F#RTINET

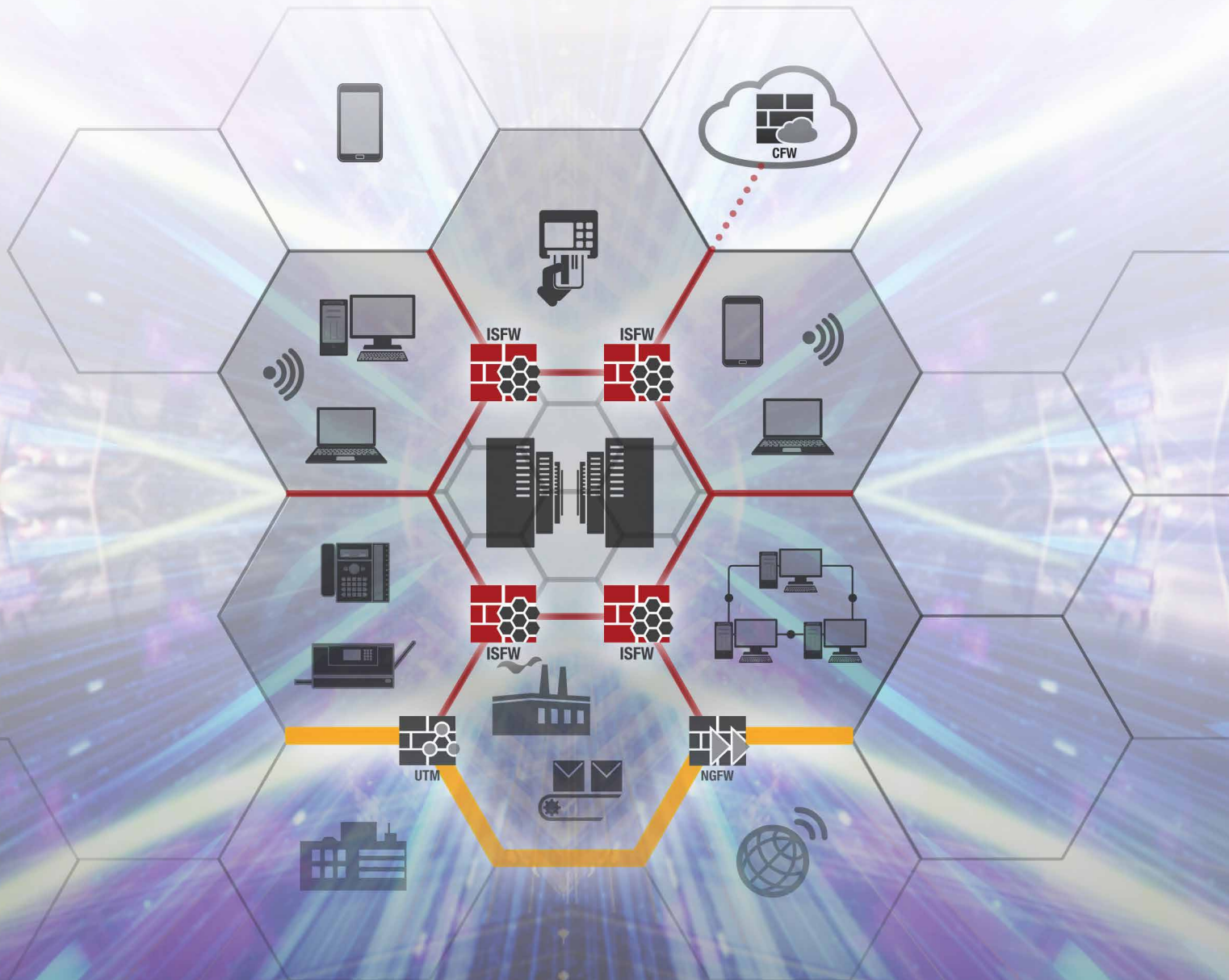# SECURITY FROM THE INSIDE OUT

DELIVERED BY THE WORLD'S BEST INTERNAL SEGMENTATION FIREWALL

Security Without Compromise

FORTINET®

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters:

Sunnyvale, California

Number of Employees: 4,100+

FY 2015 Revenue: $1.009 B

Q4 2015 Revenue: $297M

Q4 2015 Billings: $381M

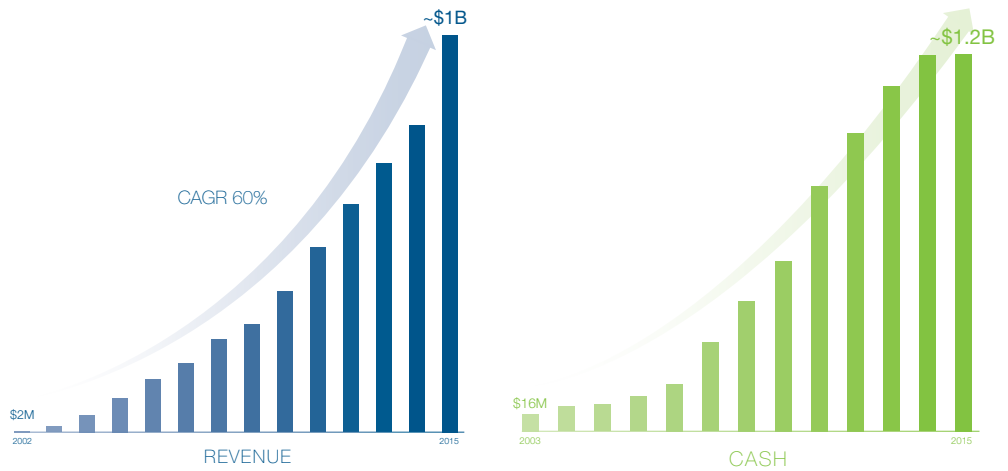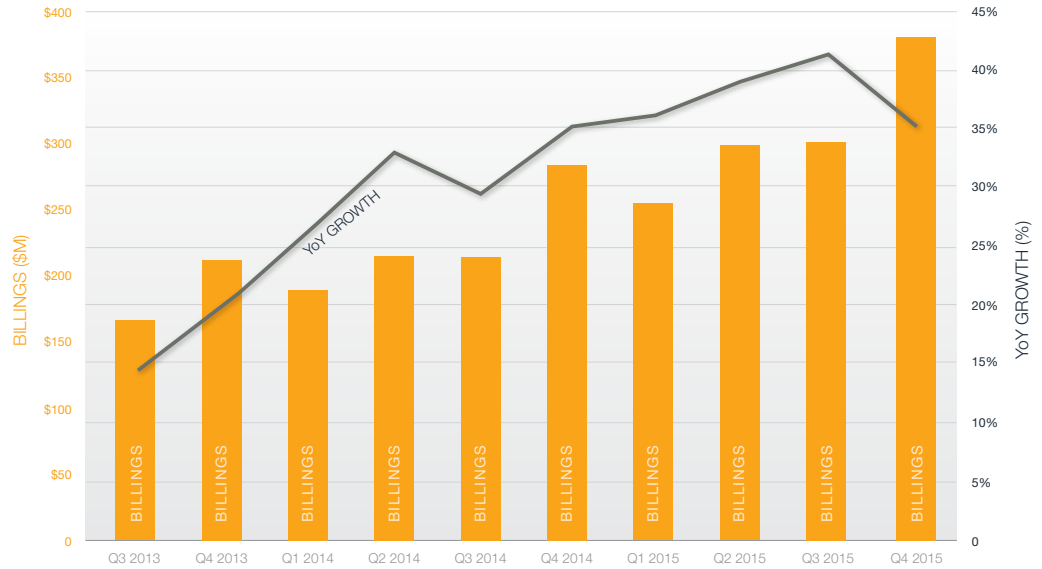$1.16B cash and no debt

Profitable

Units Shipped to Date:

2,300,000+

Customers: 265,000+

Patents:

278 patents issued
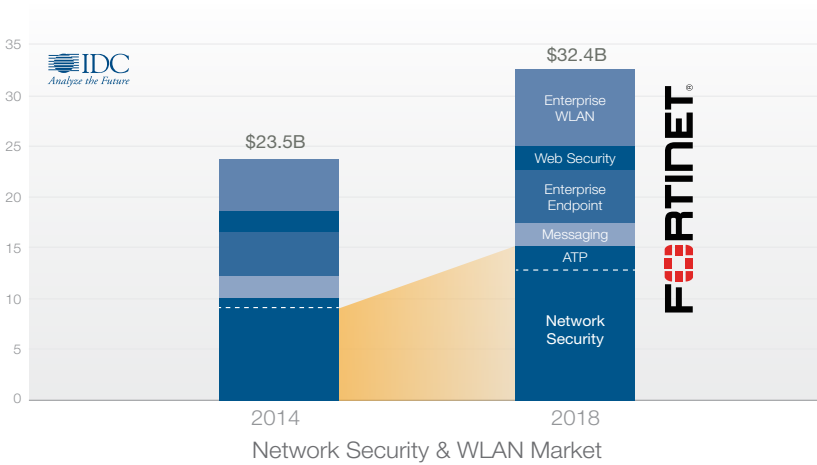
236 patents pending

Overview

Fortinet's mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.

Billings ($M) and YoY Growth (%) by quarter, Q3 2013 through Q4 2015.

REVENUE — CAGR 60%, $2M (2002) to ~$1B (2015)

CASH — $16M (2003) to ~$1.2B (2015)

2000	2002	2003	2004	2005	2006	2009	2010	2012	2013	2014	2015
Fortinet Founded	Began Global Sales	FortiManager	Named WW UTM Leader	FortiOS 3.0	FortiWiFi	FortiOS 4.0	FortiAP	FortiOS 5.0 & SoC2	1st 40GbE Port Security Appliance	New HQ	Internal Segmentation Firewall
	FortiOS 2.0		FG-5000 (ATCA)	1st FortiASIC *Network Processor*		IPO FTNT NASDAQ LISTED		1M Units Shipped	FortiASIC NP6	1 Tbps Firewall	2M Units Shipped
	FortiGate & FortiOS 1.0					1st FortiASIC *System-on-a-Chip*			FortiSandbox	1st 100GbE Port Security Appliance	Acquired Meru Networks MERU
	1st FortiASIC *Content Processor*										

Gaining Share in a Growing Market

Fortinet is a major player in the fastest growing market segment

$23.5B (2014)
$32.4B (2018)

Categories: Enterprise WLAN, Web Security, Enterprise Endpoint, Messaging, ATP, Network Security
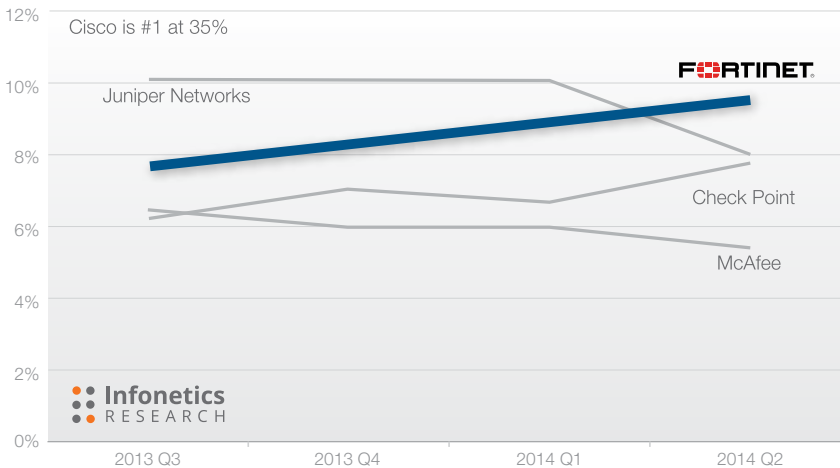
Network Security & WLAN Market

FORTINET®

Source:
IDC Worldwide IT Security Products Forecast, 2015-2019
IDC Worldwide Enterprise WLAN 2014-2018 Dec2014, 2019 figure calculated from report CAGR
IDC Worldwide Endpoint Security Forecast, 2015–2019: The Influence of Specialized Threat Detection

Fortinet is the largest network security appliance vendor (units) and growing quickly, according to IDC...

Cisco
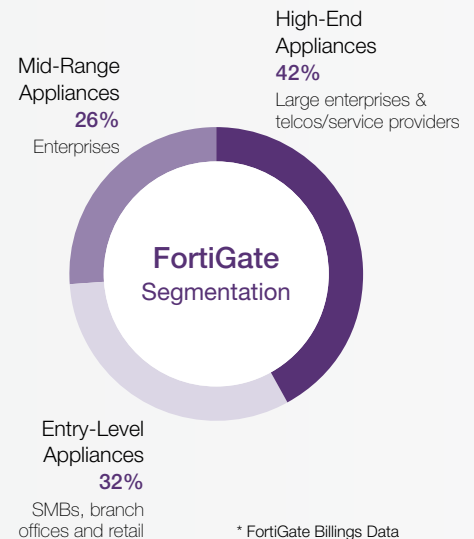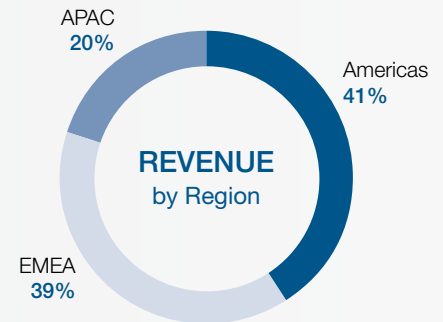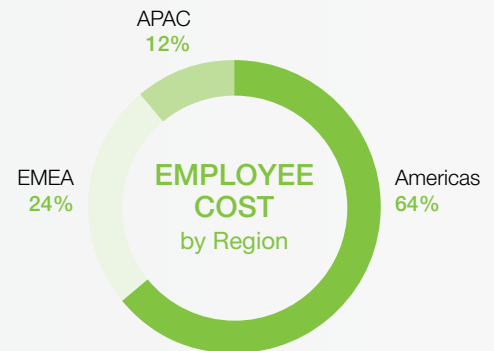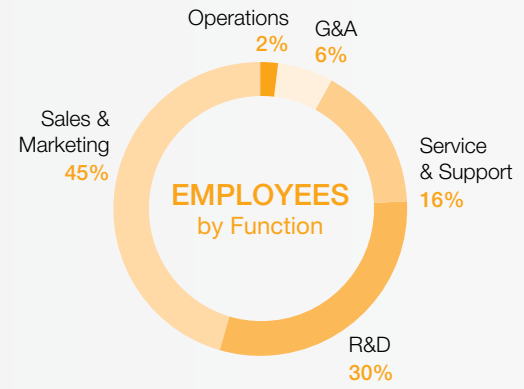Check Point
Juniper Networks
Palo Alto Networks
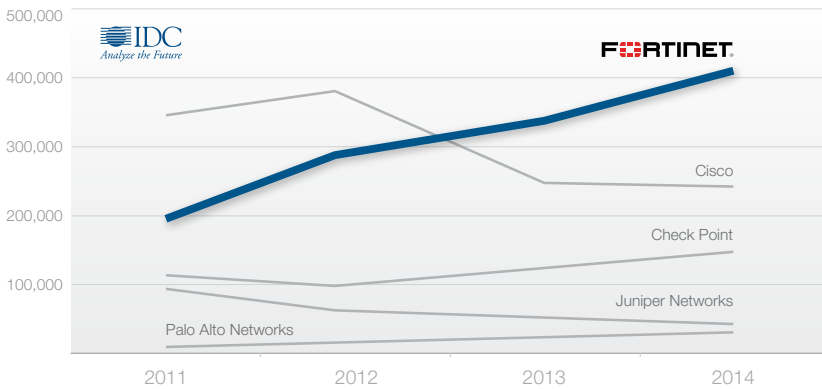
Source: IDC Worldwide Security Appliances Tracker, March 2015 (based on annual unit shipments)

And now the second-largest Data Center Firewall vendor according to Infonetics.

Cisco is #1 at 35%
Juniper Networks
Check Point
McAfee

Infonetics RESEARCH

Source: Infonetics Research "Data Center Security Products" Nov. 2014

EMPLOYEES by Function

- Operations **2%**
- G&A **6%**
- Service & Support **16%**
- R&D **30%**
- Sales & Marketing **45%**

EMPLOYEE COST by Region

- APAC **12%**
- EMEA **24%**
- Americas **64%**

REVENUE by Region

- APAC **20%**
- Americas **41%**
- EMEA **39%**

FortiGate Segmentation

- High-End Appliances **42%** — Large enterprises & telcos/service providers
- Mid-Range Appliances **26%** — Enterprises
- Entry-Level Appliances **32%** — SMBs, branch offices and retail

* FortiGate Billings Data

3

Seamless – *Complexity is the Enemy of Security*

FortiGuard Threat Intelligence & Services

Client Security — Secure Access — Network Segmentation — Application Security — Cloud Security

FortiGate
OS   CP8

USERS   DATA CENTER

NETWORK

FortiManager   FortiAnalyzer

Endpoints

FortiAP

FortiWeb   FortiGate for AWS

FortiSandbox

FortiGate VM   FortiGate VMX

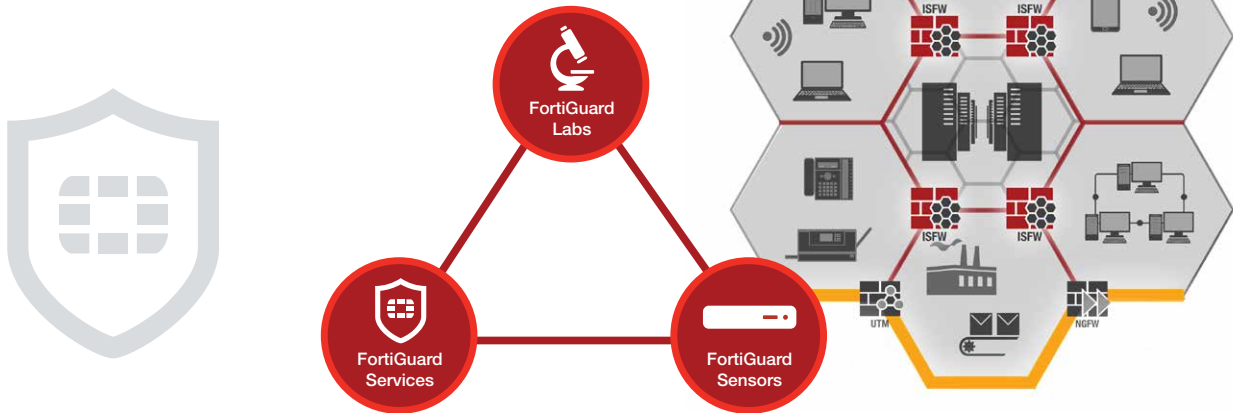FortiSwitch

FortiMail   Cloud

FortiGate
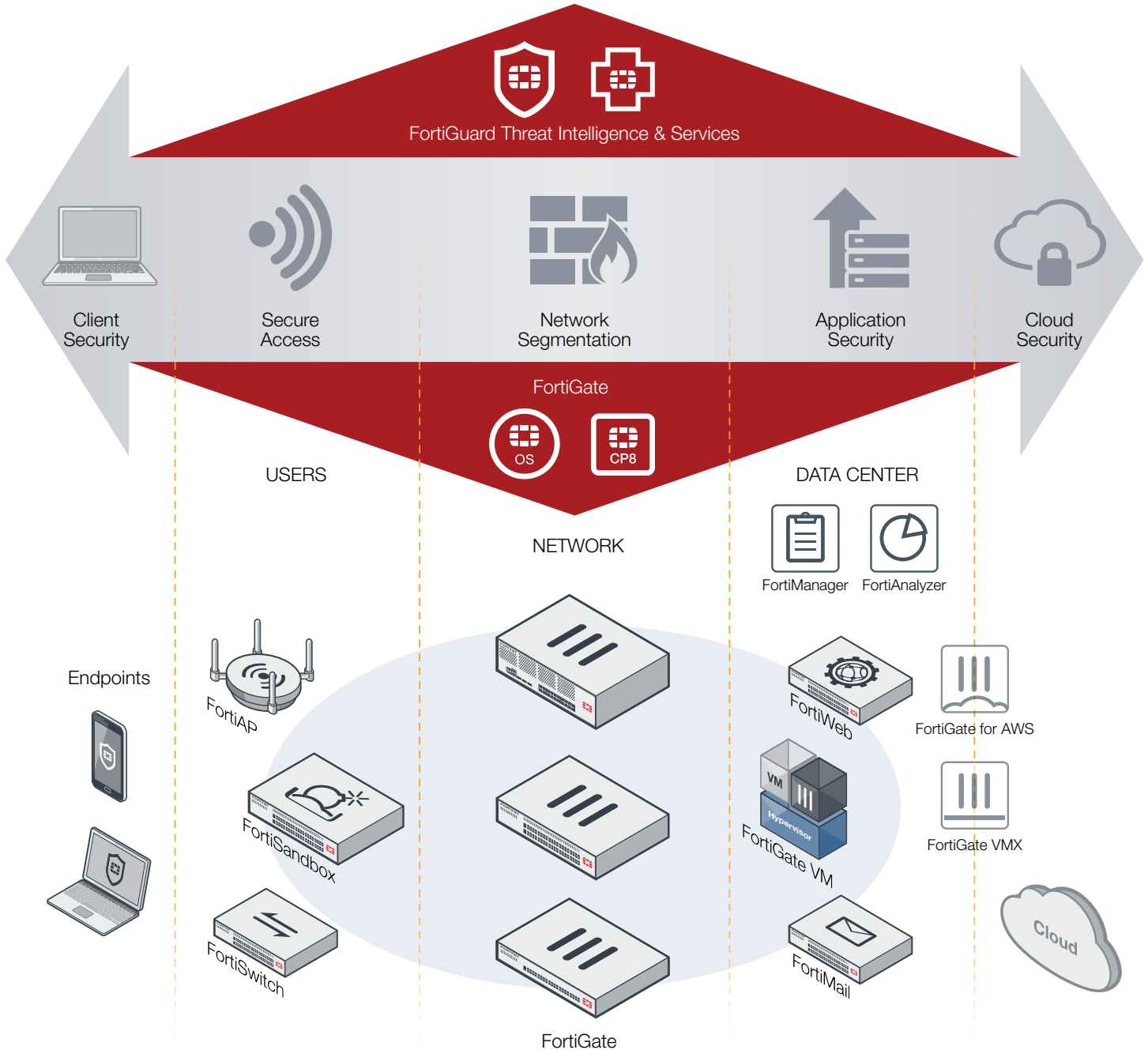
- Requirement - Cybersecurity Platform
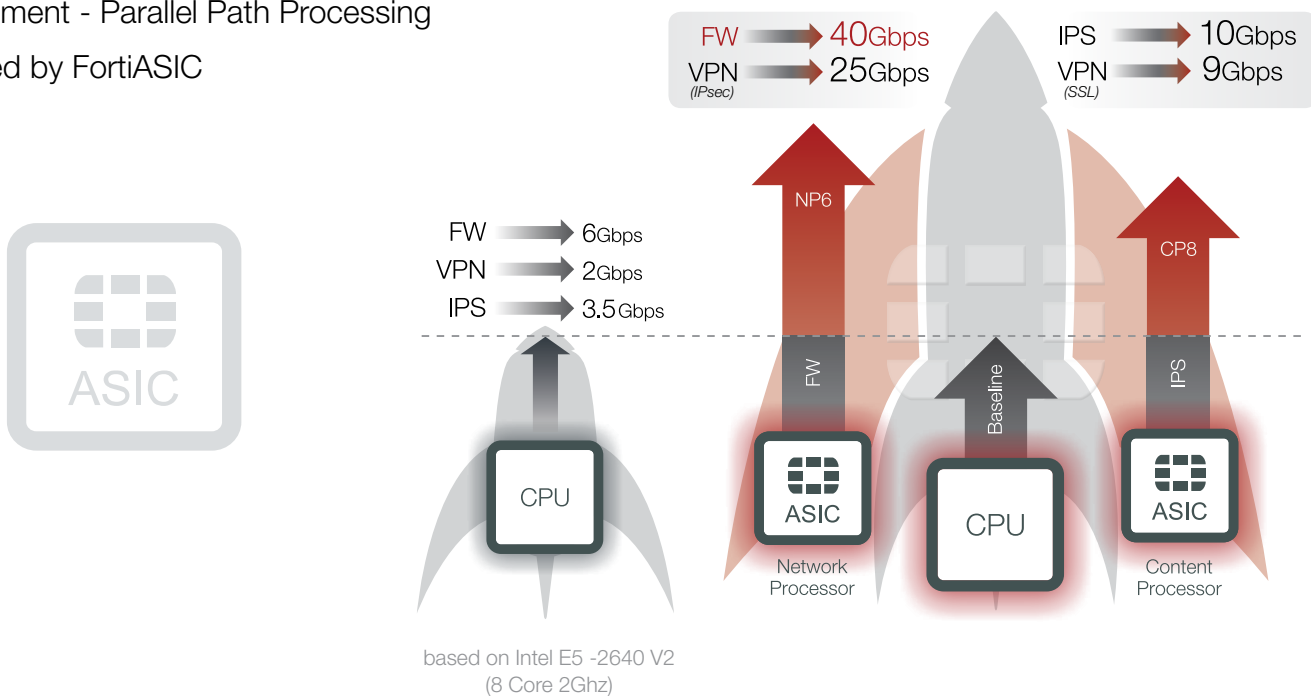- Delivered by FortiOS and Single Pane of Glass Management

OS

Intelligent – *Today's Security is Borderless*

- Requirement - Global Threat Intelligence and Internal Network Segmentation
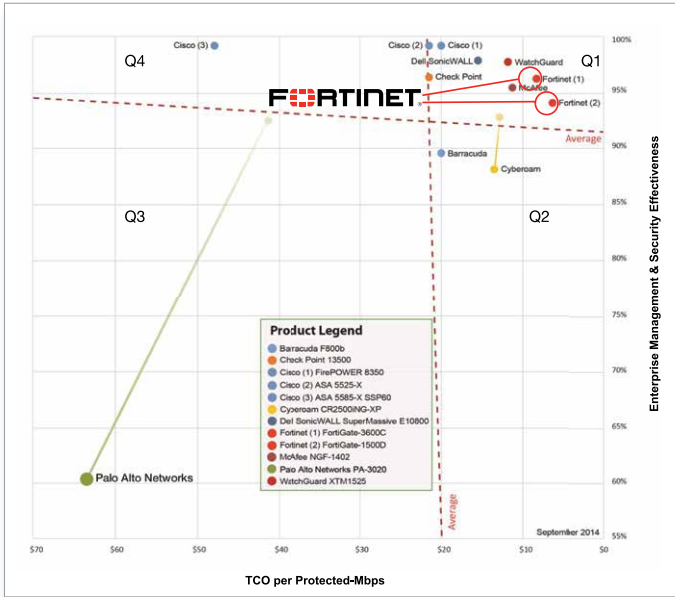- Delivered by FortiGuard and ISFW

Powerful – *Slow is Broken*

- Requirement - Parallel Path Processing
- Delivered by FortiASIC

FW → 40Gbps
VPN *(IPsec)* → 25Gbps

IPS → 10Gbps
VPN *(SSL)* → 9Gbps

FW → 6Gbps
VPN → 2Gbps
IPS → 3.5Gbps

NP6
CP8

FW
Baseline
IPS

CPU

ASIC — Network Processor
CPU
ASIC — Content Processor
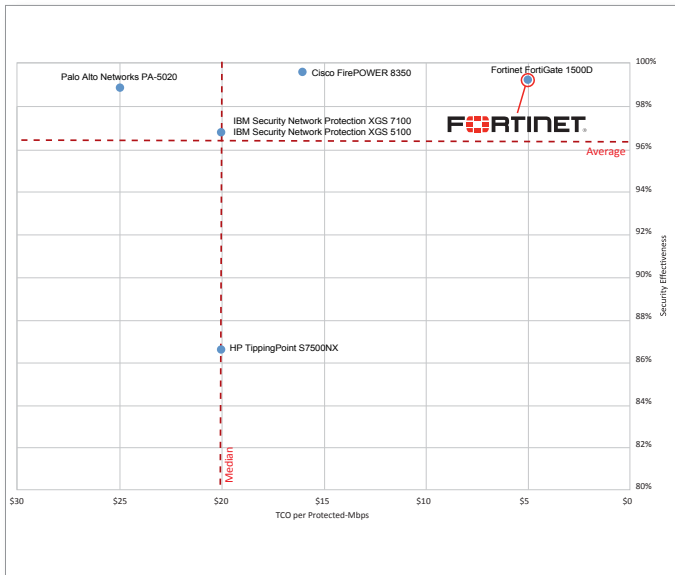
based on Intel E5 -2640 V2
(8 Core 2Ghz)

NGFW FortiGate 1500D
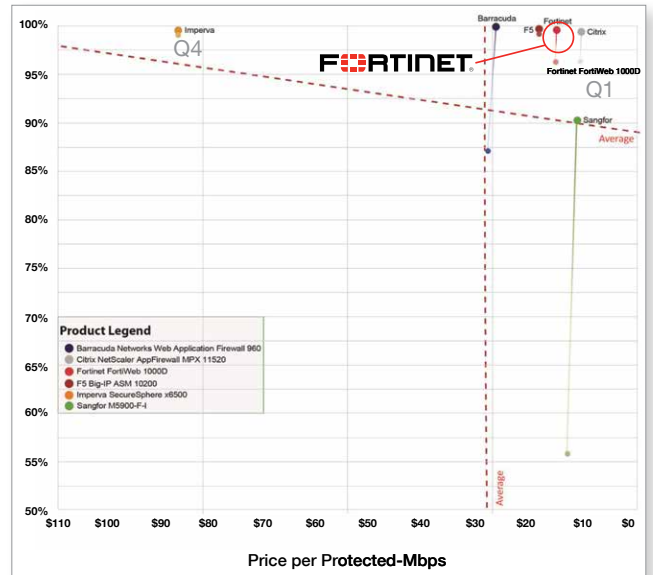

BDS FortiSandbox 1000D
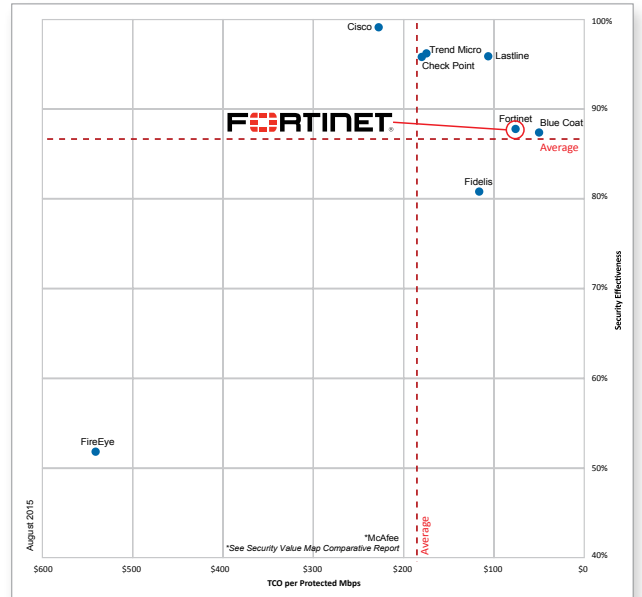
Next Gen IPS FortiGate 1500D
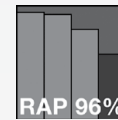

WAF FortiWeb 1000D

Unparalleled 3rd Party Certification

🟩 RECOMMENDED   ⬜ NEUTRAL   🟥 CAUTION

Certification	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Firewall NGFW	🟩	🟩	🟩 ⬜	🟥	🟥	X
NSS Labs Data Center Firewall	🟩	X	X	X	X	X
NSS Labs Breach Detection System	🟩	🟩	🟩	X	X	🟥
NSS Labs WAF	🟩	X	X	X	X	X
NSS Labs Next Gen IPS	🟩	X	🟩	⬜	X	X
NSS Labs Data Center IPS	⬜	X	X	X	🟥	X
BreakingPoint Resiliency Score	🟩	X	X	⬜	X	X
ICSA Firewall	🟩	🟩	X	🟩	🟩	X
ICSA IPS	🟩	X	X	X	X	X
ICSA Antivirus	🟩	X	X	X	X	X
ICSA WAF	🟩	X	X	X	X	X
ICSA ATD	🟩	X	X	🟩	X	X
VB100 Virus	🟩	🟥	X	X	X	X
AV Comparative	🟩	X	X	X	X	X
Common Criteria	🟩	🟩	🟩	🟩	🟩	🟩
FIPS	🟩	🟩	🟩	🟩	🟩	🟩

The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following Real-world Group Tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP Solution that is NSS Labs Recommended from the Data Center to the Edge to the Endpoint in the latest Group Tests.

- NGFW
- NGIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection ("Sandbox")

WAF

NGFW/ NGIPS

NSS LABS RECOMMENDED

EPP

BDS

Certifications

NSS LABS RECOMMENDED

AV comparatives

RAP 96%

UNIFIED CAPABILITIES APPROVED PRODUCTS LIST

COMMON CRITERIA EAL 4+ CERTIFIED

INFO~TECH CHAMPION

FIPS VALIDATED 140-2

INFO~TECH BEST OVERALL VALUE

ICSAlabs CERTIFIED FIREWALL-CORPORATE

ICSAlabs CERTIFIED IPSEC-BASIC

ICSAlabs CERTIFIED SSL VPN

ICSAlabs CERTIFIED ANTI-VIRUS

ICSAlabs CERTIFIED WEB APPLICATION FIREWALL

ICSAlabs CERTIFIED NETWORK IPS

vb VERIFIED SPAM + Sept 2013 virusbtn.com

vb 100 VIRUS Oct 2011 virusbtn.com

NEBS LEVEL 3

UL

FortiGate 5144C

FortiGate 5060

FortiGate 5020

40G — 50001D Blade

40G — 5903C Blade

100G — 5913C Blade

100G — FortiGate 3810D

40G — FortiGate 3700D

FortiGate 3200D — NEW

FortiGate 2500D — NEW

FortiGate 2000D — NEW

FortiGate 1500D

FortiGate 1200D

FortiGate 1000D

40 Gbps - 1.12 Tbps

40 - 320 Gbps

20 - 80 Gbps

High-Performance Network Security

OS FortiOS is a purpose-built, security-hardened, and sophisticated network security operating system that is the foundation of all FortiGate platforms.

Data Center Firewall (DCFW)/Carrier Class Firewall (CCFW)

Deployment	Service Provider or Enterprise
Form Factor	2U/3U Appliance and Chassis
Interfaces	10, 40 and 100 GbE
FW Throughput	10 Gbps to 1 Tbps
Special Features	Carrier Class
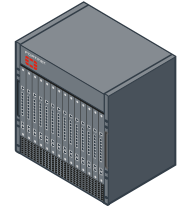
Internal Segmentation Firewall (ISFW)

Deployment	Service Provider or Enterprise
Form Factor	1U/2U/3U Appliance
Interfaces	10, 40 and 100 GbE
FW Throughput	16 to 320 Gbps
Special Features	VDOM Management, Ultra-low Latency

Next-Generation Firewall (NGFW)

Deployment	Edge or Border Firewall
Form Factor	1U/2U/3U Appliance
Interfaces	1, 10, 40 GbE
FW Throughput	1 to 160 Gbps
Special Features	Advanced Threat Protection

Unified Threat Management (UTM)

Deployment	Distributed Enterprise or SMB
Form Factor	Desktop
Interfaces	High-density 1GbE
Throughput	1 to 3.5 Gbps
Special Features	Wi-Fi, PoE, Ruggedized

Virtual Machine

Deployment	East/West Data Center or Cloud
Form Factor	Hypervisor or Cloud
SDN Integration	Cisco ACI, VMware NSX, OpenStack
UTM Throughput	Hardware Dependent
Hypervisors	All major hypervisors supported
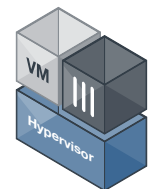
Advanced Threat Protection (ATP)

Deployment	Enterprise Networks
Form Factor	Appliance/Virtual/Cloud
Interfaces	1, 10 GbE
UTM Throughput	1 to 4 Gbps
Special Features	FortiGate/Mail/Client Integration

Platforms

Security Services & Technologies

SECURED BY
FORTIGUARD®

Antivirus	Anti-spam
Web App	Database
Vulnerability Management	IP Reputation
App Control	IPS
Web Filtering	Mobile Security (NEW)

Firewall
VPN
Application Control
IPS
Web Filtering
Anti-malware
WAN Acceleration
Data Leakage Protection
Wi-Fi Controller
Advanced Threat Protection

Management

Software Enabled
Security Modules
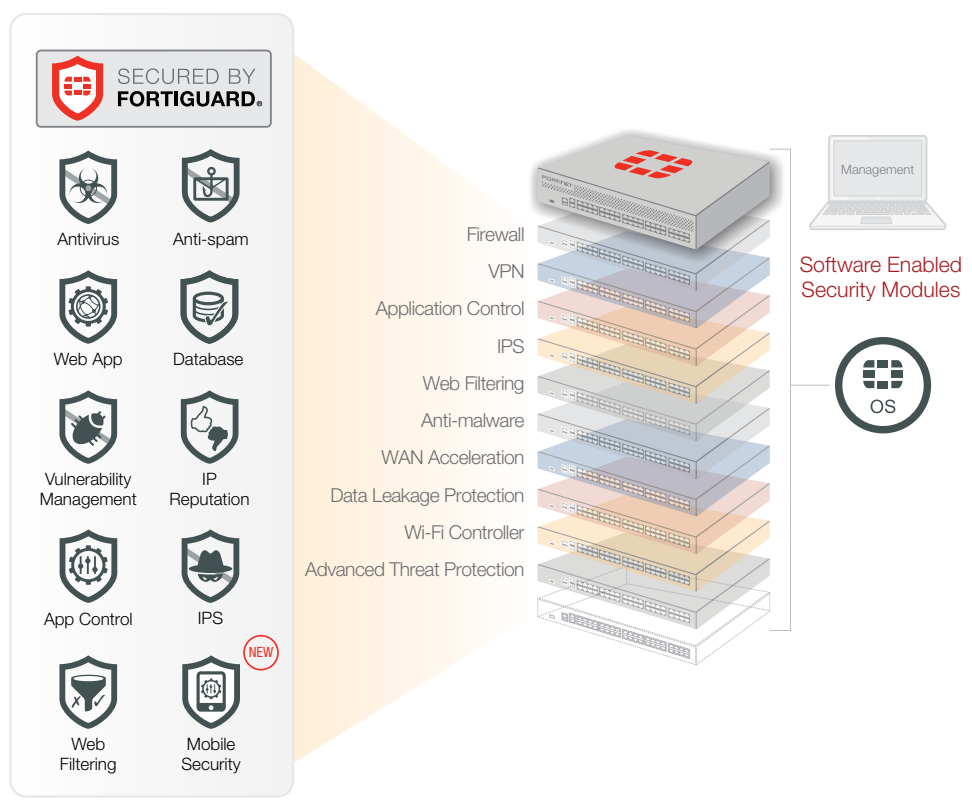
OS

(NEW) FortiGate 900D
(NEW) FortiGate 600D
FortiGate 500D
(NEW) FortiGate 400D
FortiGate 300D

8 - 20 Gbps

FortiGate 200D
FortiGate 100D

2.5 - 4 Gbps

ENTRY-LEVEL APPLIANCES

FortiGate 60D
FortiWiFi 90D
FortiGate/FortiWiFi 30D
FortiWiFi 60D

800 Mbps - 3.5 Gbps

Pricing Model

1 Platform (FortiGate)	**Deployment Mode** *Edge, Internal Segmentation, Data Center, Branch and Virtual*		**&**	**# Ports and Speed** *100G, 40G, 10G, 1G, Wi-Fi, 4G/LTE*		
2 Support (FortiCare)	**8 x 5 Support** *15% of HW price*	**or** **24 x 7 Support** *25% of HW price*	**or**	**24 x 7 Care** *35% of HW price*	**& or**	**Professional Services** *Daily Rate*
3 Services (FortiGuard)	**Individual Services** *(IPS/AC, AV, WF, AS, ATP, MS)* 20% of HW Price Each	**or** **UTM Bundle** *(IPS/AC, AV, WF, AS)*		**or** **Enterprise Bundle** *(UTM + ATP + MobileSec)*		

Services (FortiGuard) - bundle pricing

UTM Bundle			Enterprise Bundle		
8 x 5 Support 55% of HW Price	**24 x 7 Support** 65% of HW Price	**24 x 7 Care** 75% of HW Price	**8 x 5 Support** 70% of HW Price	**24 x 7 Support** 80% of HW Price	**24 x 7 Care** 90% of HW Price

4 Term	**1 Year** *Annual Discount*	**2 Years** *6% off/yr*	**3 Years** *10% off/yr*	**4 Years** *12.5% off/yr*	**5 Years** *14% off/yr*

Complementary Security Solutions Available

Product List

	FortiADC	Application Delivery Controller
	FortiAnalyzer	Log Analysis
	FortiAP	Secure Wireless
	FortiAuthenticator	Authentication
	FortiCamera	IP Video Security
	FortiClient	Endpoint Security
	FortiCloud	Cloud Logging and Provisioning
	FortiDB	Database Security
	FortiDDoS	DDoS Protection
	FortiExtender	Cellular LTE Extension
	FortiGate	Core Firewall Platform
	FortiMail	Email Security
	FortiManager	Centralized Management
	FortiSandbox	Advanced Threat Protection
	FortiSwitch	Access & Data Center Switching
	FortiToken	2FA Token
	FortiVoice	IP PBX Phone Systems
	FortiWeb	Web Application Firewall
	FortiWiFi	UTM with Wireless Access

FortiCloud

DATA CENTER

FortiAuthenticator
User Identity
Management

FortiManager
Centralized
Management

FortiAnalyzer
Logging, Analysis,
Reporting

FortiGate
Cloud

Cloud

FortiWeb
Web Application
Firewall

FortiGate
Next Gen
IPS

FortiGate
DCFW

Core
Network

Internet

WAN

FortiSandbox
Advanced Threat
Protection

CAMPUS

FortiAP
Secure Access
Point

FortiGate
NGFW

FortiClient
Endpoint Protection

FortiSwitch
Switching

FortiCamera
IP Video
Security

FortiWiFi
UTM

FortiVoice
IP PBX Phone
Systems

Network Diagram (Left Side)

FortiGate
Top-of-Rack

FortiGate VMX
SDN, Virtual Firewall

FortiDB
Database Protection

FortiADC
Application Delivery Controller

FortiGate
Internal NGFW

FortiMail
Email Security

FortiDDoS
DDoS Protection

FortiToken
Two Factor Authentication

FortiClient
Endpoint Protection, VPN

FortiExtender
LTE Extension

BRANCH OFFICE

SECURED BY
FORTIGUARD®

Intrusion Prevention

Application Control

Web Filtering

Antivirus

IP Reputation

Web Application Security

Vulnerability Management

Anti-spam

Database Security

FortiCare

Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East and Asia, FortiCare offers services to meet the needs of enterprises of all sizes.

8x5 Enhanced Support

24x7 Comprehensive Support

Premium Services

Professional Services

Become a Fortinet Network Security Expert!

F:RTINET
Network Security Expert Program

Fortinet's Network Security Expert (NSE) Program is a new 8-level training and assessment program designed for customers, partners and employees.

Validate your Security Experience

Demonstrate Value

Accelerate Sales

Step	Level Objective
1 **NSE 1**	Develop a foundational understanding of network security concepts.
2 **NSE 2**	Develop knowledge and skills to sell Fortinet gateway solutions. *(For Fortinet employees and partners only)*
3 **NSE 3** *Sales Associate*	Develop the knowledge and skills required to sell Fortinet Advanced Security solutions. *(For Fortinet employees and partners only)*
4 **NSE 4** *Professional*	Develop the knowledge and skills of how to configure and maintain a FortiGate Unified Threat Management (UTM) appliance.
5 **NSE 5** *Analyst*	Develop a detailed understanding of how to implement network security management and analytics.
6 **NSE 6** *Specialist*	Develop an understanding of advanced security technologies beyond the firewall.
7 **NSE 7** *Troubleshooter*	Demonstrate the ability to troubleshoot internet security issues.
8 **NSE 8** *Expert*	Demonstrate the ability to design, configure, install and troubleshoot a comprehensive network security solution in a live environment.

Visit www.fortinet.com/training to get started!

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