

THE SECURITY FABRIC PROTECTS THE DIGITAL ATTACK SURFACE

Powered by FortiOS, with Integrated SD-WAN



Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 5,462

FY 2017 Revenue: \$1.495B

Q2 2018 Revenue: \$441M

Q2 2018 Billings: \$513M

Q2 2018 EPS (GAAP): \$0.28

Q2 2018 EPS (Non-GAAP): \$0.41

Market Cap (June 29, 2018): \$10.6B

\$1.5B Cash and No Debt

Units Shipped to Date: 4M+

Customers: 360,000+

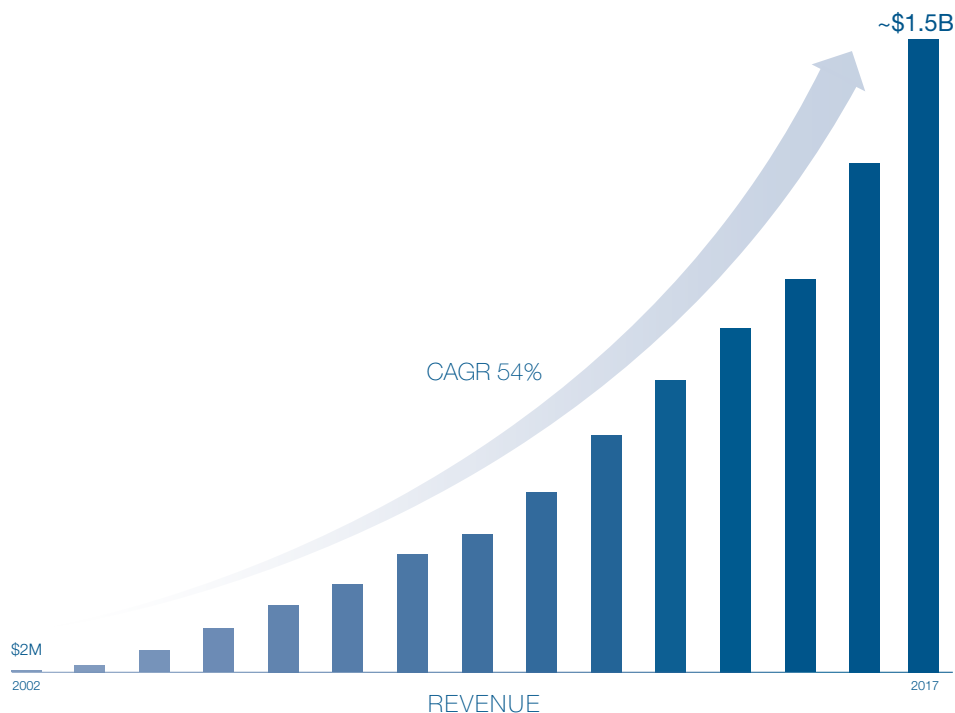
Global Patents (as of June 30, 2018)

Issued: 536

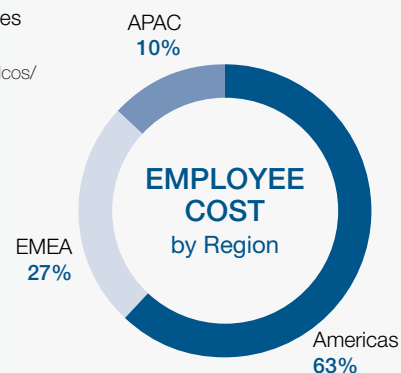
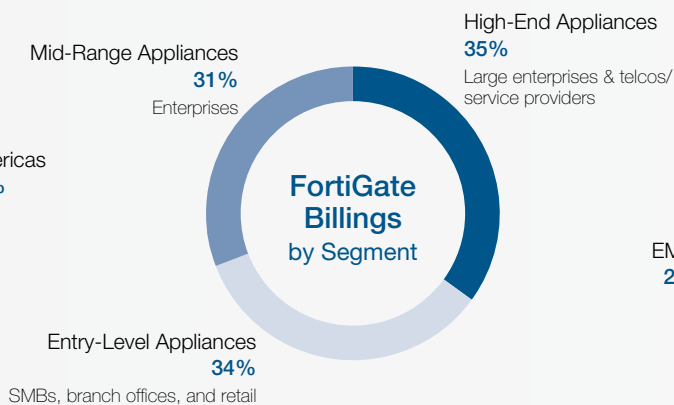
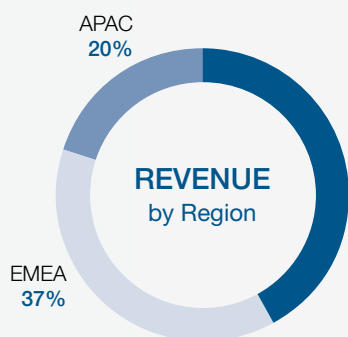
Pending: 240

OVERVIEW

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric 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.



Q2 2018



**Coming in 2020:
Expanded HQ and
R&D Center in Sunnyvale**

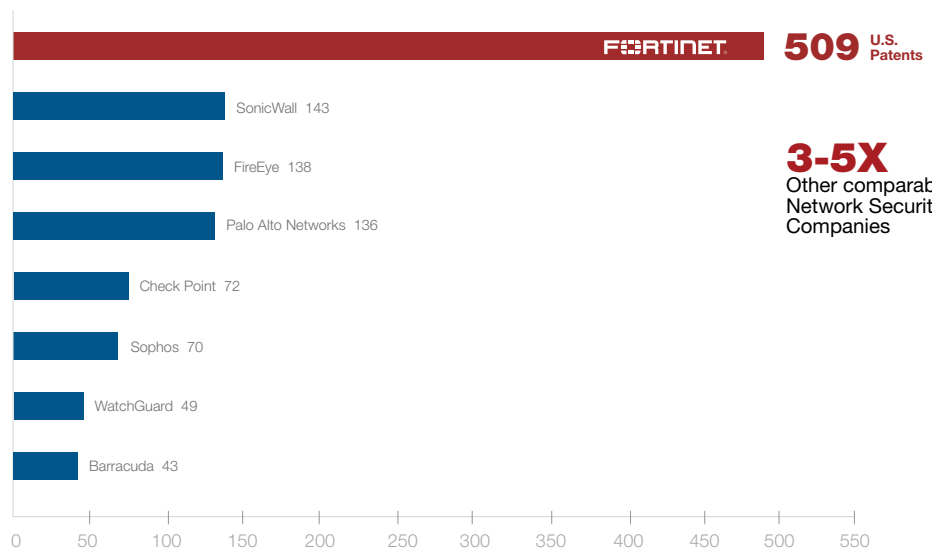
- Preparing for growth
- Investing in innovation

#1 SECURITY INNOVATOR

Based on patents issued as listed by the U.S. Patent and Trademark Office

509 U.S. Patents
27 Int'l Patents

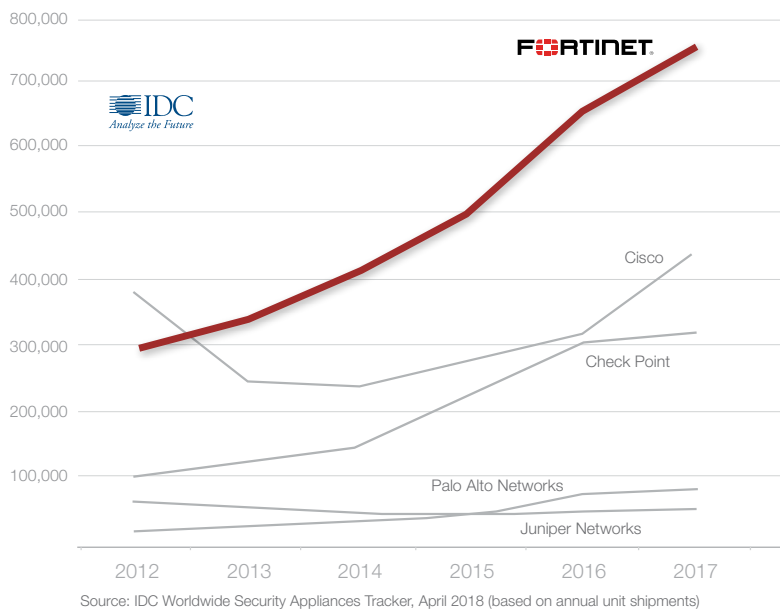
536 Global Patents



as of June 30, 2018

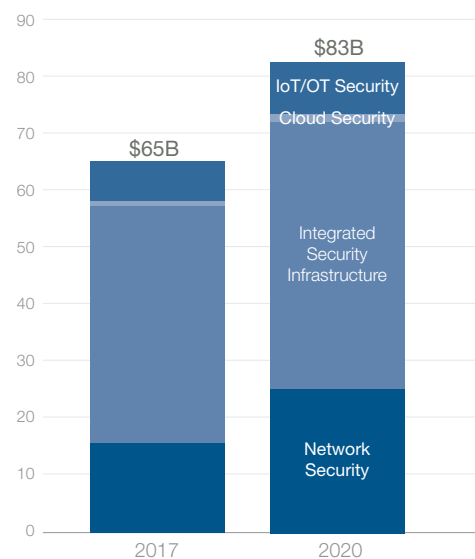
#1 MOST ADOPTED NETWORK SECURITY SOLUTION

Based on annual unit shipments (IDC)



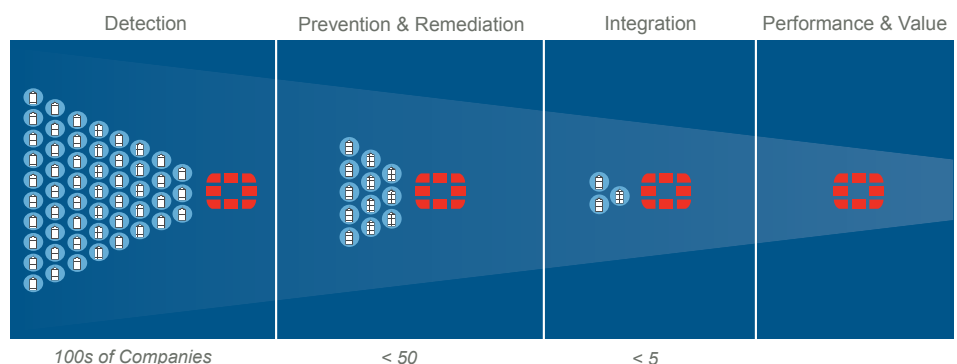
FORTINET'S GROWING OPPORTUNITY

Our core market, Network Security, continues to grow as do adjacent opportunities in Cloud, IoT and OT Security, and other Security and Access offerings.



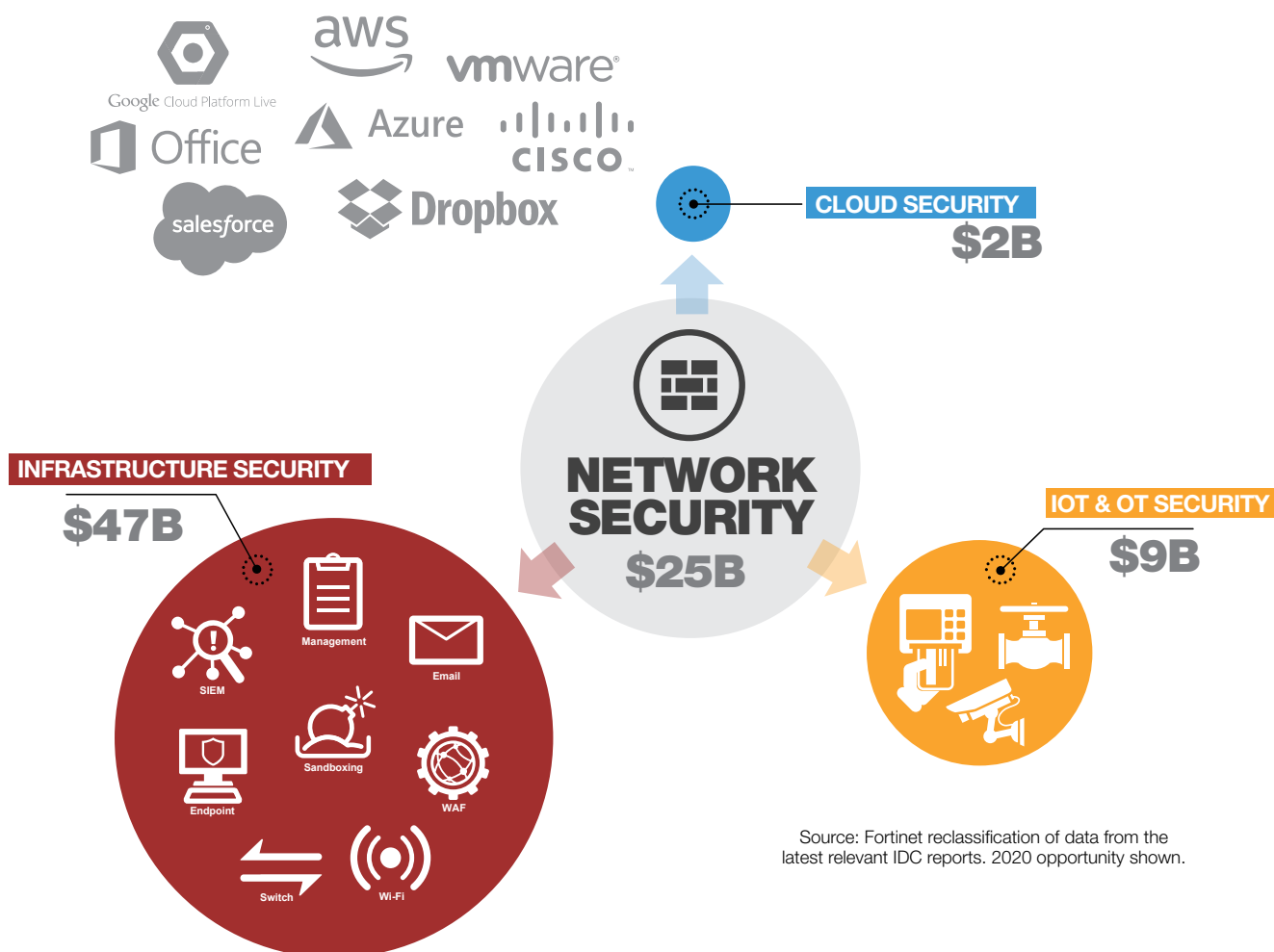
Source:
Fortinet reclassification of data from the latest relevant IDC reports

FORTINET IS THE ONLY COMPANY TO EXCEL AT ALL KEY STAGES OF NETWORK SECURITY



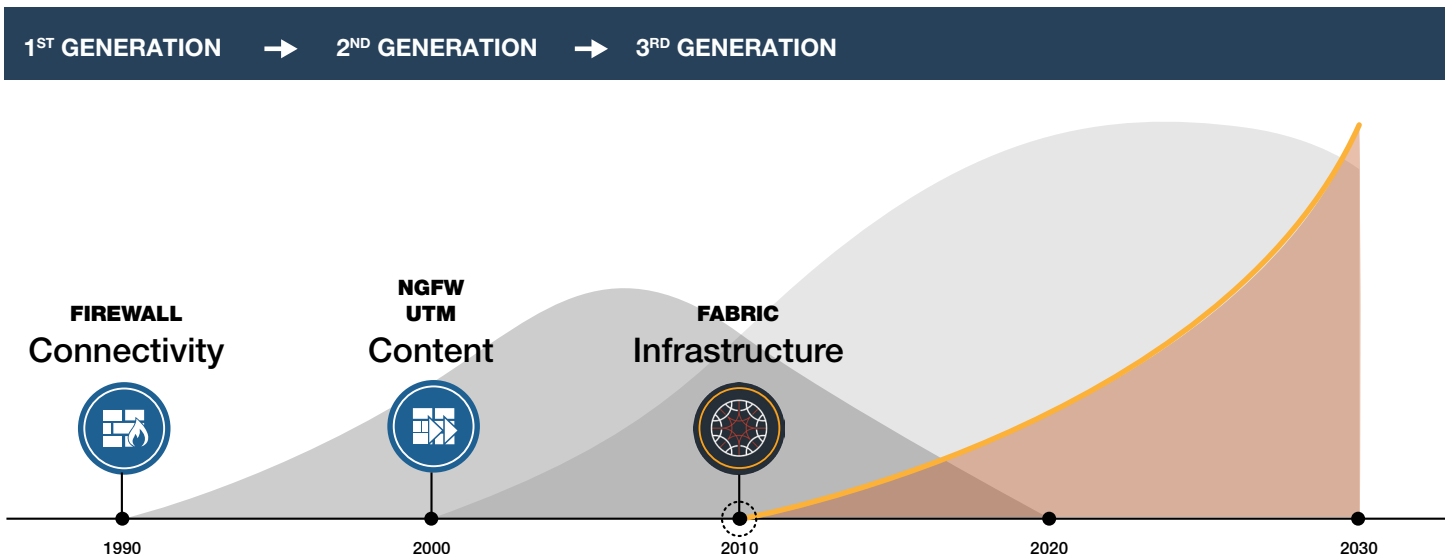
#1 BROADEST SECURITY PROTECTION—FROM IOT TO THE CLOUD

Enables Fortinet to pursue growth in several key markets



NETWORK SECURITY EVOLUTION

First-generation network security (stateful firewalls) focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTM, expanded inspection to the application and content. The emergence of cloud, IoT, and mobile is driving the need for a third generation of network security to protect the rapidly expanding attack surface.



THE FORTINET SECURITY FABRIC

THIRD-GENERATION NETWORK SECURITY

Fortinet is once again leading the way with its Security Fabric, the first open architectural approach to security that dynamically adapts to and secures the evolving IT infrastructure.

BROAD

Visibility & Protection for the Digital Attack Surface

INTEGRATED

Detection of Advanced Threats

AUTOMATED

Response & Continuous Trust Assessment





NETWORK SECURITY

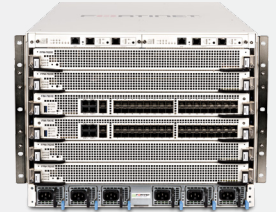
Fortinet's high-performance FortiGate firewalls—powered by our purpose-built OS, security processors, and threat intelligence from FortiGuard Labs—provide consolidated, advanced security and deep visibility that protects the network from known and unknown threats.

Chassis-based 5000 & 7000 Series

Form Factor	Expandable, modular chassis
Interfaces	10, 40, and 100 GE
FW(TP) Throughput	More than 1 Tbps (Up to 189 Gbps)
Special Features	Carrier class, NEBS, fully redundant



FortiGate 5144C



FortiGate 7060E

High-end Appliance 1000 – 3000 & 6000 Series

Form Factor	2U – 5U appliance
Interfaces	10, 25, 40, and 100 GE
FW(TP) Throughput	52 Gbps – 1 Tbps (4 Gbps – 100 Gbps)
Special Features	Ultra-low latency, ultra high-speed SSL inspection



FortiGate 3200D



FortiGate 6500F

Mid-range Appliance 100 – 900 Series

Form Factor	1U – 2U appliance
Interfaces	1 and 10 GE
FW(TP) Throughput	7 Gbps – 36 Gbps (1 Gbps – 3 Gbps)
Special Features	High-speed SSL inspection



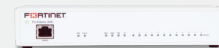
FortiGate 300E



FortiGate 500E

Entry-level Appliance 30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GE
FW(TP) Throughput	1 – 3.5 Gbps (150 Mbps – 250 Mbps)
Special Features	Wi-Fi, PoE, ruggedized



FortiGate 80E



FortiWiFi 60E

Virtual/Private Cloud Firewall

	Private Cloud VM	Public Cloud VM
Use Cases & Integrations	All major hypervisors Cisco ACI, VMware NSX, OpenStack	AWS, Microsoft Azure, Google
Throughput	Hardware dependent	Cloud dependent
Licensing	Perpetual, subscription, metered	BYOL or on-demand



Virtual Machine

NEW PRODUCT SPOTLIGHT—FORTIGATE 7000 SERIES

Modular, resilient NGFW that offers high-performance SSL inspection, Threat Protection, scalable Integrated Routing, Multi-Tenancy and 100G port density

Form Factor	6U-8U
Interfaces	10, 40, and 100 GE
NGFW Throughput	50 Gbps – 100 Gbps
TP Throughput	35 Gbps – 80 Gbps
SSL Inspection Throughput	60 Gbps – 100 Gbps

FortiGate 7060E



FortiGate 7030E

FortiGate 7040E



The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies and use cases into a simplified, single policy and management framework. FortiOS provides customers with superior protection, deeper visibility and control, reduced complexity, and greater operational efficiency across their entire attack surface.



NGFW



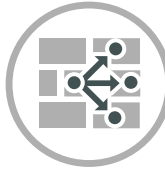
DCFW



IPS



ISFW



SD-WAN



SWG



VPN



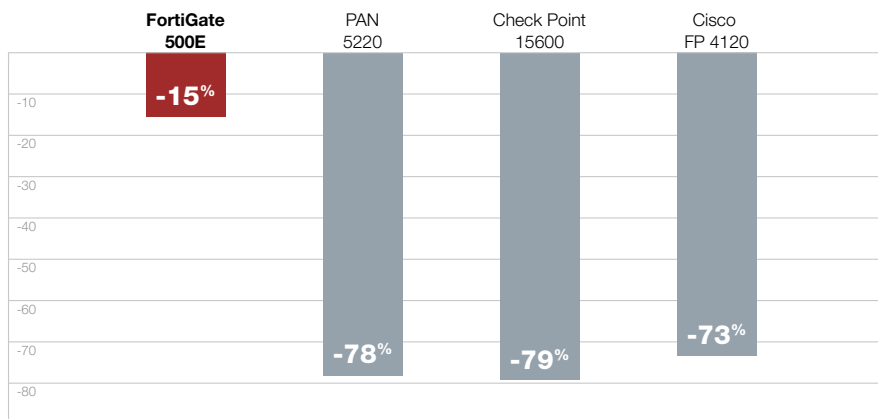
CCFW



The Security Processor Advantage

Fortinet Security Processors radically increase the performance, scalability, and value of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions. Use of SSL Inspection is increasingly critical but comes with a large performance hit on most firewall solutions. Our latest Content Processor (CP9) delivers high SSL inspection performance with minimal performance degradation, while supporting all 32 critical ciphers*, as demonstrated in NSS Labs' 2018 NGFW/SSL-TLS Performance Test Report.

SSL Inspection—Performance Impact*



*NSS Labs 2018 NGFW/SSL-TLS Performance Test Report

Fortinet SPU-based Parallel Path Processing



Flexible Policy



Accelerates Network Traffic



Accelerates Content Inspection

Fortinet System-on-a-Chip



Optimized for Entry-level Form Factors

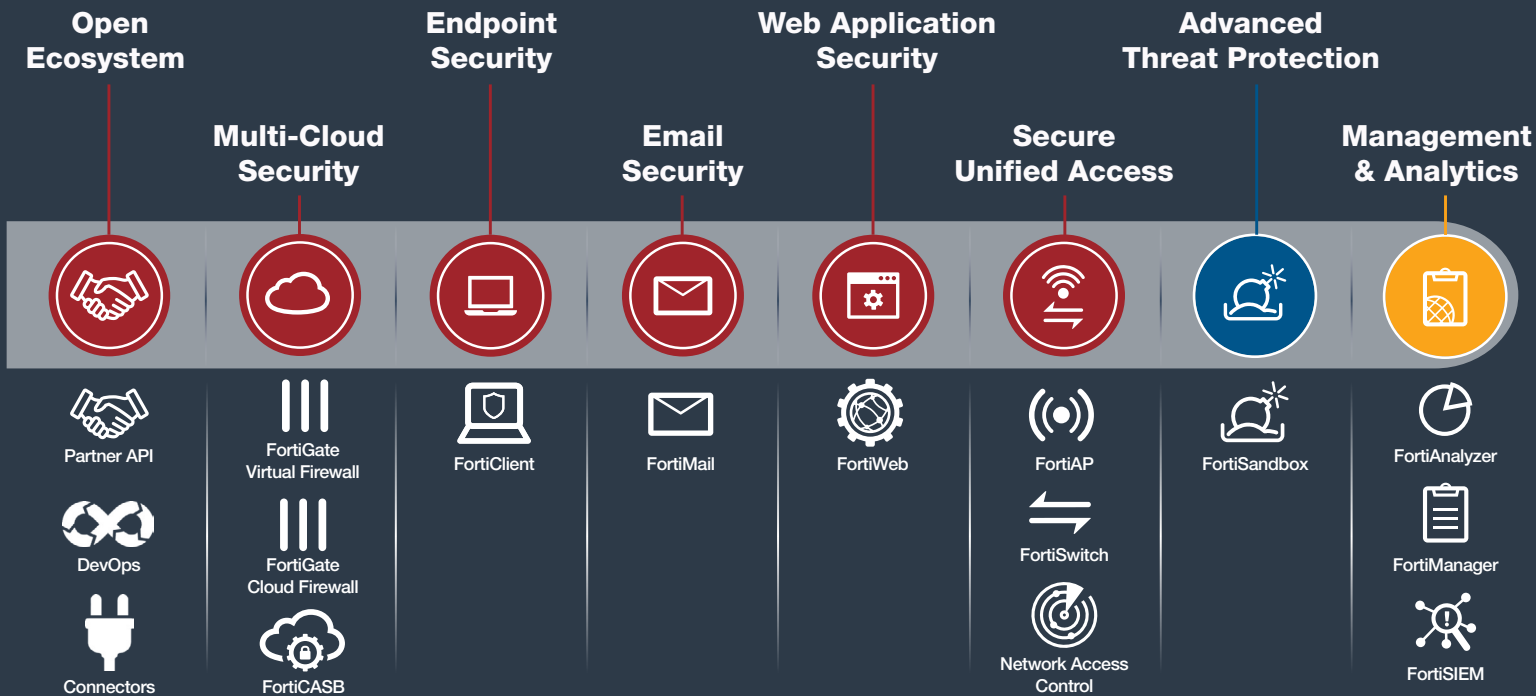


The FortiGuard Threat Intelligence Advantage

Our FortiGuard Labs threat research team develops the threat intelligence that informs all of our solutions. FortiGuard Labs leverages leading-edge machine learning and AI technologies to provide consistently top-rated protection* and actionable threat intelligence that protect and inform our customers worldwide. FortiGuard Labs partners with law enforcement agencies, governments, alliances, and other vendors, taking a leadership role to ensure the industry is collaborating and effectively responding to emerging security risks worldwide.

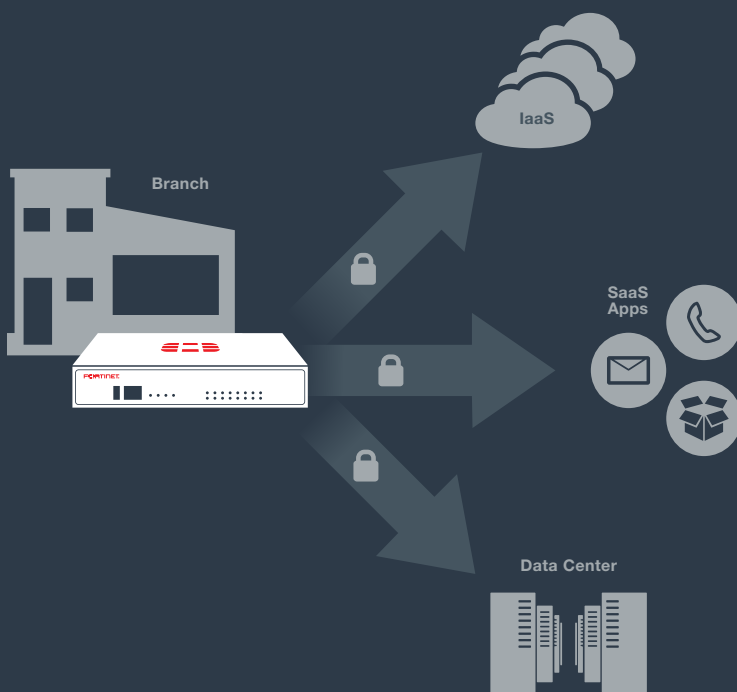
Individual Subscription Services	Application Control**	IPS	Advanced Malware Protection***	Anti-spam	Web Filtering	Industrial Security	Security Rating Service	CASB	Threat Intelligence Service
A la carte services		x	x		x	x	x	x	x
Enterprise Protection bundle	x	x	x	x	x	x	x	x	
Unified Protection (UTM) bundle	x	x	x	x	x				
Threat Protection bundle	x	x	x						

OTHER FABRIC SOLUTIONS



SOLUTION SPOTLIGHT: SECURE SD-WAN

NGFW with built-in, best-of-breed SD-WAN capability enables digital transformation at the enterprise branch.



PRODUCTS

- FortiGate NGFW (at FortiOS 5.6 & above)
- FortiManager

KEY FEATURES

- Application-aware steering
- Automated WAN path intelligence
- Single-pane-of-glass management with zero-touch provisioning
- SD-WAN features included in base license

BENEFITS

- High application performance
- Reduced WAN OPEX
- Safe Internet access for branch sites
- Reduced complexity, easier management



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.



24x7



Professional Services



360



Security Audit Services

SERVICES & SUPPORT SPOTLIGHT

FortiCare 360 combines advanced support with cloud analytics and expert advice, enabling organizations to take a more proactive approach in the identification and prevention of potential risks.

- 24x7 Advanced Services Technical Support
- Ongoing monitoring, proactive health checks, and automated alerts
- Personalized monthly reports
- Best-practice guidance



Become a Fortinet Network Security Expert!

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **138,000** security certifications to date.



Validate Your Security Experience



Demonstrate Value



Accelerate Sales



Commitment to Closing the Cybersecurity Skills Gap

The Fortinet Network Security Academy program provides industry-recognized Fortinet training and certification opportunities to students around the world.

Launched in 2016, this innovative, rapidly growing program has already been adopted by 105 academies in 49 countries.

- Preparation for a career in network security
- Theoretical lecture and hands-on laboratory practice
- Fortinet certification

Step	Level Objective	
NSE 1 <i>Security Associate</i>	Develop a foundational understanding of the ever-increasing threat landscape and of common network security concepts.	PUBLIC
NSE 2 <i>Security Associate</i>	Develop the knowledge of Fortinet solutions required to address the threat landscape and security concerns discussed in NSE 1.	
NSE 3 <i>Security Associate</i>	Develop the skills to describe how the features of key Fortinet products are used to create the solutions discussed in NSE 2.	
NSE 4 <i>Professional</i>	Develop the knowledge to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.	SALES
NSE 5 <i>Analyst</i>	Develop a detailed understanding of how to implement network security management and analytics.	
NSE 6 <i>Specialist</i>	Develop an understanding of the Fabric products that augment FortiGate to provide deeper and more comprehensive network security.	TECHNICAL
NSE 7 <i>Architect</i>	Develop the knowledge to implement, troubleshoot, and centrally manage an enterprise security infrastructure composed of multiple FortiGate devices.	
NSE 8 <i>Expert</i>	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.	



138,000+
CERTIFICATES



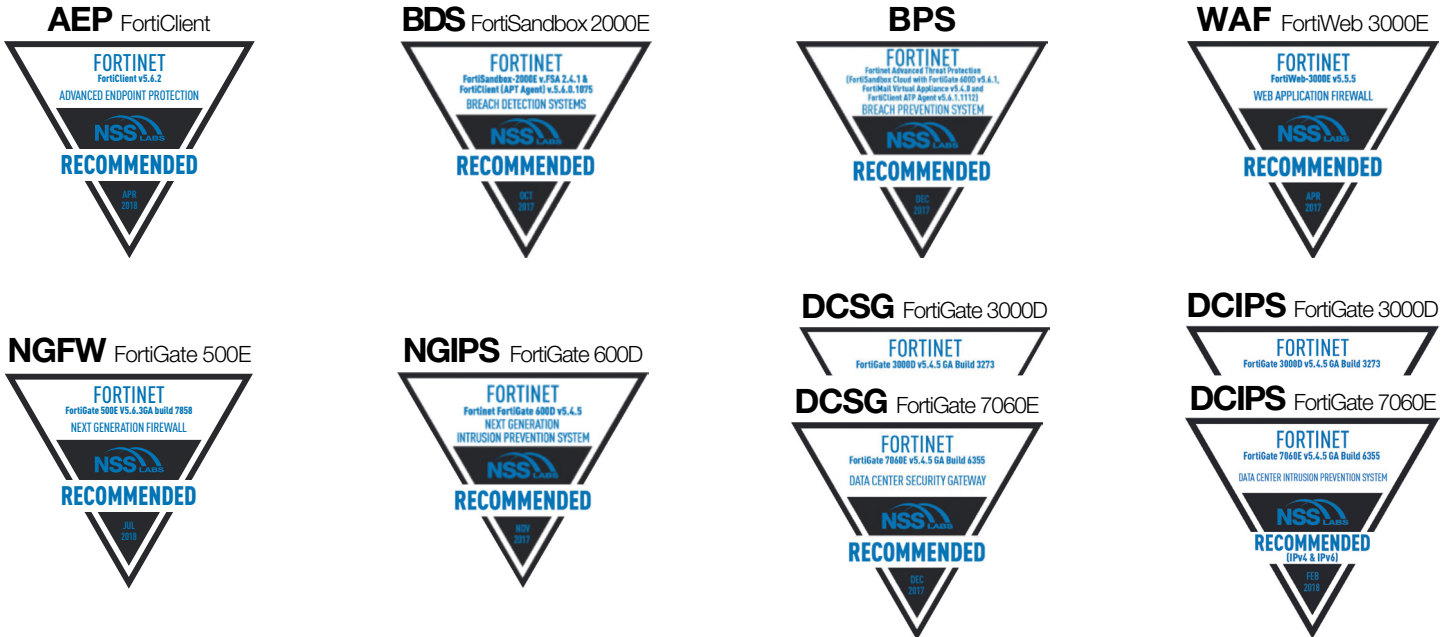
105
ACADEMIC INSTITUTIONS
NONPROFIT AGENCIES
VETERANS PROGRAMS
ACADEMIES



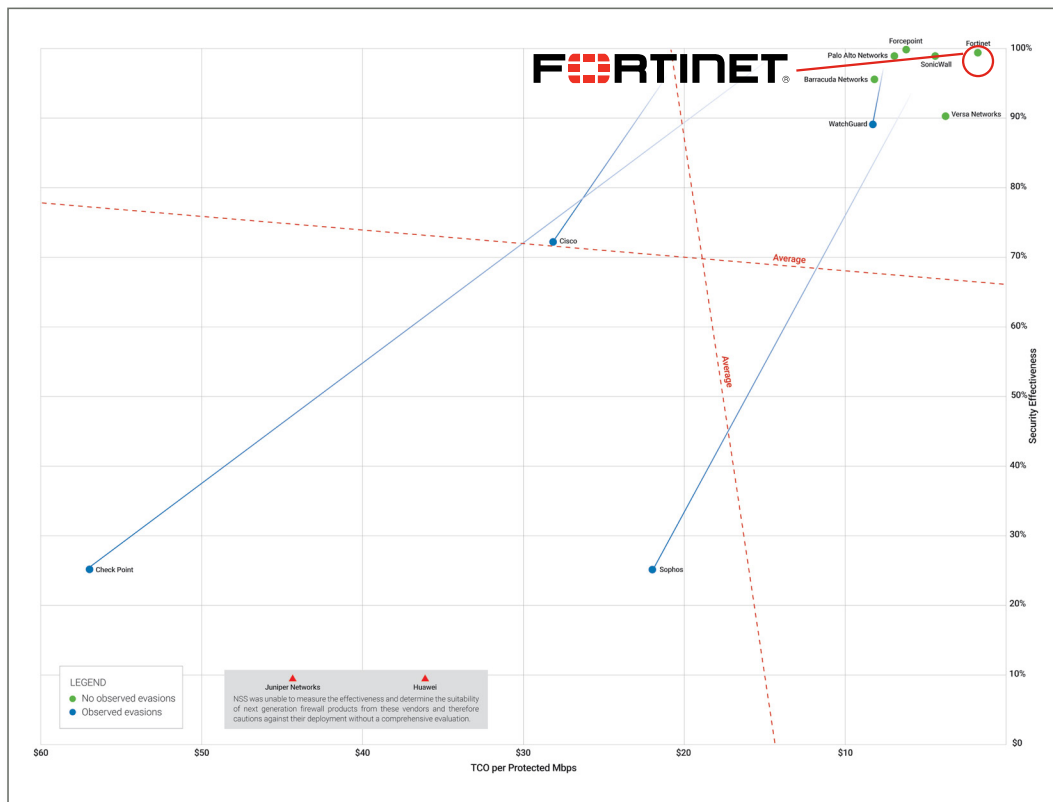
49
COUNTRIES
TODAY

Learn more about both programs at
www.fortinet.com/support-and-training.html

RECOMMENDED IN 8 OUT OF 8 TESTS



NGFW FortiGate 500E



UNPARALLELED THIRD-PARTY CERTIFICATION

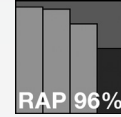
■ RECOMMENDED / CERTIFIED

□ NEUTRAL

■ CAUTION

CERTIFICATION	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Next-Gen Firewall	■	■	□	■	■	×
NSS DC Security Gateway	■ ■	■	■	□	■	×
NSS DC IPS	■ ■	×	□	×	■	×
NSS Breach Detection	■	■	□	×	×	□ ■
NSS Breach Prevention	■	■	■	■	■	×
NSS WAF	■	×	×	×	×	×
NSS Next-Gen IPS	■	■	■	■	×	×
NSS Advanced Endpoint	■	×	■	■	×	□
ICSA ATD—Sandbox	■	×	×	×	×	×
ICSA ATD—Email	■	×	×	×	×	×
ICSA Network Firewall	■	■	×	■	×	×
ICSA Network IPS	■	■	×	×	×	■
ICSA Anti-Malware	■	×	×	×	×	×
ICSA WAF	■	×	×	×	×	×
ICSA IPsec/SSL	■ ■	■	×	×	×	×
Virus Bulletin 100	■	■	×	×	×	×
Virus Bulletin Spam	■	×	×	×	×	×
Common Criteria	■	■	■	■	■	■
FIPS	■	■	■	■	■	■
UNH USGv6/IPv6	■	■	■	■	■	×

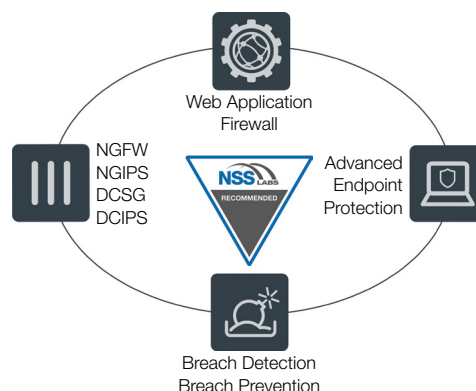
Certifications



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
- DC Security Gateway & DCIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection and Prevention



FEATURED CUSTOMER STORIES



Superunie

Wholesale Grocery Purchasing Cooperative with 30% country market share in the Netherlands

Scope: SD-WAN and network infrastructure across 1,000 branches and 10 data centers

Key Requirements: Application-aware WAN path control, high-performance SLA, zero-touch provisioning, IoT security

Solution: FortiGate, FortiSwitch, FortiAP, FortiManager, FortiGuard Services, FortiSandbox

Customer benefits realized:

- Guarantee that business-critical applications are highly available with best SLAs
- Reduced complexity by consolidating SD-WAN and security
- Secure IoT devices on port level, due to deep technical integration between FortiGate and FortiSwitch

"We chose Fortinet's cutting edge secure SD-WAN technology to allow us to centrally manage our networking and security solutions, while also providing SSL inspection for a seamless WAN transformation. We like the simplicity of extending Fortinet's SD-WAN solution to include LAN at each of our stores and the ability to manage all WAN and LAN devices through a single-pane-of-glass."

— Arjen van Dam, Manager, IT



alorica

Customer Service Solution for some of the world's most valuable brands (global with U.S. HQ)

Scope: Transition legacy network to SD-WAN for reliability and scalability

Solution: FortiGate, FortiManager, FortiAnalyzer, FortiSwitch, FortiAP, FortiExtender, FortiSandbox, FortiGuard Services

Customer benefits realized:

- Confidence that data running through their global network is protected and always available
- Visibility to entire network through a single-pane-of-glass view
- Protection against evolving security risks, from the LAN to the cloud

"Fortinet did not only supply us with great security and massive reliability, but also gave us the flexibility to implement their solutions in our business helping us develop and transition from the legacy network into a powerful SD-WAN."

— Jonathan Merrell, Chief Information Officer



Winston-Salem Forsyth County Schools

Education—77th Largest School District in United States

Scope: Secure connectivity and bandwidth to support Internet-based education for over 53,000 students

Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy

Solution: FortiGate 7040, FortiAuthenticator, FortiAnalyzer, FortiMail, FortiGuard Services

Customer benefits realized:

- Consolidated core and edge firewall and routing into single platform
- Met increased throughput requirements to achieve 10 GB downstream
- Simplified management and deployment, and improved operational efficiency

"Fortinet's 7000 series next generation firewall's ability to provide internal network segmentation, 100GE support, fast SSL inspection and threat protection at an attractive price/performance was a compelling value proposition that influenced our decision to select Fortinet. By deploying the FortiGate 7040 we were able to consolidate our security services to a single platform that can be expanded to meet future performance and security needs."

— Corey McLeod, Sr. LAN/WAN Engineer



Steelcase

Global Business Equipment and Furniture Manufacturer (USA)

Scope: Integrated security and reporting across on-premises and multiple cloud environments; IoT security

Key Requirements: Support for Microsoft Azure and AWS; internal segmentation; broad integrated solution set; integration with other vendor solutions

Solution: FortiGate Appliance and VM, FortiAuthenticator, FortiAnalyzer, FortiWeb, FortiMail, FortiAP, FortiSwitch, FortiClient, FortiCloud, FortiGuard Services

Customer benefits realized:

- Secure cloud-based offerings
- Unified protection across on-premises and multiple clouds
- Simplified management and training, economies of scale
- Better IoT security via segmentation

"Our extended IT infrastructure is absolutely critical to everything we do, so it's invaluable to have the seamless protection that Fortinet provides across our physical and cloud-based domains."

— Stuart Berman, Global Security Architect

For more customer stories, go to www.fortinet.com/customers.html

