; control web access

Keep employees productive and focused on their day jobs; keep my business secure

### SOC Operations

Grow business to provide greater customer value

Provide customers with Threat Detection and Prevention services

# Secure Productivity



# FortiMail

Secure Productivity



# Email Remains the #1 Attack Vector



verizon<sup>✓</sup>

49%

of malware was  
installed via email  
attachment<sup>1</sup>



FORTINET<sup>®</sup>

34,148

Unique malware variants in  
3Q18, an average of ~380  
every day of the quarter



\$3.3bn

estimated cost of business  
email compromise, from  
30,787 incidents from June  
2016 to May 2018

## Notes/Sources:

1. Verizon 2018 Data Breach Report. April 2018.
2. Fortinet Threat Intelligence Newsletters, 2018.
3. FBI. IC3. 2017 Internet Crime Report. May 2018.
4. Gartner Market Guide for Secure Email Gateways, 2017.



Gartner<sup>®</sup>





Advanced threats easily bypass the  
signature-based prevention mechanisms  
an SEG has traditionally used.

# Email Security Use Cases

Fortinet Security Fabric Integration:  
FortiGate, FortiSandbox, FortiSIEM

## FortiGuard Services:

Antispam, Antivirus, Outbreak Service, Content Disarm, Dynamic Image Analysis

				<b>All In One</b>
Improve Security Effectiveness	Address Ransomware, Advanced Threats	Protect O365, GSuite	Comply with Regulations	Consolidate Email Security Components
FortiMail	FortiMail + FortiSandbox	FortiMail Cloud	FortiMail	FortiMail Cloud

# FortiMail Products For the SMB



**FortiMail Cloud**



**FortiSandbox Cloud**

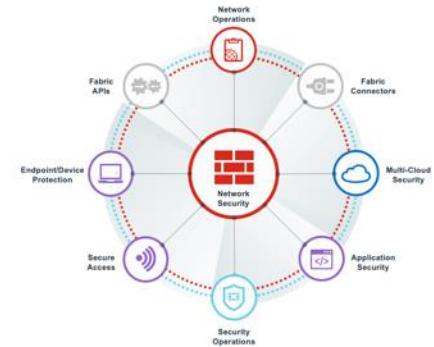
## **SaaS Based Services for simplicity**

- Gateway or Server Mode
  - Standard or Premium
  - Per User Per Year
- 
- Fortinet managed
  - Supports FortiGate & FortiMail
  - Available as a add-on service or in a bundle

# Top-rated Email Security That Feeds Your Security Fabric

## FortiMail Secure Email Gateway

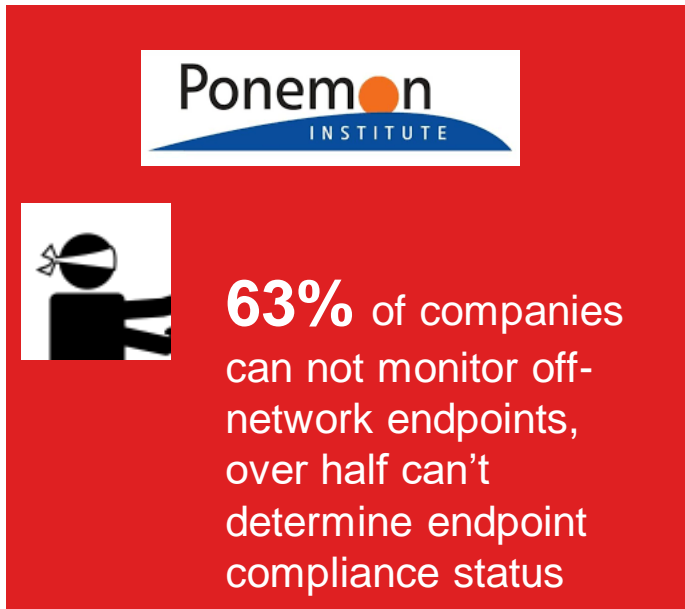
- **Top-rated** in independent testing (and customer deployments) to stop spam, ransomware, malware and advanced email threats
- **Security Fabric Integrated** to uncover the full attack lifecycle starting with an email and share IoCs across your entire security infrastructure
- **Comprehensive**, including home grown data protection, robust MTA and intuitive end user as well as administrator controls to minimize effort



# FortiClient Cloud

Secure Access

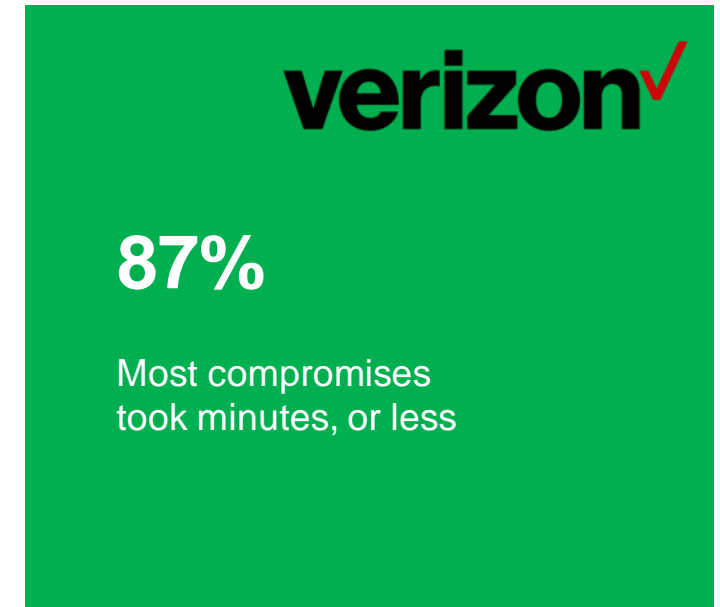
# Endpoint Security Gaps



Lack of Visibility



Vulnerabilities



Attacks are fast moving

## Sources:

1. ESG Enterprise Adoption of Next-generation Endpoint Security, 2016
2. Gartner Endpoint Protection Platform Report, 2016
3. Ponemon Institute The Cost of Insecure Endpoints, 2017

# Endpoints remain the targets of attacks



44% companies surveyed admitted to have one or more of their endpoints compromised in the past 24 months<sup>1</sup>



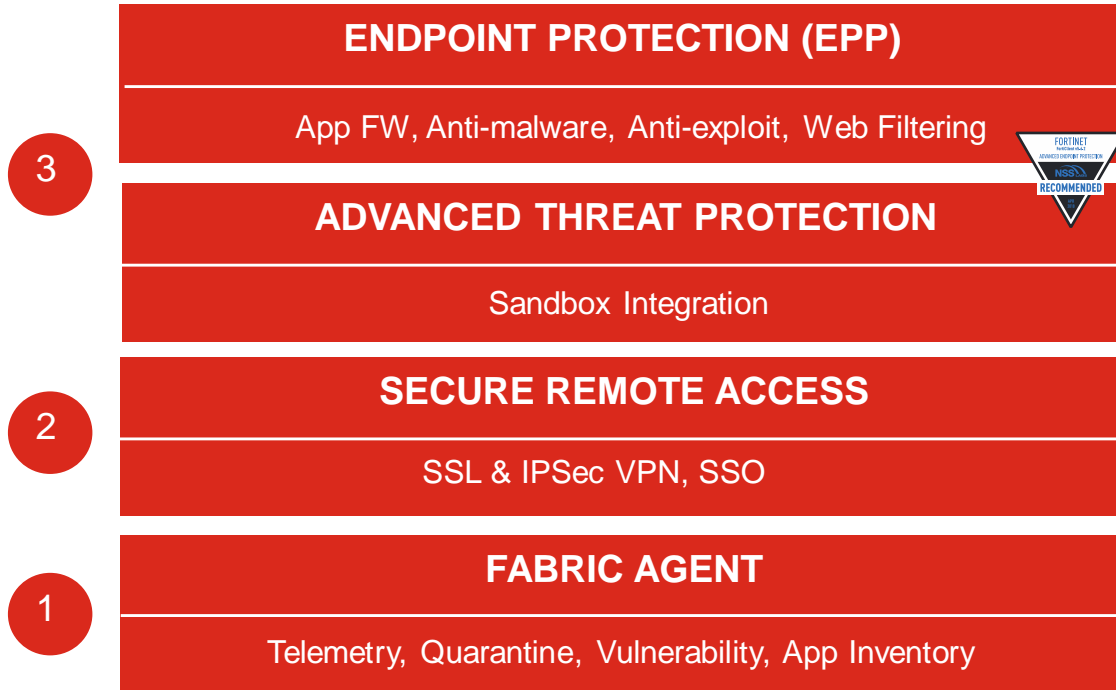
30% of breach included malware. Crimeware (ransomware) accounts for 16% of the incidents<sup>2</sup>



4% of people will click on any given phishing campaign<sup>2</sup>

# FortiClient Components

More than Advanced endpoint protection

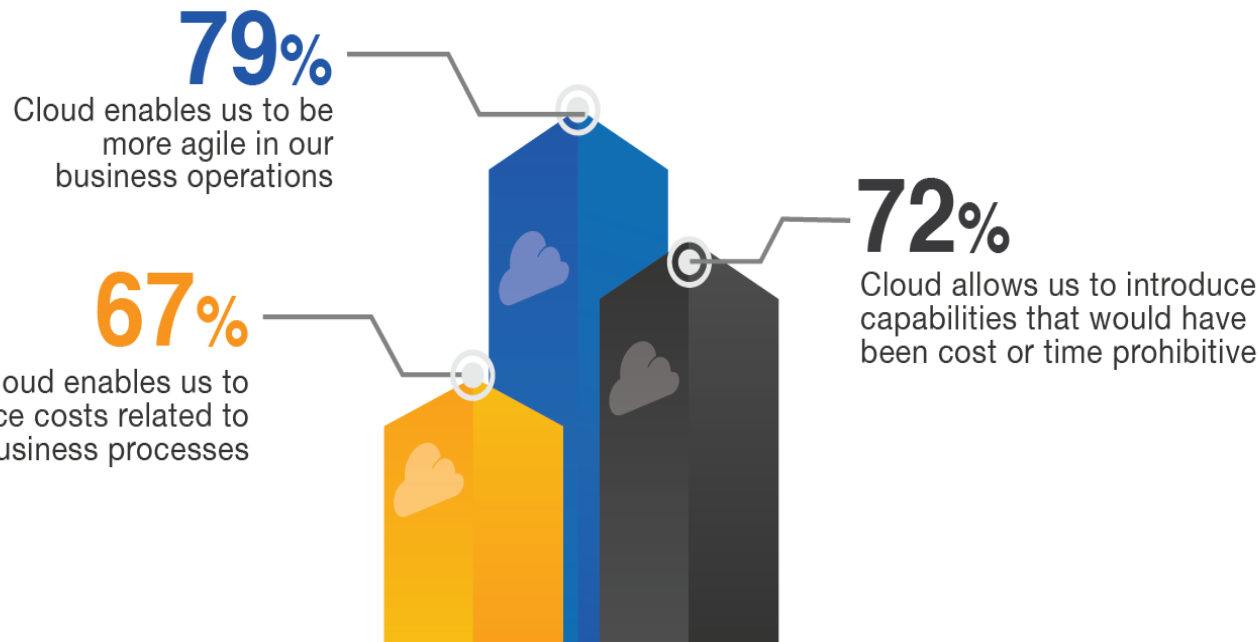


Fortinet Security Fabric Integration FortiGate, FortiSandbox, FortiAnalyzer, FortiAuthenticator		
FortiGuard Services CPRL AV, Web Filtering, App Firewall, Vulnerability Management		
Endpoint/IoT Visibility and Control, and Compliance	Secure Remote Access	Advanced Endpoint Protection
FortiClient FortiGate Fabric Partners	FortiClient FortiGate, FortiAuthenticator	FortiClient FortiSandbox FortiGuard



# **Cloud Management**

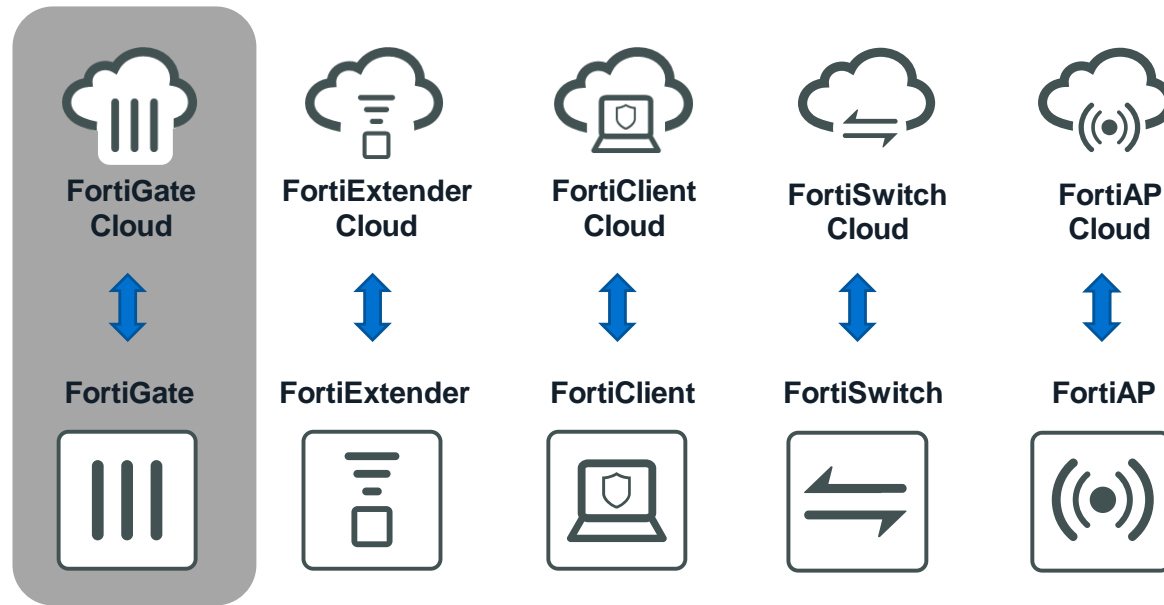
# Cloud Enables Business Agility & Reduces Friction



- No Geographical limits
- Any Browser will work
- Automatic upgrades
- Highly scalable
- Individual or aggregated reports
- Shift to OPEX

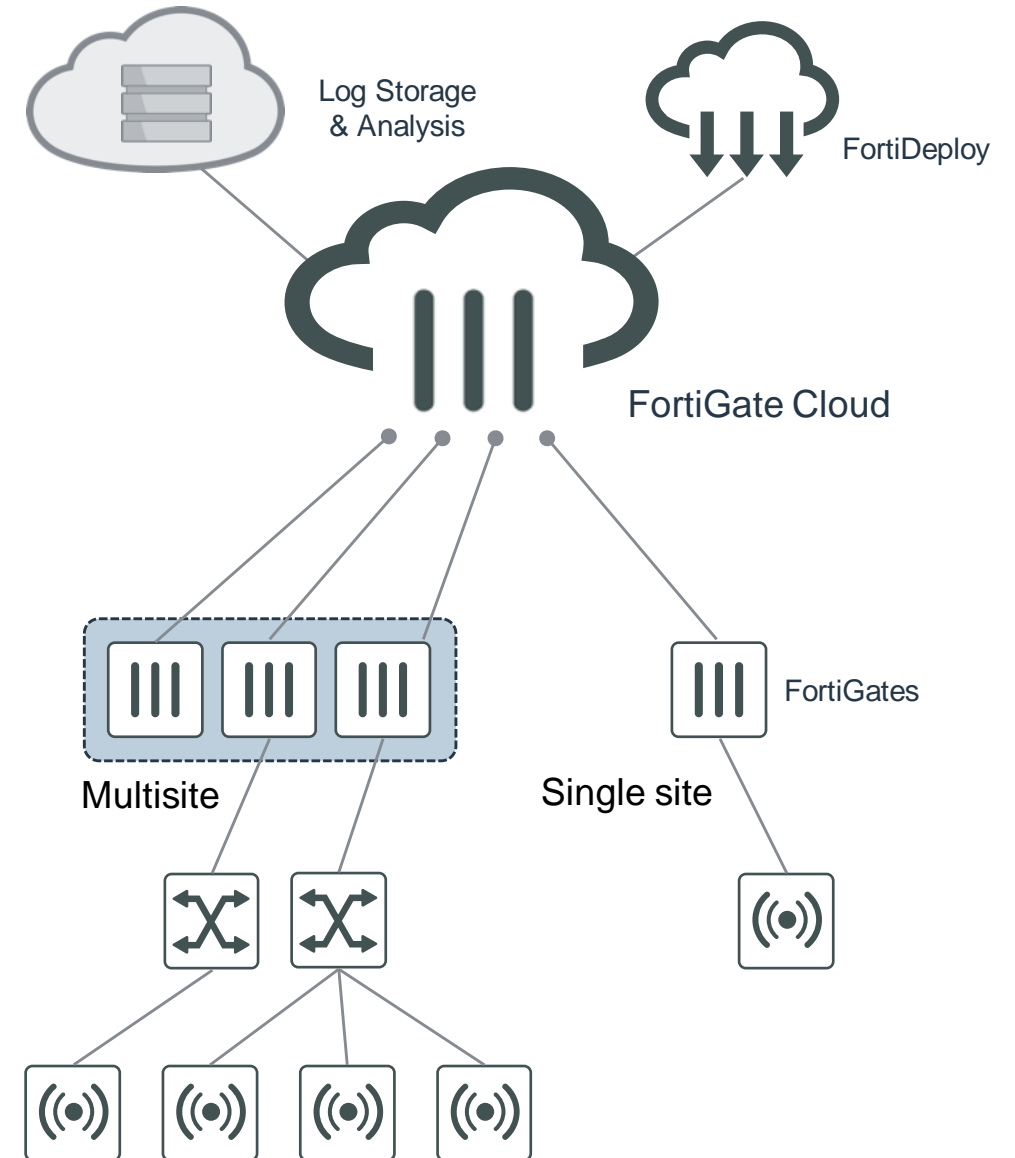
# Introducing: Fortinet Cloud Management Services

## Infrastructure Cloud Management



# What is FortiGate Cloud?

- Cloud-Based Management as a Service (MaaS)
- Launched 2007
- Over **400,000** Devices under management
- Data Centers in NA, EMEA, Asia
- Designed with the MSP / MSSP in mind
- Provides:
  - Automated Deployment
    - Templates
    - Zero Touch Deployment
  - Monitoring
  - Logging & Reporting



# **FortiGate Deployment**

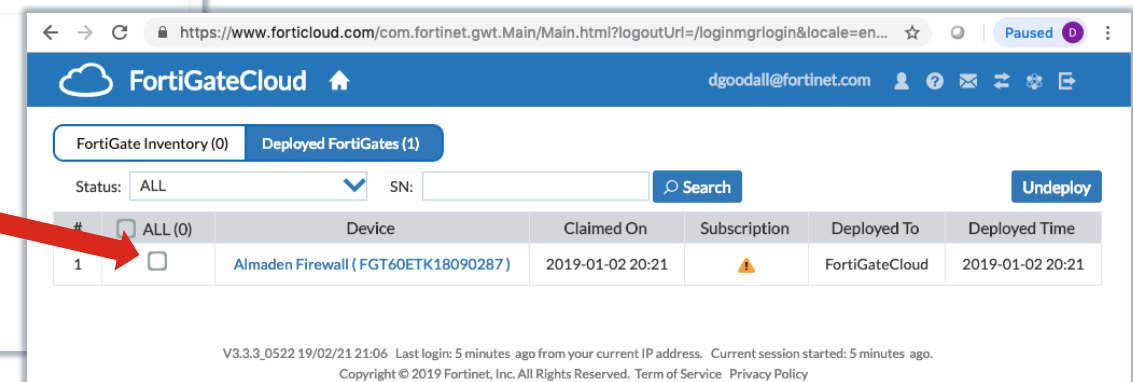
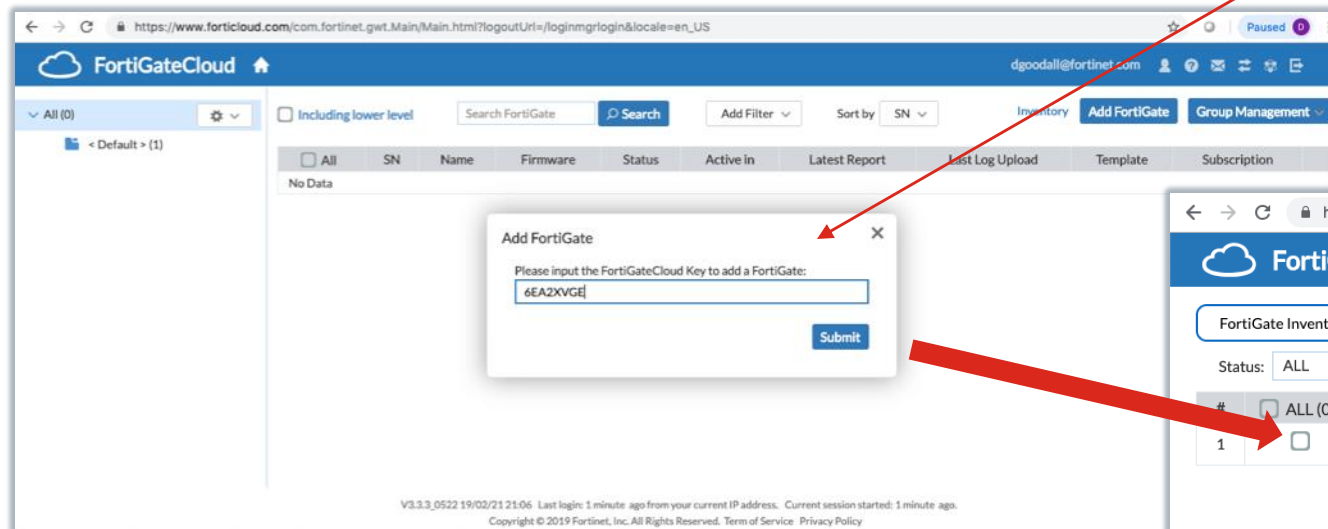
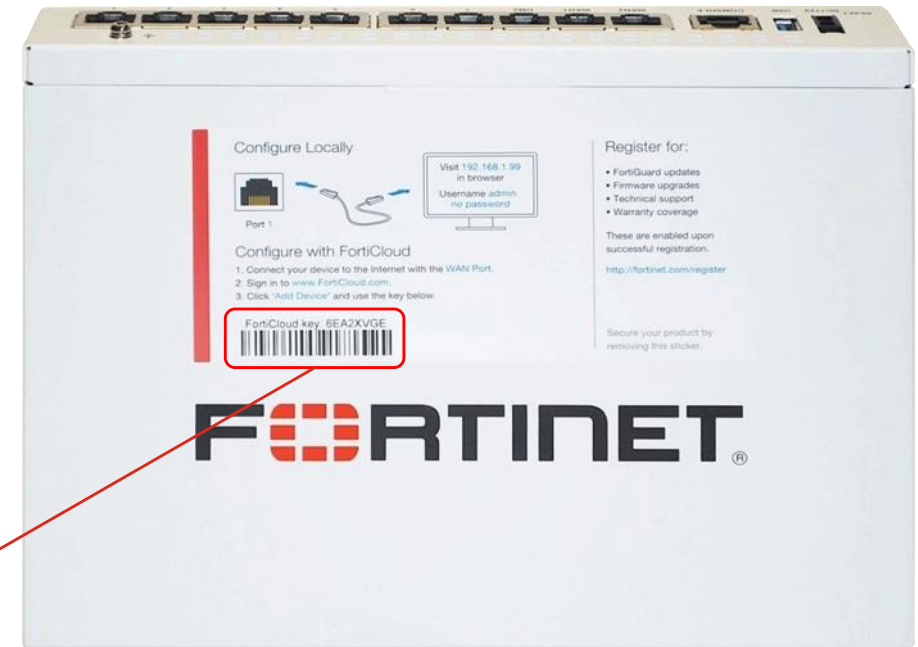
Single Unit

# Single FortiGate Deployment

Make all the connections and plug in the FortiGate

Either:

- Enter the FortiCloud Key into FortiGate Cloud
- Now simply configure through FortiGate Cloud



# **FortiGate Deployment**


Mass Deployment with FortiDeploy



## A Mass deployment tool using a single FortiCloud Key

## Customer Purchases FortiDeploy with SKU:

- FDP-SINGLE-USE
- Buy SKU for every PO that requires bulk registration
- Nominal ~\$100 fee/PO



**Fortinet #1 Partner**

# PURCHASE ORDER

**Fortinet #1 Partner Inc.**  
 123 Main Street, Sunnyvale, CA 94086  
 408-555-1212  
 sales@fortinetpartner.com

DATE: SEPTEMBER 29, 2014  
 INVOICE # [100]

TO [Name]  
 [Company Name]  
 [Street Address]  
 [City, ST ZIP Code]  
 [Phone]  
 Customer ID [ABC12345]

SHIP [Name]  
 TO [Company Name]  
 [Street Address]  
 [City, ST ZIP Code]  
 [Phone]  
 Customer ID [ABC12345]

SALESPERSON	JOB	SHIPPING METHOD	SHIPPING TERMS	DELIVERY DATE	PAYMENT TERMS	DUE DATE
					Due on receipt	

QTY	SKU	DESCRIPTION	PRICE	DISCOUNT	LINE TOTAL
1	FDP-SINGLE-USE	FortiDeploy Bulk Registration	XXX	XX	XXX
100	FG-90D-POE	FortiGate-90D POE	XXXX	XX	XXX
500	FAP-222B	FortiAP 222B	XXXX	XX	XXX
TOTAL DISCOUNT					XXXXX
SUBTOTAL					XXXXX
SALES TAX					XX
TOTAL					XXXXX



# Receive Bulk FortiCloud Key

- FortiCloud Key Sent to you Via Email
- One bulk FortiCloud key per PO

Dear Customer,

Thank you for purchasing the FortiDeploy SKU with your order of FortiGate, FortiWifi, and/or FortiSwitch. Your Bulk FortiCloud key for this order is **FH84B6YV4L**. Please take care not to lose this number. You may now login into your [www.forticloud.com](http://www.forticloud.com) account to bulk register your products.

Order includes following items:

SKU	Processed	Quantity
FAP-11C-E	2014-09-25	5
FG-51B	2014-09-25	2
FWF-90D	2014-09-25	1

Should you have any questions, or require further assistance, please contact your Regional Customer Services and Support Team who will be happy to assist you. For Support Center contact information please visit [www.fortinet.com/support/contact\\_support.html](http://www.fortinet.com/support/contact_support.html).

Best Regards,  
Fortinet Customer Services and Support

# Use Bulk FortiCloud Key in FortiGate Cloud

- Visit FortiGate Cloud, and enter Bulk FortiCloud Key as before
- The list of registered FortiGates appears in your inventory.
- Now deploy individually or with templates

Add Device

Please Input FortiCloud Key or Bulk FortiCloud Key:

Submit

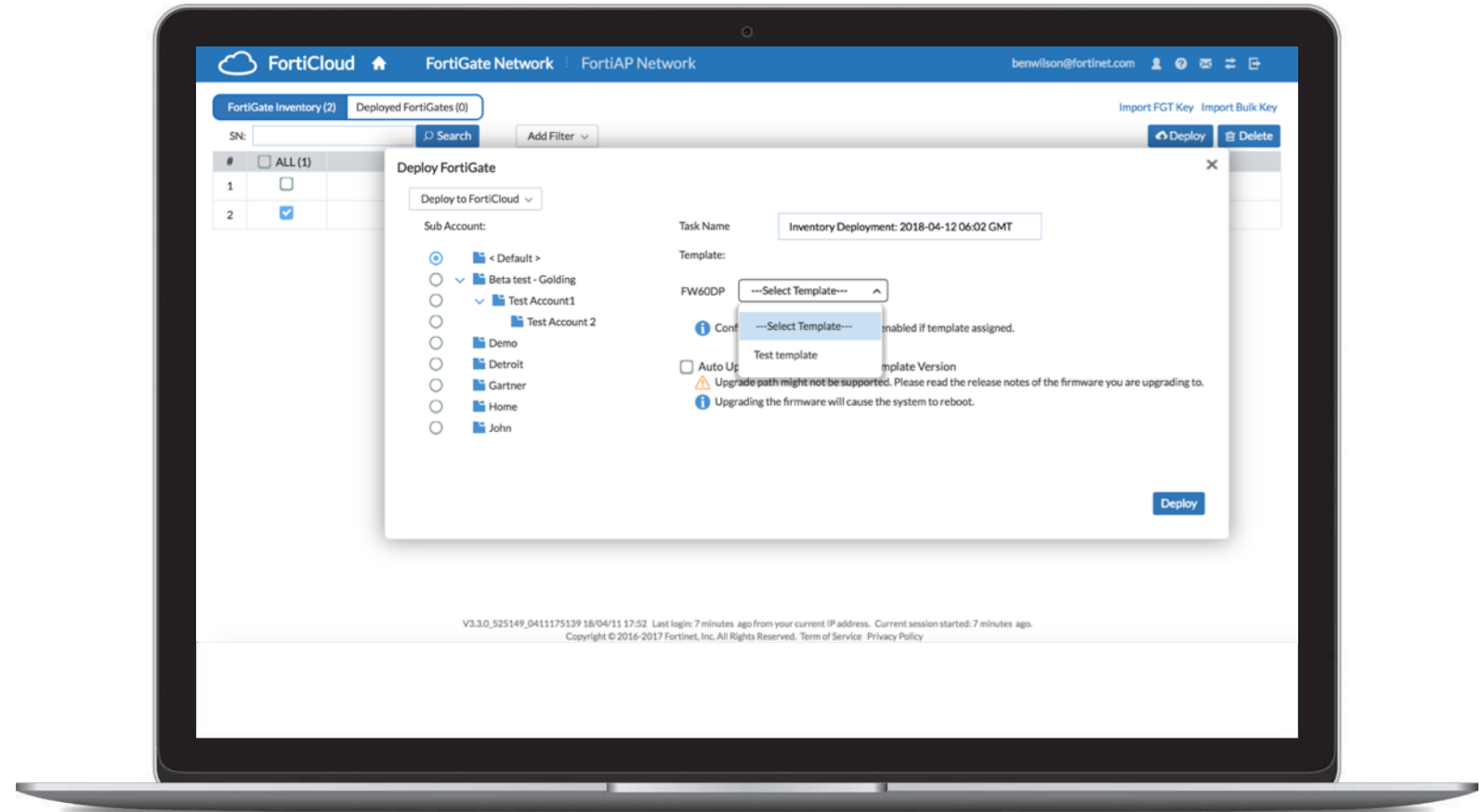
FortiCloud Inventory			
Home			
Unused FortiGates ( 36 )	Used FortiGates ( 6 )	Unused APs ( 23 )	Used APs ( 3 )
Bulk FortiCloud Key:			ALL
<input type="checkbox"/> ALL			Device
<input type="checkbox"/>	QT2CHG4BMT	FGVM010000011982	
<input type="checkbox"/>	QT2CHG4BMT	FGVM010000012051	

# True Zero Touch Deployment

## Templates for mass deployment

### Create a template then:

- Deploy it
- Deploy FOS Version
- Choose FortiGate Cloud Account/Sub-Account to deploy it to.



# Multitenancy Management of your entire deployment

- Easier than ever to offer services on FortiGate Cloud platform
- Cloud-supported capabilities:
  - Multitenancy
  - Mass Deployment
- Ideal for MSP, small MSSP
  - Rapid drill down into each customer and their deployed assets

The screenshot displays the FortiGateCloud web interface. On the left, a sidebar menu is highlighted with a red box, showing a hierarchy of tenants: 'All (0)', '< Default > (6)', 'MLS Group (2)', 'Spacely's Sprockets (1)', 'Tommy Brothers (4)' (selected with a gear icon), and 'kjjg (2)'. The main area features a table of assets with columns: All, SN, Name, Firmware, Status, Active in, Latest Report, Last Log Upload, and Template. A red box highlights the 'Add FortiGate' and 'Group Management' buttons in the top right. A dropdown menu is open from 'Group Management', listing actions: Schedule Report, Deploy Config, Upgrade Firmware, Run Script, Use Templates, Un-use Templates, Manage Report Configs, Manage Templates, Manage Scripts, and Task Status.

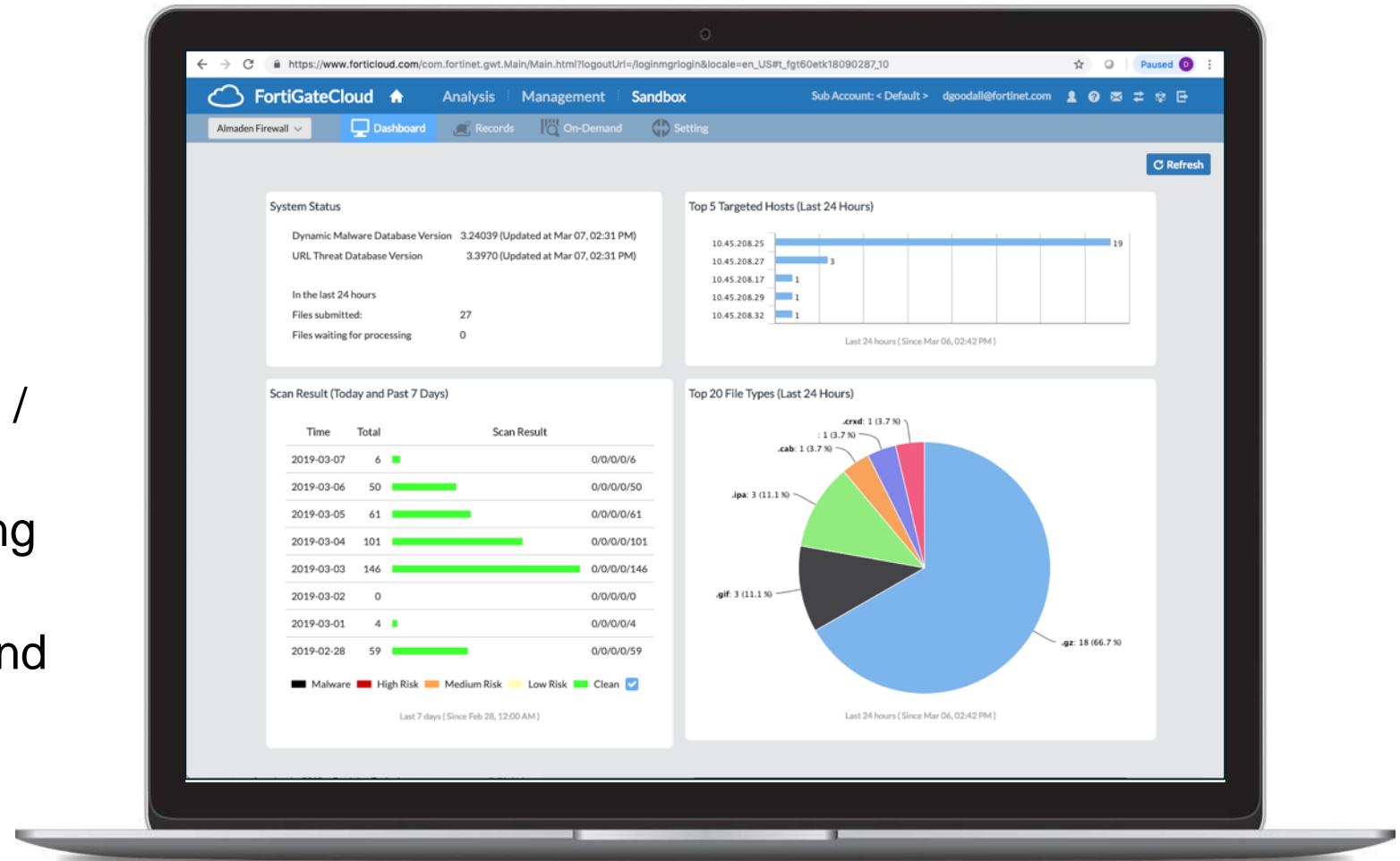
All	SN	Name	Firmware	Status	Active in	Latest Report	Last Log Upload	Template
<input type="checkbox"/>	FGT60D4613053713		v5.6.3-1547	+	alpha.forticloud.com		2019-03-25 09:37	
<input type="checkbox"/>	FGT60DXDEMOX2009		v5.4.0-1011	+	GLOBAL		2019-03-25 08:37	
<input type="checkbox"/>	FGT60DXDEMOX2011		v5.4.0-1011	+	GLOBAL		2019-03-25 08:37	
<input type="checkbox"/>	FGT60DXDEMOX2015		v5.4.0-1011	+	GLOBAL		2019-03-25 08:37	

# **Other Core Functionality**

# FortiSandbox Cloud

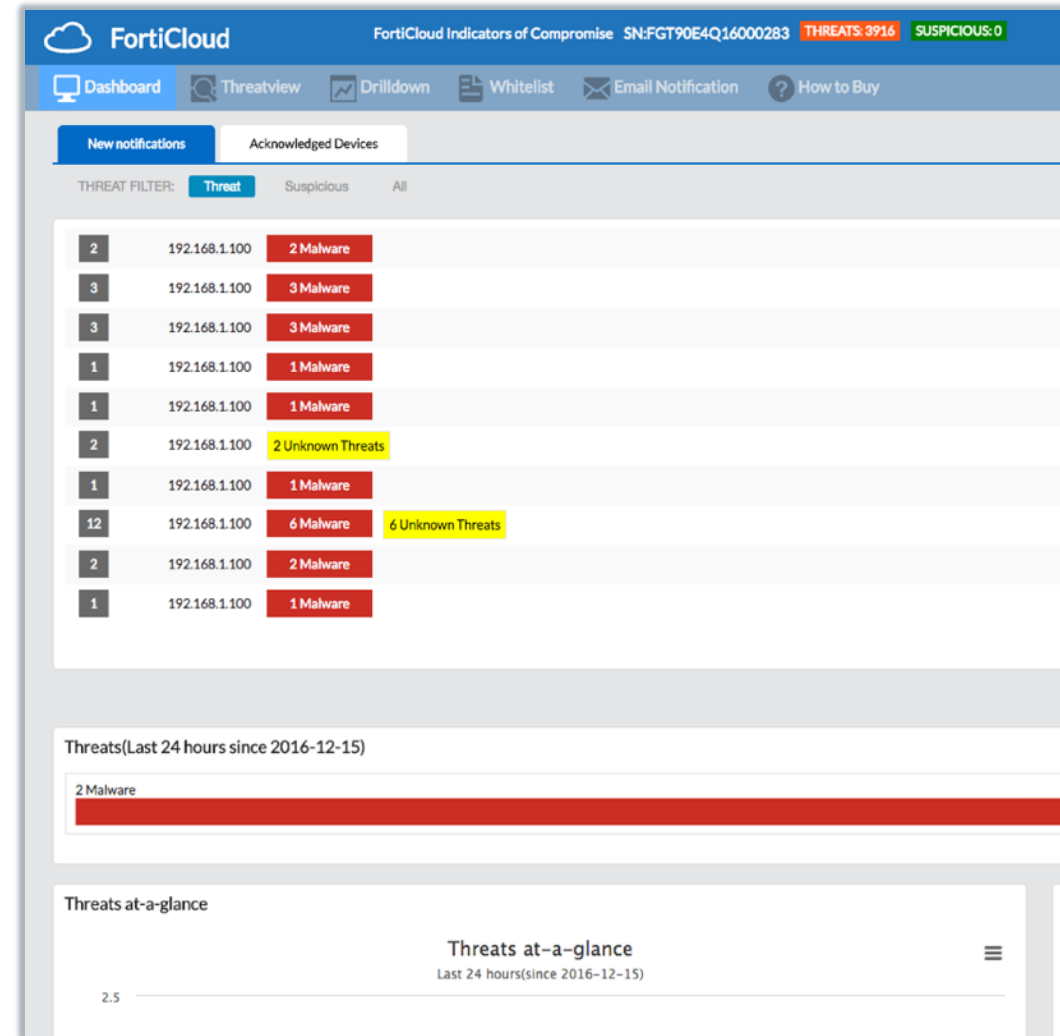
**With a subscription to FortiSandbox Cloud with each FortiGate you get:**

- Protection from Zero day / Zero hour malware
- Full analysis and reporting available
- Upload files for on demand scanning



# FortiCloud Indicators of Compromise (IoC)

- Available as a Subscription
- FortiCloud IoC performs data analysis of UTM logs
- Big Data analytics identifies infected devices
- IT can perform threat remediation and mitigation
- Provides insights to:
  - Infected Device Details
  - White Lists
  - Email Notification
  - UTM Log

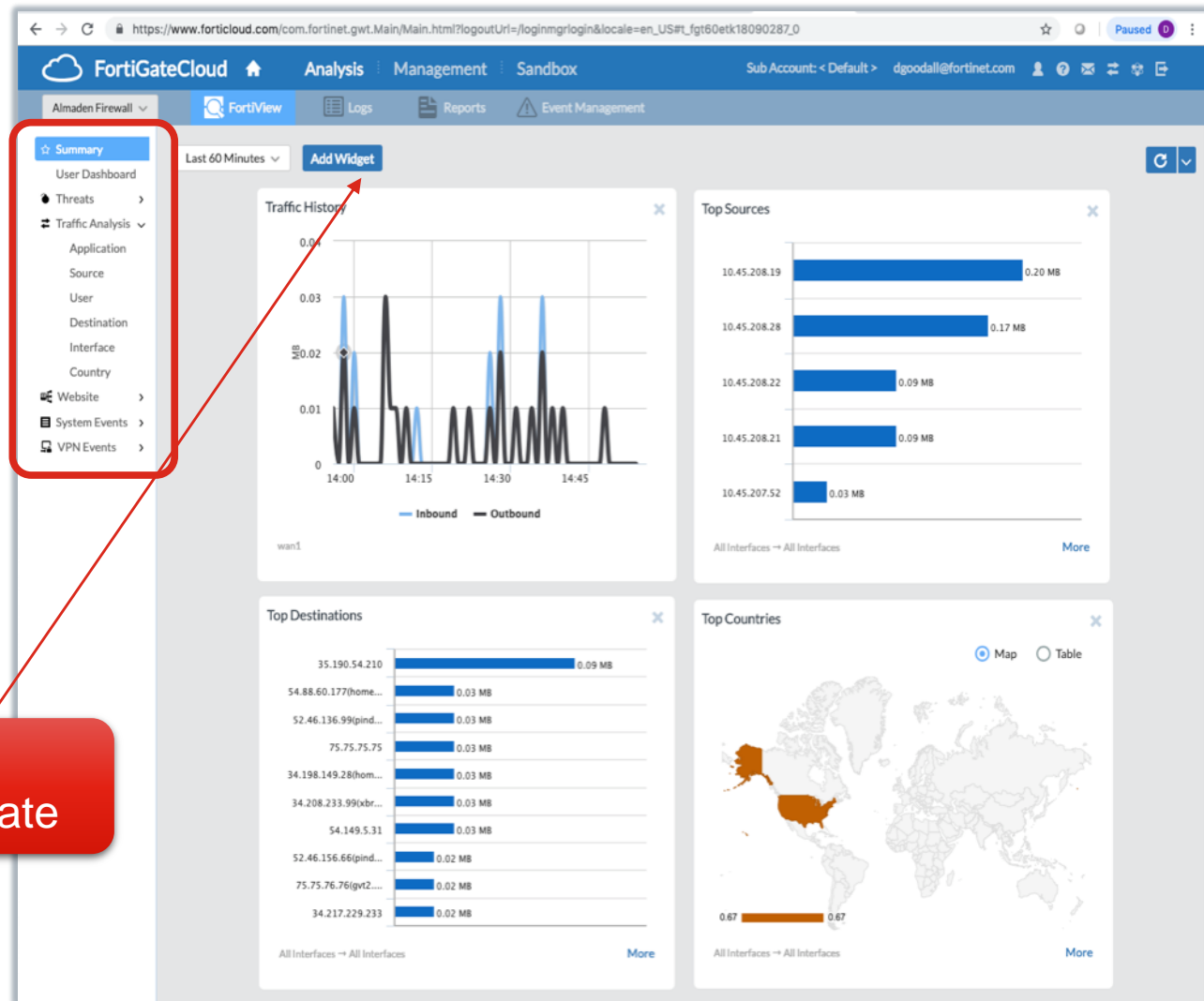


# Analytics

Detailed Analysis and reporting of:

- Threats
- Traffic Analysis
- Websites
- System Events
- VPN Events

Fully customizable  
Dashboards per FortiGate



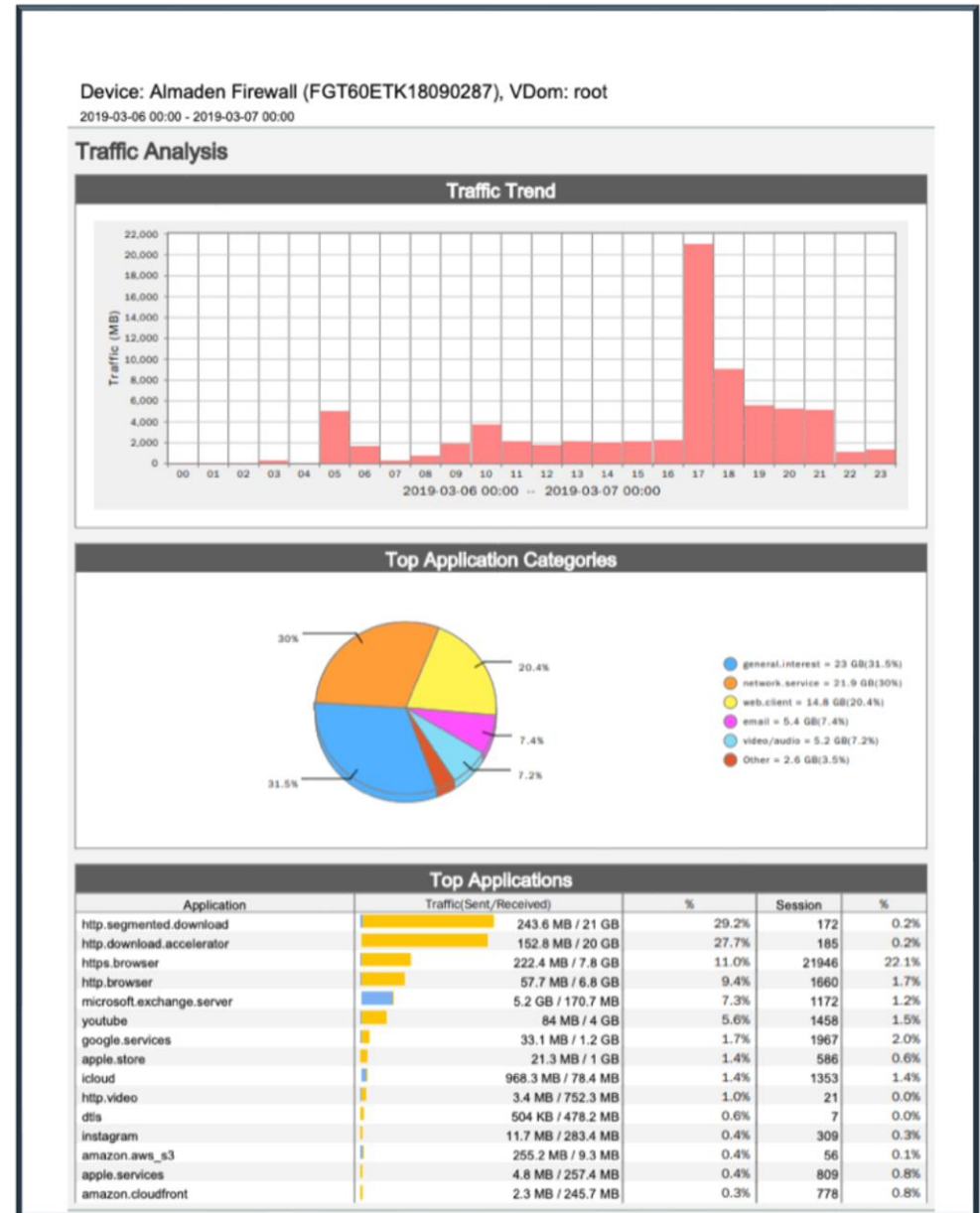


# Customizable Reports

Complete PDF reports base on time frame available

- 7 days without subscription
- Up to 1 year with

Gives you the **opportunity** to go back to your customer with valuable insights, and to make recommendations...



# FortiGate Cloud Subscriptions

- Free offering
  - Basic Analysis
  - 1-week of logs
- Premium offering to manage FortiGate
  - Full Management
  - 1-year of logs
- Multitenancy Offering
  - Multi customer (sub accounts)
  - 1 year of logs
  - Only \$1,000 annually!

FortiGate Analytics & Management	Free Service	*Subscription
Traffic and application visibility	✓	✓
Hosted log retention	7 Days	1 Year
Cloud provisioning	✓	✓
Predefined reports	✓	✓
Customized log retention		✓
Customized reports		✓
Config Management		✓

# **FortiCare Services**

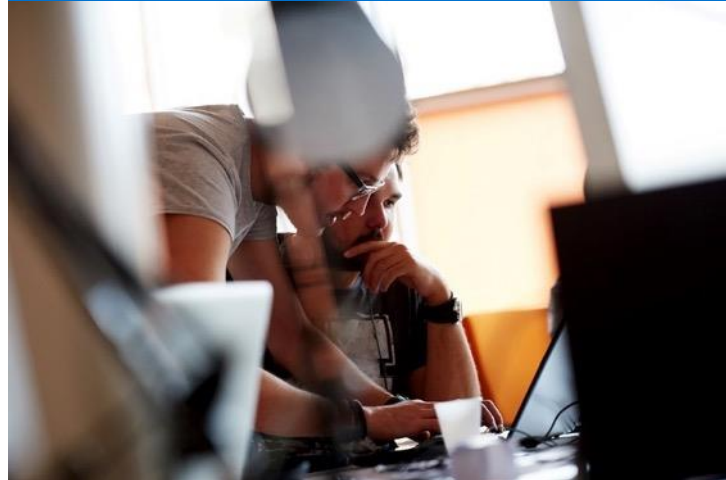
# Fortinet's FortiCare Support Services

## FortiCare



- Technical Assistance Organization
- Purchase Registration

## Included Services



- Software updates for features & fixes
- Hardware replacement
- Technical Support assistance
- Fundamental device data feeds

## Contact



- Global support by telephone
  - <https://www.fortinet.com/support/contact.html>
- Services Support portal
  - <https://www.fortinet.com/support/contact.html>

# **Winning with Fortinet Small Business Solutions**

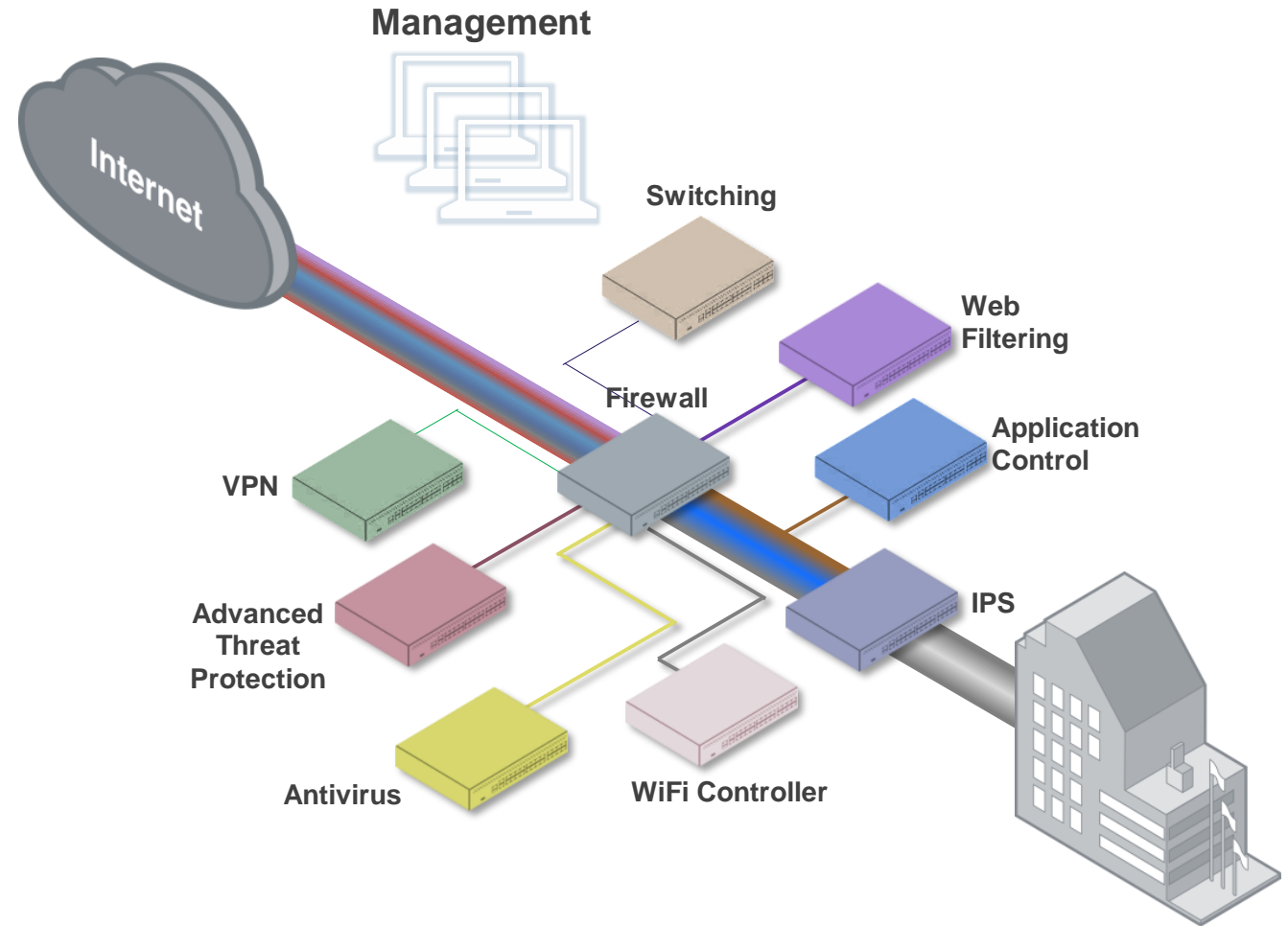
# Traditional Access Layer Approach = Complexity

## Complexity is the Enemy

- Multiple point solutions
- Multiple platforms
- Multiple management consoles
- Inconsistent policy and networking
- Varying upgrade cycles



- Slow and porous threat response
- Resources strained to maintain
- Prone to configuration complexity



# 3 REASONS TO CHOOSE FORTINET

## BROAD

Top rated protection  
for your entire  
business

1 vendor = 1  
environment

## POWERFUL

Best performance/  
price ratio  
Market leading  
solutions for the last  
10 years

## AUTOMATED

Integrated  
networking and  
security  
Single pane of glass  
management

**FORTINET®**