FORTINET

High Performance
Network Security

Fortinet was founded in 2000 by Ken Xie, the visionary founder and former president and CEO of NetScreen. A strong and seasoned management team with deep experience in network security leads the company today.

Year Founded: Oct 2000

Fortinet IPO: Nov 2009
NASDAQ: FTNT

Headquarters
Sunnyvale, California

Number of Employees: 2,200+

FY 2012 Revenue: $534M
Q2-2013 Revenue: $147M+
$814M+ cash and no debt
Profitable

First Product Release:
May 2002

Units Shipped to Date:
1.25+ Million
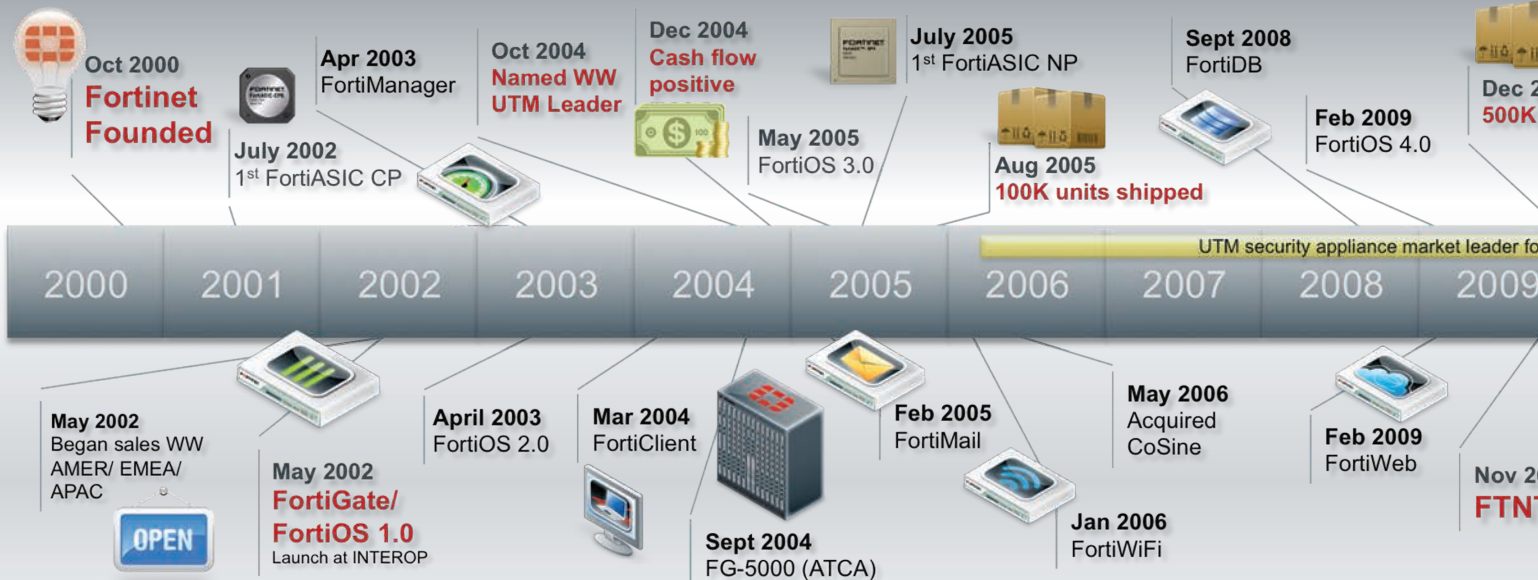
Customers:
160,000+ customers

Patents:
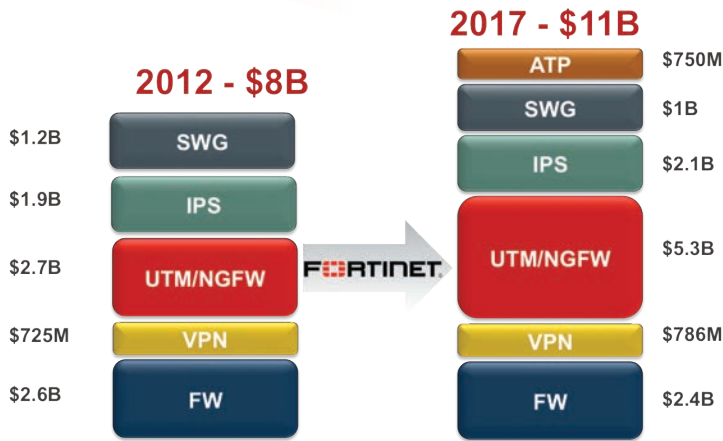**133 patents issued**
106 patents pending

Overview

Fortinet pioneered an innovative, high performance network security solution that addresses the fundamental problems of an increasingly bandwidth-intensive network environment and a more sophisticated IT threat landscape. We are a global-leading provider of network security appliances and the leader in Unified Threat Management (UTM) and Next-Generation Firewall (NGFW).

Pioneering Security

Timely product introductions meet or exceed market demands as information security threats escalate.
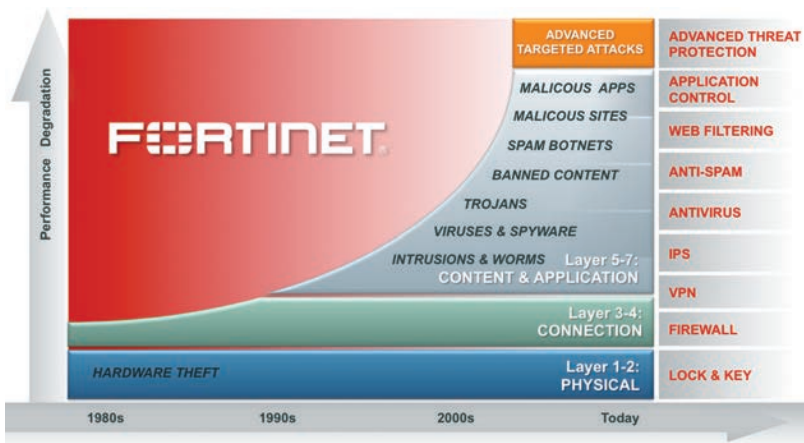
Yearly Growth
Year End 2012

Year	Revenue
2002	$2
2003	$13
2004	$39
2005	$80
2006	$123
2007	$155
2008	$212
2009	$252
2010	$325
2011	$434
2012	$534

Fortinet Revenue (in Millions)

Oct 2000
Fortinet Founded

July 2002
1st FortiASIC CP

Apr 2003
FortiManager

Oct 2004
Named WW UTM Leader

Dec 2004
Cash flow positive

May 2005
FortiOS 3.0

July 2005
1st FortiASIC NP

Aug 2005
100K units shipped

Sept 2008
FortiDB

Feb 2009
FortiOS 4.0

Dec 2
500K

UTM security appliance market leader fo

2000 2001 2002 2003 2004 2005 2006 2007 2008 2009

May 2002
Began sales WW AMER/ EMEA/ APAC

May 2002
FortiGate/ FortiOS 1.0
Launch at INTEROP

April 2003
FortiOS 2.0

Mar 2004
FortiClient

Sept 2004
FG-5000 (ATCA)

Feb 2005
FortiMail

Jan 2006
FortiWiFi

May 2006
Acquired CoSine

Feb 2009
FortiWeb

Nov 2
FTNT

OPEN

Network Security Market Evolution

2017 - $11B
2012 - $8B

	2012		2017	
SWG	$1.2B		ATP	$750M
IPS	$1.9B		SWG	$1B
UTM/NGFW	$2.7B		IPS	$2.1B
VPN	$725M		UTM/NGFW	$5.3B
FW	$2.6B		VPN	$786M
			FW	$2.4B

FORTINET

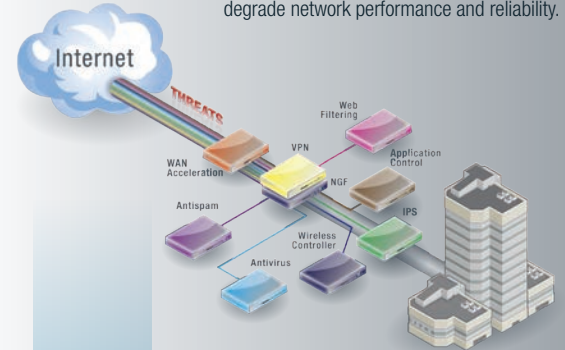***IDC: Worldwide Network Security 2013-2017 Forecast and 2012 Vendor Shares, June 2013. ATP is Fortinet estimate.*

Threat Landscape Evolution

Performance Degradation

ADVANCED TARGETED ATTACKS		ADVANCED THREAT PROTECTION
MALICOUS APPS		APPLICATION CONTROL
MALICOUS SITES		WEB FILTERING
SPAM BOTNETS		ANTI-SPAM
BANNED CONTENT		ANTIVIRUS
TROJANS		
VIRUSES & SPYWARE		
INTRUSIONS & WORMS	Layer 5-7: CONTENT & APPLICATION	IPS
		VPN
	Layer 3-4: CONNECTION	FIREWALL
HARDWARE THEFT	Layer 1-2: PHYSICAL	LOCK & KEY

1980s | 1990s | 2000s | Today
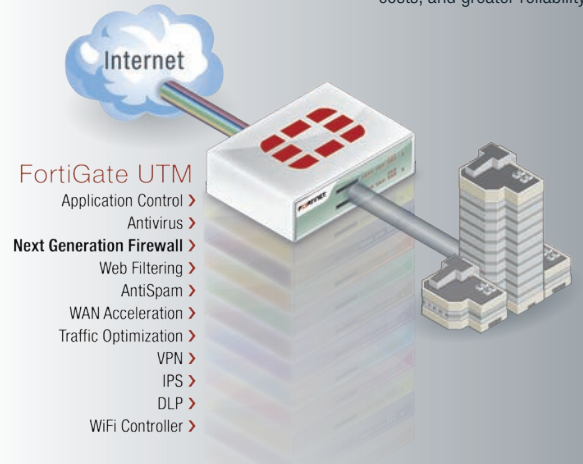
Consolidated Solution Model

Typical Adhoc Model
Numerous stand-alone security products from different vendors are costly to deploy, complex to manage, and degrade network performance and reliability.

Internet

THREATS

WAN Acceleration
Antispam
Wireless Controller
Antivirus
Web Filtering
VPN
NGF
Application Control
IPS

The Fortinet UTM Model
Fortinet's fully integrated security technologies offer increased protection, improved performance, reduced costs, and greater reliability.

Internet

FortiGate UTM
Application Control ›
Antivirus ›
Next Generation Firewall ›
Web Filtering ›
AntiSpam ›
WAN Acceleration ›
Traffic Optimization ›
VPN ›
IPS ›
DLP ›
WiFi Controller ›

Sept 2012
1M units shipped

Mar 2010
FortiAP (WiFi)

2009
units shipped

r 25 consecutive quarters*

2010 | 2011 | 2012 | 2013

Dec 2009
FortiASIC SoC

May 2012
FortitDDoS

Oct 2012
FortiOS 5.0

Oct 2013
FortiASIC NP6

Oct 2012
FortiASIC SoC2

2009
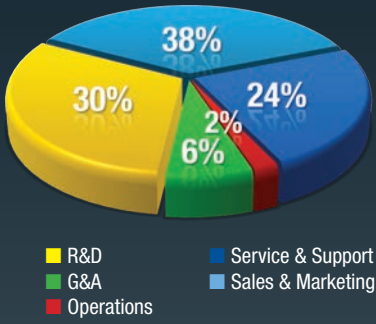T IPO!

FTNT
NASDAQ
LISTED

Forward Looking Market Leadership

Fortinet is a worldwide leading provider of UTM appliances according to IDC and Gartner, with a 17.3% and 19.6% share of the UTM security appliance market respectively. Additionally, IDC also lists Fortinet as the fourth largest network security vendor in the world[3].
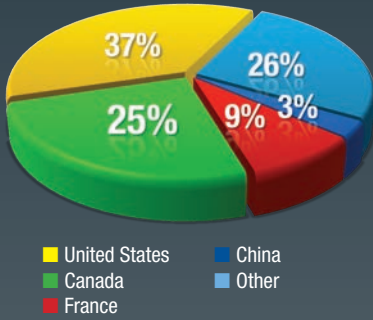
*IDC Worldwide Security Appliances Tracker, December 2012
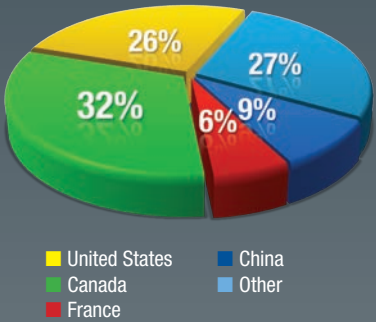**IDC Worldwide Network Security 2012-2016 Forecast and 2011 Vendor Share, July 2012*
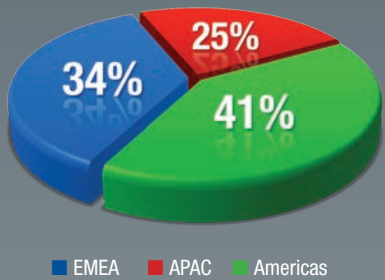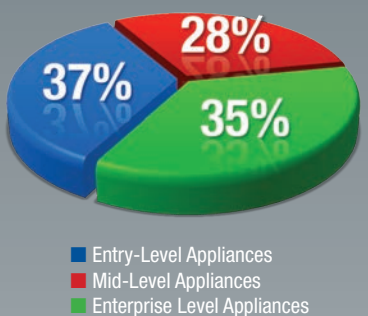
Employees by Function

38% · 24% · 2% · 6% · 30%

- R&D
- G&A
- Operations
- Service & Support
- Sales & Marketing

Employee Cost by Region

37% · 26% · 25% · 9% · 3%

- United States
- Canada
- France
- China
- Other

Employees by Region

26% · 27% · 32% · 6% · 9%

- United States
- Canada
- France
- China
- Other

Revenue by Region

25% · 34% · 41%

- EMEA
- APAC
- Americas

FortiGate Segmentation

28% · 35% · 37%

- Entry-Level Appliances
- Mid-Level Appliances
- Enterprise Level Appliances

Market Leadership
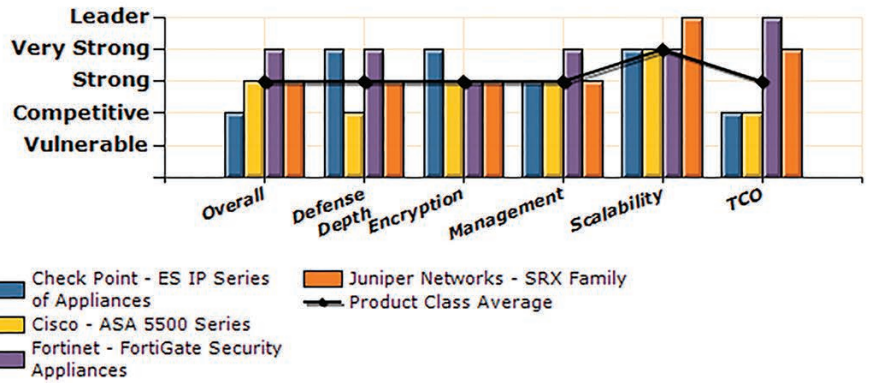
Rank	Company	Market Share %	Growth Y/Y
1	Cisco	16.6	(3%)
2	Check Point	12.5	6%
3	Juniper	6.2	(18%)
4	FORTINET	6.0	17%
5	McAfee	5.5	(1%)
6	Blue Coat	5.1	34%
7	Palo Alto Networks	4.2	44%
8	Barracuda	2.9	1%
9	Others	41.0	
	TOTAL	100%	
	Market Size	$8.0B	

Worldwide Security Appliance Market Share Q1 2013

(1) IDC Worldwide Security Appliances Tracker, June 2013 (market share based on factory revenue)
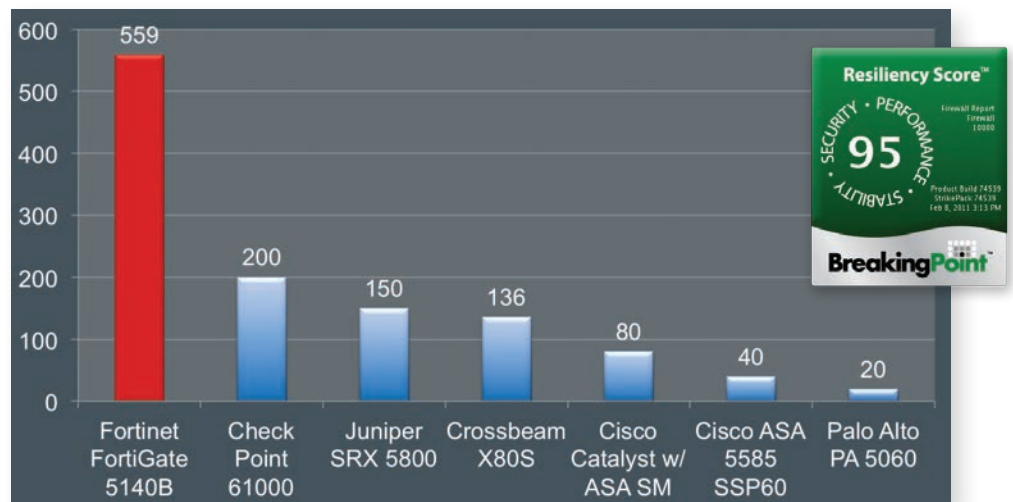
Fortinet® FortiGate®-5140B enterprise consolidated security appliance has achieved a BreakingPoint Resiliency Score™ of 95/100 - the highest published score on record.

Get the full Report at **http://www.worldsfastestfirewall.com**

*Designation based on independent third-party field testing by BreakingPoint on Fortinet's FortiGate 5140B with FortiGate 5104C Blades.

The Fortinet Advantage
High Performance Network Security

Security
FortiGuard Subscription Service

FortiGuard Labs Threat Research

FortiCare Customer Support

Performance
FortiASIC Processors

FortiGate Appliances

Consolidation
FortiOS Operating System

FIREWALL | IPS | APPLICATION CONTROL

ANTIVIRUS/ANTISPYWARE | VPN | WEB FILTERING

WIRELESS | CLIENT | AUTHENTICATION

UTM NGFW ACCESS

Consolidated security technologies, hardware-accelerated performance, and global threat research and support are the three defining advantages that set Fortinet apart. Fortinet's market-leading technologies enable you to improve your security posture while reducing your costs and simplifying your security infrastructure.

FortiGuard™
Threat Research and Response

Our FortiGuard Labs' global research team continuously monitors the evolving threat landscape. More than 200 researchers provide around the clock coverage to ensure your network stays protected. They deliver rapid product updates and detailed security knowledge, providing protection from the latest threats.

FortiCare™
Worldwide 24x7 Support

Our FortiCare customer support organization provides global technical support for all Fortinet products, with support staff in the Americas, Europe, the Mid-East and Asia. We offer multiple options for FortiCare contracts so you can obtain the right level of support for your organization's needs. FortiCare: 1-866-648-4638

FortiOS 5
The Most Powerful Security OS in the World

FortiOS 5 is the foundation for all Fortinet FortiGate integrated security platforms. It provides more security, intelligence and control to help protect enterprises with *more security* for fighting advanced threats, *more control* for securing mobile devices, and *more intelligence* for building smart policies.

FÜRTINET®

Specialized design delivers more processing power

Typical Platform
Slow performance with a single processing engine

VS.

Multi-Core CPU

FortiASIC — CP8

Multi-Core CPU

FortiASIC — NP6

Computing | Editor's Choice

SC MAGAZINE ★★★★★

CRN 5 STAR
PARTNER PROGRAM WINNER
2013

FROST & SULLIVAN
2013 BEST PRACTICES AWARD
NORTH AMERICAN
UNIFIED THREAT MANAGEMENT
MARKET SHARE LEADERSHIP AWARD

SC MAGAZINE AWARDS 2013 EUROPE WINNER

A Leader in UTM for a 5th Consecutive Year

Gartner.

Gartner's 2013 Magic Quadrant Report for Unified Threat Management

For the 5th consecutive year, Fortinet is a leader in Gartner's Unified Threat Management (UTM) Magic Quadrant.

As defined in the report, Gartner says, "The Leaders quadrant contains vendors at the forefront of making and selling UTM products that are built for midsize business requirements. Vendors in this quadrant lead the market in offering new safeguarding features, and in enabling customers to deploy them inexpensively without significantly affecting the end-user experience or increasing staffing burdens."

Fortinet's high-performance network security solutions support all of the classic UTM features – including Firewall, VPN, IPS, and Secure Web Gateway capabilities (Anti-Malware, URL and Application Control) – plus a number of new, extended features including integrated switching, wireless controller and advanced threat protection.

Fortinet's leadership is further enabled by innovative and aggressive engineering, including FortiASIC technology, FortiOS network security operating system, and Fortinet's FortiGuard Labs' threat research, and Fortinet's strong channel and MSSP support.

Download Full Report:
http://www.fortinet.com/resource_center/analyst_reports/gartner-mq-utm-2013.html

Figure 1. Magic Quadrant for Unified Threat Management

challengers | leaders

Fortinet

Check Point Software Technologies

Cisco
Juniper Networks
Dell
WatchGuard
Sophos
Cyberoam

ability to execute

Huawei
Netasq

gateprotect
Clavister

Kerio

niche players | visionaries

completeness of vision

As of July 2013

Source: Gartner (July 2013)

Get Fortinet's Enterprise-Class

Triple Play
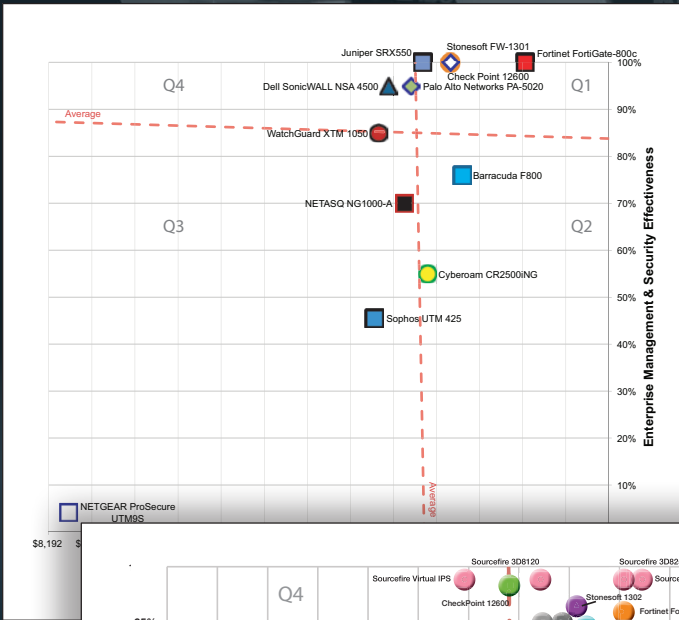
Fortinet recognized for delivering outstanding enterprise management, security effectiveness, and TCO

Fortinet's FortiGate family of consolidated network security appliances delivered proven enterprise-class performance and protection in three NSS Labs' independent tests for Next-Generation Firewall, Network IPS, and Enterprise Firewall.

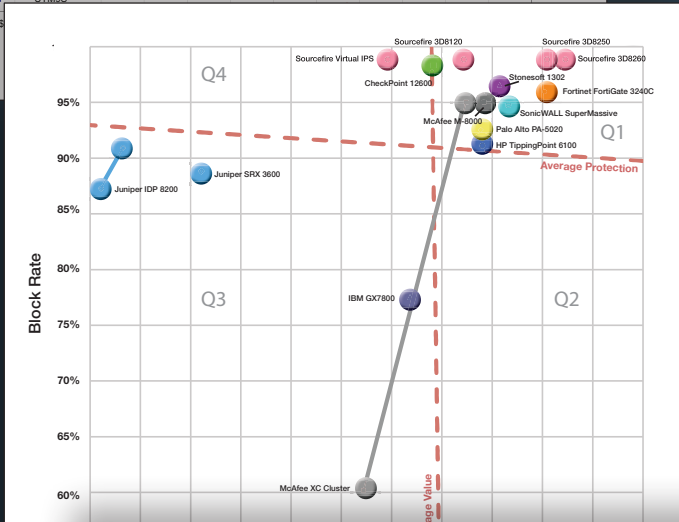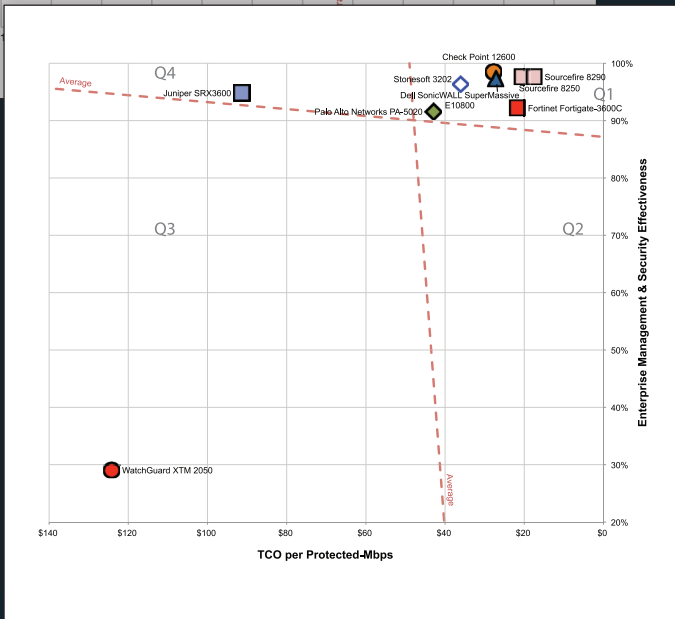NSS Labs tested three FortiGate appliances in real-world tests, and awarded each the coveted 'Recommend" rating for providing "a very high level of protection, manageability and value for money". To achieve NSS Labs' highest rating, the FortiGate-3600C, FortiGate-3240C, and FortiGate-800C had to satisfy enterprise requirements for performance, accuracy, and manageability.

Firewall

Chart — Enterprise Management & Security Effectiveness vs TCO:
- Q4, Q1, Q3, Q2
- Juniper SRX550
- Stonesoft FW-1301
- Fortinet FortiGate-800c
- Dell SonicWALL NSA 4500
- Check Point 12600
- Palo Alto Networks PA-5020
- Average
- WatchGuard XTM 1050
- Barracuda F800
- NETASQ NG1000-A
- Cyberoam CR2500iNG
- Sophos UTM 425
- NETGEAR ProSecure UTM9S
- $8,192

IPS

Chart — Block Rate:
- Q4, Q1, Q3, Q2
- Sourcefire Virtual IPS
- Sourcefire 3D8120
- Sourcefire 3D8250
- Sourcefire 3D8260
- CheckPoint 12600
- Stonesoft 1302
- Fortinet FortiGate 3240C
- SonicWALL SuperMassive
- McAfee M-8000
- Palo Alto PA-5020
- HP TippingPoint 6100
- Average Protection
- Juniper IDP 8200
- Juniper SRX 3600
- IBM GX7800
- McAfee XC Cluster

NGFW

Chart — Enterprise Management & Security Effectiveness vs TCO per Protected-Mbps:
- Q4, Q1, Q3, Q2
- Average
- Check Point 12600
- Juniper SRX3600
- Stonesoft 3202
- Sourcefire 8290
- Sourcefire 8250
- Dell SonicWALL SuperMassive E10800
- Palo Alto Networks PA-5020
- Fortinet Fortigate-3600C
- WatchGuard XTM 2050
- $140 $120 $100 $80 $60 $40 $20 $0

High Performance Network Security Platforms

The **Fortinet FortiGate** line combines the FortiOS™ security operating system with FortiASIC processors and other hardware to provide a comprehensive, high performance array of security and networking functions including:

- Firewall, VPN, and Traffic Shaping
- Application Control
- Intrusion Prevention System (IPS)
- Antimalware
- Web Content Filtering
- Virtual Appliances
- Virtual Domains
- IPv6 Acceleration

- VoIP Support
- SSL Inspection
- Layer 2/3 routing
- Endpoint Control
- WAN Optimization
- Antispam
- Vulnerability Management

● SUPPORTED   ● NOT SUPPORTED   ● PARTIAL

Certification	Fortinet	Check Point	Cisco ASA	Juniper SRX	Palo Alto	SonicWALL
NSS Labs NGFW	Supported	Supported	Not Supported	Partial	Supported	Supported
NSS Labs IPS	Supported	Supported	Not Supported	Partial	Supported	Supported
ICSA NGFW Evaluation	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Supported
BreakingPoint Resiliency Score	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Not Supported
ICSA Firewall	Supported	Supported	Not Supported	Supported	Supported	Supported
ICSA IPSec	Supported	Supported	Not Supported	Supported	Not Supported	Supported
ICSA SSL VPN	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Supported
ICSA IPS	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Not Supported
ICSA Antivirus	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Not Supported
ICSA WAF	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Not Supported
Common Criteria	Supported	Supported	Supported	Supported	Supported	Supported
FIPS 140	Supported	Supported	Supported	Supported	Supported	Supported
DoD UC APL	Supported	Not Supported	Supported	Supported	Supported	Not Supported
JITC IPv6	Supported	Supported	Supported	Supported	Supported	Supported
IPv6 Ready	Supported	Supported	Not Supported	Supported	Not Supported	Supported
VB100 Virus	Supported	Supported	Not Supported	Not Supported	Not Supported	Supported
AV Comparative	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Supported
VB Verified Spam	Supported	Not Supported	Not Supported	Not Supported	Not Supported	Supported

FortiGate-5140B

FortiGate-5060

FortiGate-5020

FortiGate-3950B

FortiGate-3600C

FortiGate-3240C

FortiGate-3140B

FortiGate-3040B

FortiGate-1240B

FortiGate-1000C

NSS Labs RECOMMEND

vb100 VIRUS Oct 2011 virusbtn.com

vb VERIFIED SPAM virusbtn.com

FIPS STANDARD 140-2

NEBS LEVEL 3

UL

IPv6 READY

BEST OVERALL VALUE INFO~TECH

UNIFIED CAPABILITIES APPROVED PRODUCTS LIST

ICSA labs CERTIFIED ANTI-VIRUS

ICSA labs CERTIFIED FIREWALL-CORPORATE

ICSA labs CERTIFIED IPSEC-BASIC

ICSA labs CERTIFIED WEB APPLICATION FIREWALL

ICSA labs CERTIFIED SSL VPN

ICSA labs CERTIFIED NETWORK IPS

COMMON CRITERIA EAL 4+ CERTIFIED

AV comparatives

CHAMPION INFO~TECH

Custom Fit Security Solutions

	20-90 Series	100-800 Series	1000 Series	3000 Series	5000 Series
MSSP	●	●	●	●	●
Carrier	○	○	◐	●	●
Core Enterprise	○	◐	●	●	●
Branch Office	◐	●	●	◐	○
Distributed Enterprise	●	●	◐	◐	
Small to Mid	●	●	○		
Hardware	Desktop	Mid Range		High End	
Security Applications	UTM	WF, ATP, FW/VPN, NGFW, NGFW + ATP, UTM			

High-End Appliances

Fortinet's industry-leading, High Performance Network Security Platforms deliver Next Generation Firewall (NGFW) security with exceptional throughput, ultra low latency, and multi-vector threat protection that make them the ideal solution for your most demanding network enterprise-class environments.

Mid-Range Appliances

Our family of proven, versatile High Performance Network Security Platforms enables you to find the right blend of performance and price to meet your unique requirements. Fortinet offers you more models and security technology options than any other vendor on the market.

Desktop Appliances and Devices

You need comprehensive enterprise-class protection for your smallest locations, remote offices, customer premise equipment (CPE) and retail networks. FortiWiFi™ devices offer the advantage of acting as a thick access point, with integrated wireless functionality built in that provides visibility and control of all your wired and wireless traffic, eliminating potential security blind spots and the cost and complexity of a separate wireless network.

Single-pane-of-glass management

Integrated wireless controller

Eliminate multiple security system blind spots

Deploy a secure wireless network in minutes

Single device can broadcast up to seven SSIDs or Virtual Access Points (VAPs) enabling multi-tenant environments
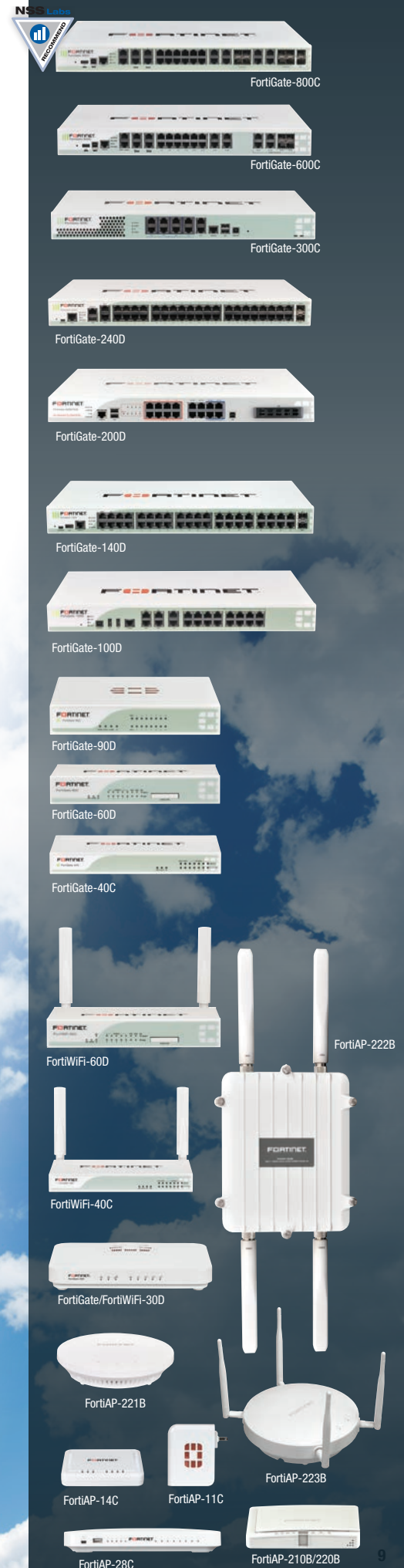
IEEE 802.11n provides concurrent security and WiFi client access on both the 2.4GHz and 5GHz spectrums

Wireless rates as high as 300Mbps per radio

Twice the coverage as legacy 802.11a/b/g

All FortiGate models come with a full-featured and fully integrated Wireless Controller powered by FortiOS.

FortiGate-800C

FortiGate-600C

FortiGate-300C

FortiGate-240D

FortiGate-200D

FortiGate-140D

FortiGate-100D

FortiGate-90D

FortiGate-60D

FortiGate-40C

FortiWiFi-60D

FortiWiFi-40C

FortiGate/FortiWiFi-30D

FortiAP-221B

FortiAP-14C

FortiAP-11C

FortiAP-28C

FortiAP-222B

FortiAP-223B

FortiAP-210B/220B

FÜRTINET®

FortiWeb

Application firewall that inspects up to 70,000 HTTP transactions/ second.

FortiClient

Extends Fortinet's security expertise to endpoint devices.

FortiMail

Secure messaging that provides antispam and AV filtering of up to 2.0 million messages/hour.

FortiCache

Delivers up to 500 Mbps throughput.

FortiDNS

Manages up to 60,000 queries per second.

FortiAuthenticator

Manages identities of over 100,000 user certificates.

Coyote Point

Application Delivery Controller with proven performance and stability.

FortiVoice

Manages up to 200 concurrent phone calls per location.

FortiDB

Database security that protects up to 60 database instances.

FortiADC

Application Delivery Controller with proven performance and stability.

SERVICE PROVIDER
FortiGate

LARGE ENTERPRISE
FortiGate

FortiAnalyzer

Security
FortiGuard Subscription Service
FortiGuard Labs Threat Research
FortiCare Customer Support

Performance
FortiASIC Processors
FortiGate Appliances

Consolidation
FortiOS Operating System
FIREWALL · IPS · APPLICATION CONTROL
ANTIVIRUS/ANTISPYWARE · VPN · WEB FILTERING
WIRELESS · CLIENT · AUTHENTICATION
UTM NGFW ACCESS

End-to-End IT Security Solutions

The FortiGate family of physical and virtual appliances offers a wide range of deployment options to meet your unique network requirements. Fortinet solutions enable your IT team to manage, control, and protect your network simply and powerfully.

FortiDDoS

Provides up to 3 Gbps full-duplex protection.

FortiBridge

Preserves availability of network resources in the event of a power failure or a device malfunction.

WIRELESS
FortiWiFi / FortiAP

FortiManager

FortiSwitch

Gigabit switching that delivers up to 960 Gbps switch throughput.
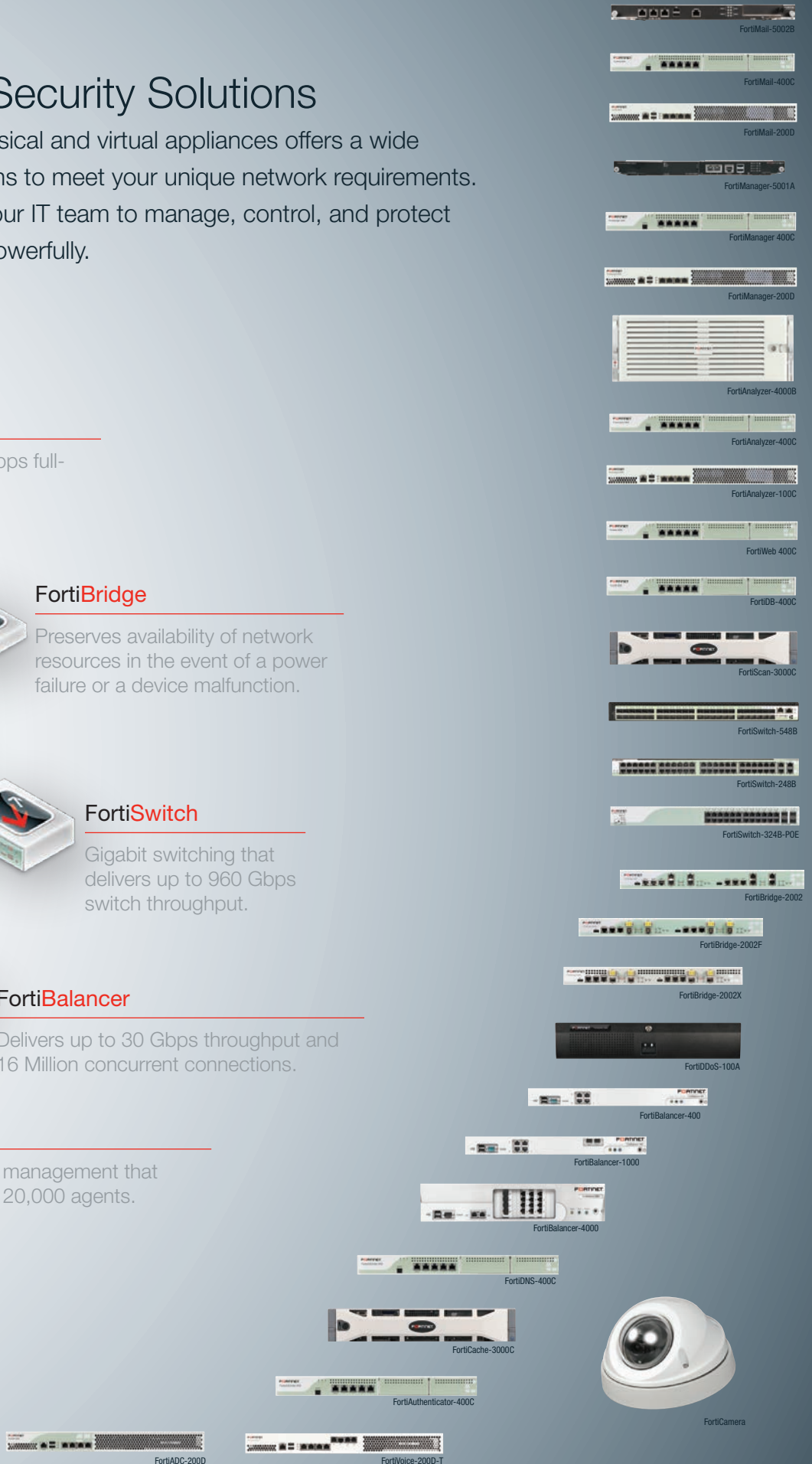
FortiBalancer

Delivers up to 30 Gbps throughput and 16 Million concurrent connections.

FortiScan

Vulnerability management that scans up to 20,000 agents.

FortiRecorder

Extend network security with cameras that cover critical areas while the network video recorder captures images.

FortiMail-5002B

FortiMail-400C

FortiMail-200D

FortiManager-5001A

FortiManager 400C

FortiManager-200D

FortiAnalyzer-4000B

FortiAnalyzer-400C

FortiAnalyzer-100C

FortiWeb 400C

FortiDB-400C

FortiScan-3000C

FortiSwitch-548B

FortiSwitch-248B

FortiSwitch-324B-POE

FortiBridge-2002

FortiBridge-2002F

FortiBridge-2002X

FortiDDoS-100A

FortiBalancer-400

FortiBalancer-1000

FortiBalancer-4000

FortiDNS-400C

FortiCache-3000C

FortiAuthenticator-400C

FortiCamera

FortiADC-200D

FortiVoice-200D-T

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