



FORTINET[®]

Security Driven Networking

The convergence of NoC and SoC

Transforming Operations

Jorge Avello— Business Development Manager

Fortinet





Who is Fortinet?

For over 20 years, Fortinet has been a driving force in the evolution of cybersecurity and the convergence of networking and security. Our network security solutions are the most deployed, most patented, and among the most validated in the industry.

Nasdaq 100

Nasdaq: FTNT

Publicly Traded

S&P 500

Nasdaq: FTNT

GAAP Profitable

BBB+ Baa1

Security Investment Grade Rating

Financially Stable

\$4.18B

FY2021 Billing

Top 3

50+

Integrated Fabric Products

Broadest Attack Surface Coverage

ASIC

Security Processing Unit (SPU)

High Performance





Broad Global Footprint

1,255
Patents Globally

Top Innovator

11,000+
Employees

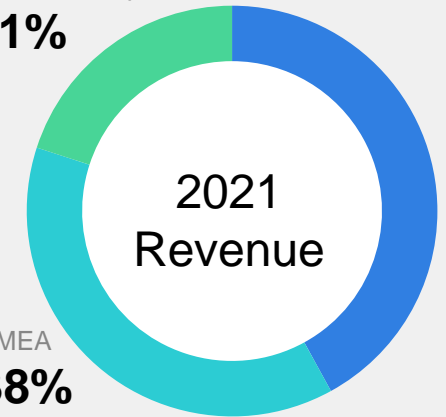
Global Leader

565,000+
Customers Worldwide

Massive Customer Input

AsiaPac + Japan

21%



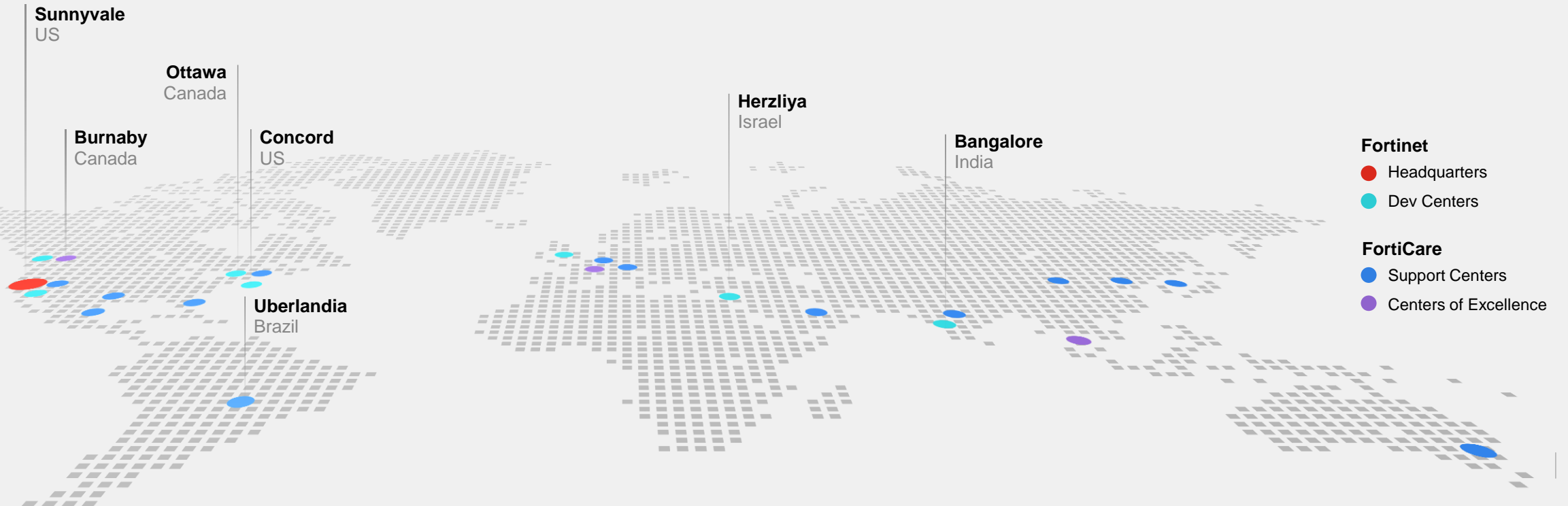
Americas

41%

EMEA

38%

2021
Revenue

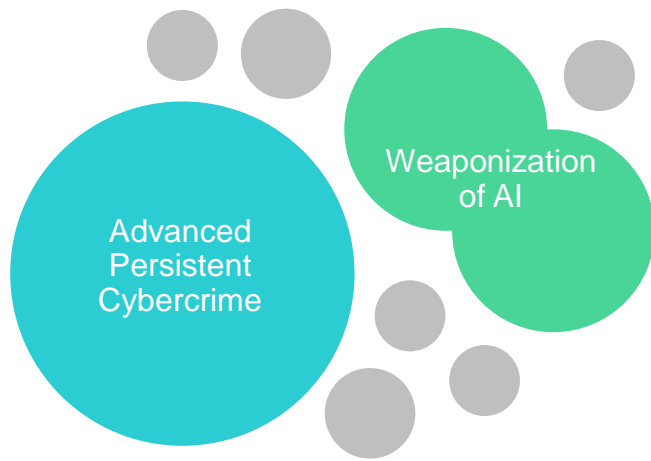




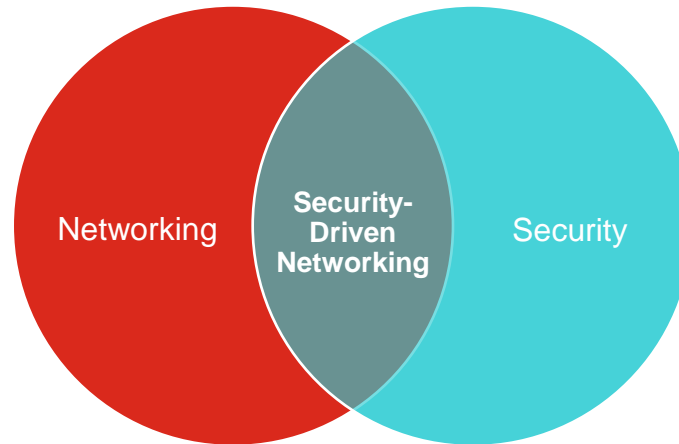
Long Term Strategic Trends & Technologies

Reduced Complexity and Rapid Response

Threat Landscape

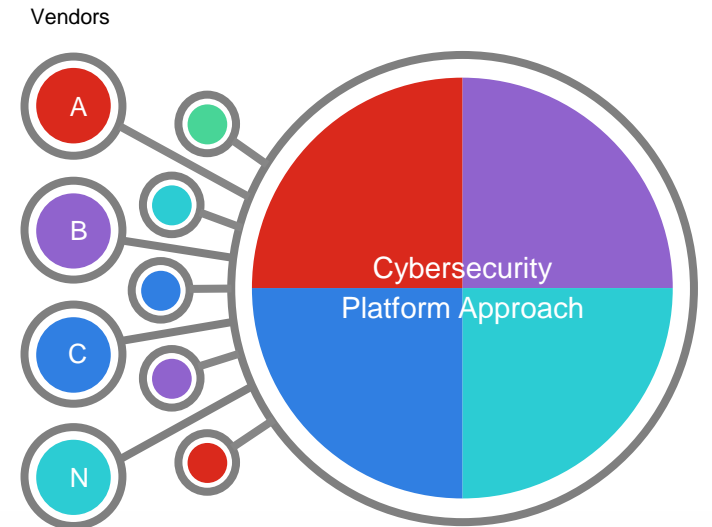


Convergence of Networking and Security



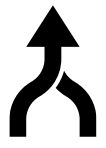
Proof points: Gartner Enterprise Networking Market Forecast

Consolidation of Security Point Product Vendors



Proof point: Gartner Cybersecurity MESH Architecture

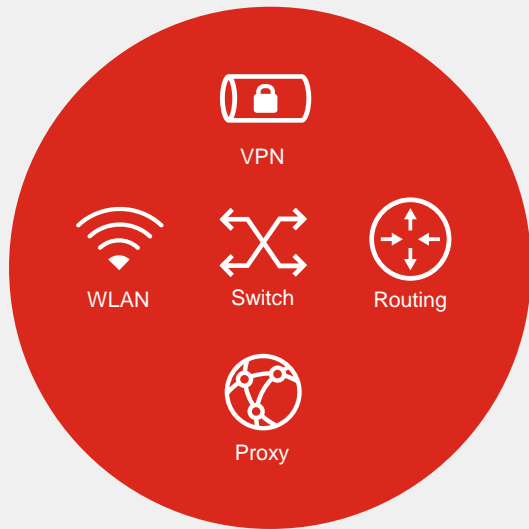




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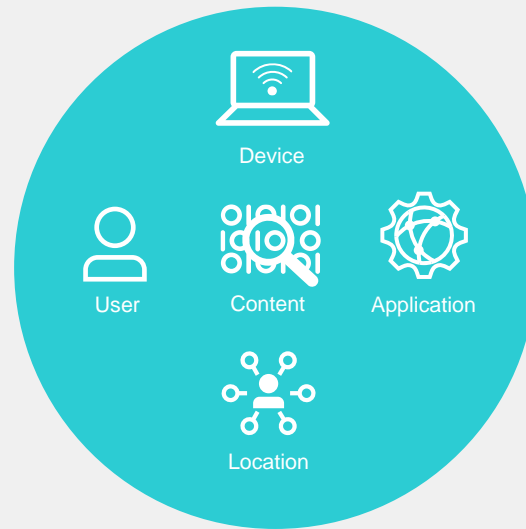
Security Driven Networking

Networking



Appliances
Lack Awareness

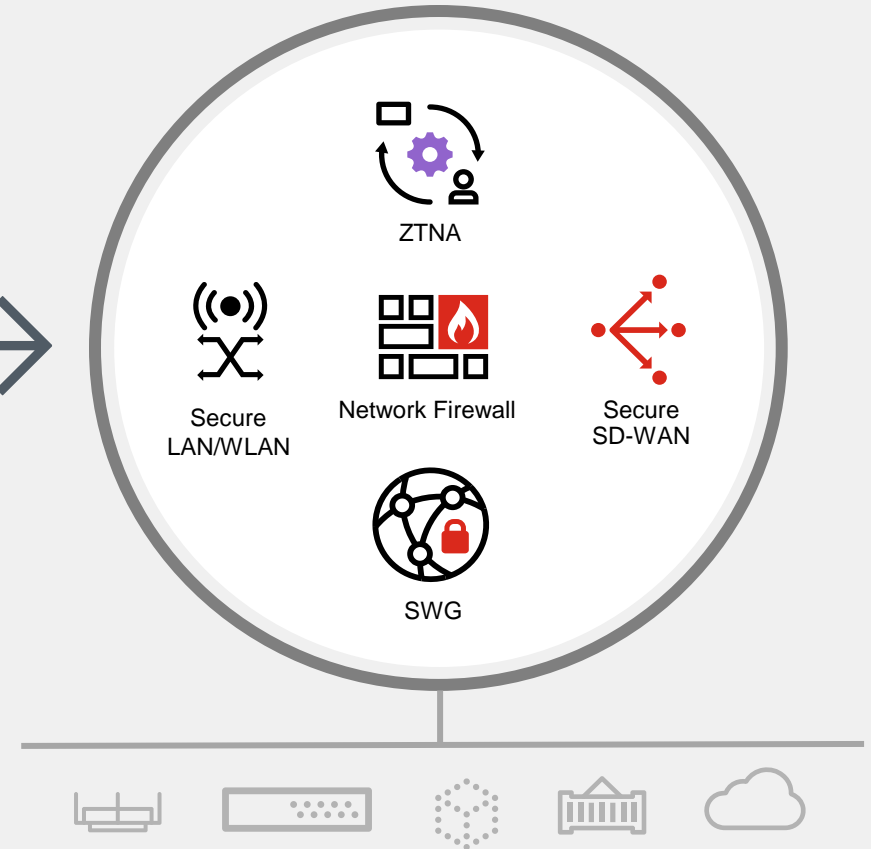
Security

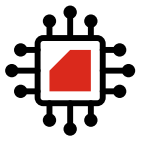


Software
Delivers Network Awareness



Security-Driven Networking





Technology Enablers



HQ

- Business Decisions
- Central Operations



Branch

- SD-WAN
- SD-Branch Options
- PCI Compliance



Cloud

- Public Cloud
- On-Ramp
- Tele-workers





Branch

Point of Sale

- Critical 'Always on'
- PCI Compliance



Employees

- Branch Operations
- Backend Systems
- Employee Wi-Fi



Customers

- Wi-Fi Access
- Promotions





Branch



Wireless



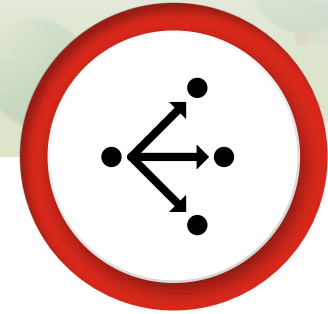
- Visualise User Experience
- Recommend Actions/Remediation
- Identify Anomalies
- Deep Analysis



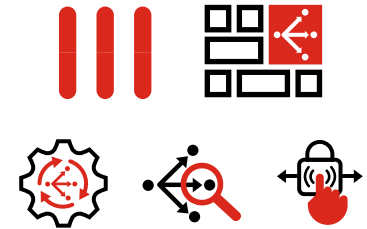
Segmentation



- Add Log/Product threads for Wider visibility
- Predict Incidents



SD-WAN



- Automated Optimization
- Automated Response
- Incident Prevention





HQ

CEO/CMO

- Sales
- Revenue
- Business Analytics



CFO

- OPEX
- Cloud / SaaS Options



CISO

- Compliance Monitoring





HQ



Business Analytics



- Gain valuable insights into consumer habits and preferences



Compliance



- Automate compliance checks
- Monitoring and Reporting on payment card access and flow throughout the network



Operating Costs



Fabric Advantage

- Single console, reporting & analytics
- SaaS & PaaS Options
- Automated workflows
- Zero Touch Provisioning





Critical Apps

CTO

- SaaS Apps
- Private Cloud
- Public Cloud
- SASE

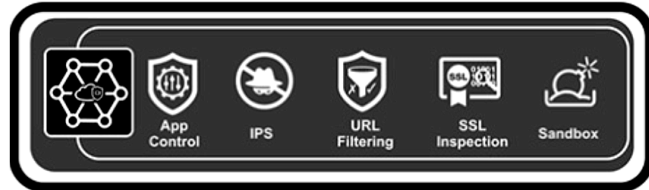




Critical Apps



SaaS



- Flexible application consumption
- Flexible security consumption



Cloud



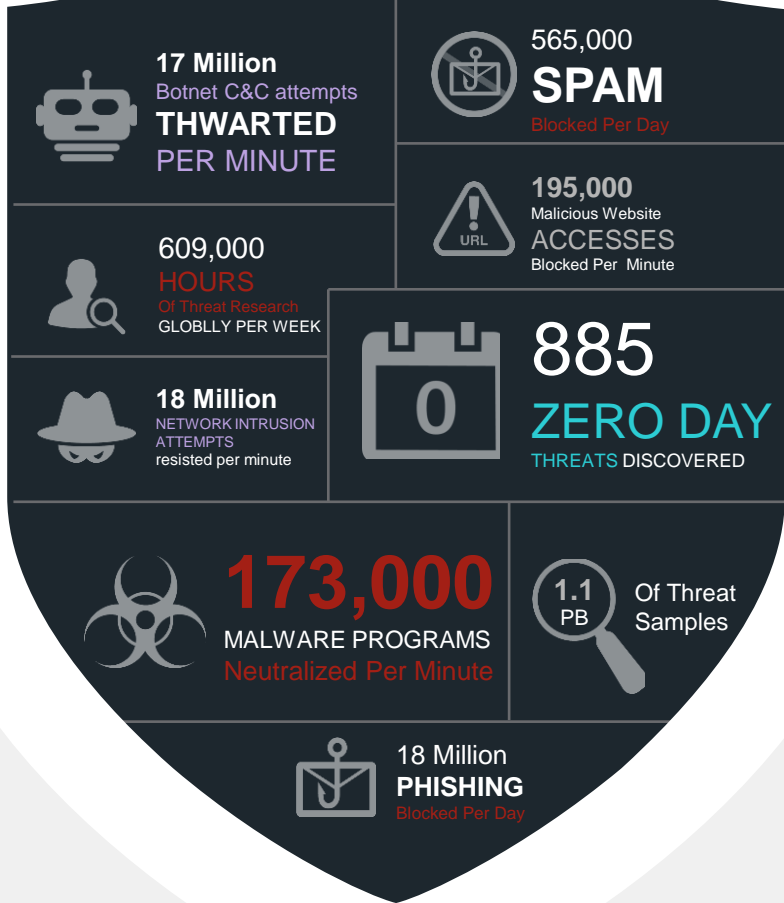
- Multi-Cloud security integration
- On-Ramp for colocation
- On-Ramp for SaaS and IaaS
- Edge-to-cloud Optimization



Connected Security Fabric



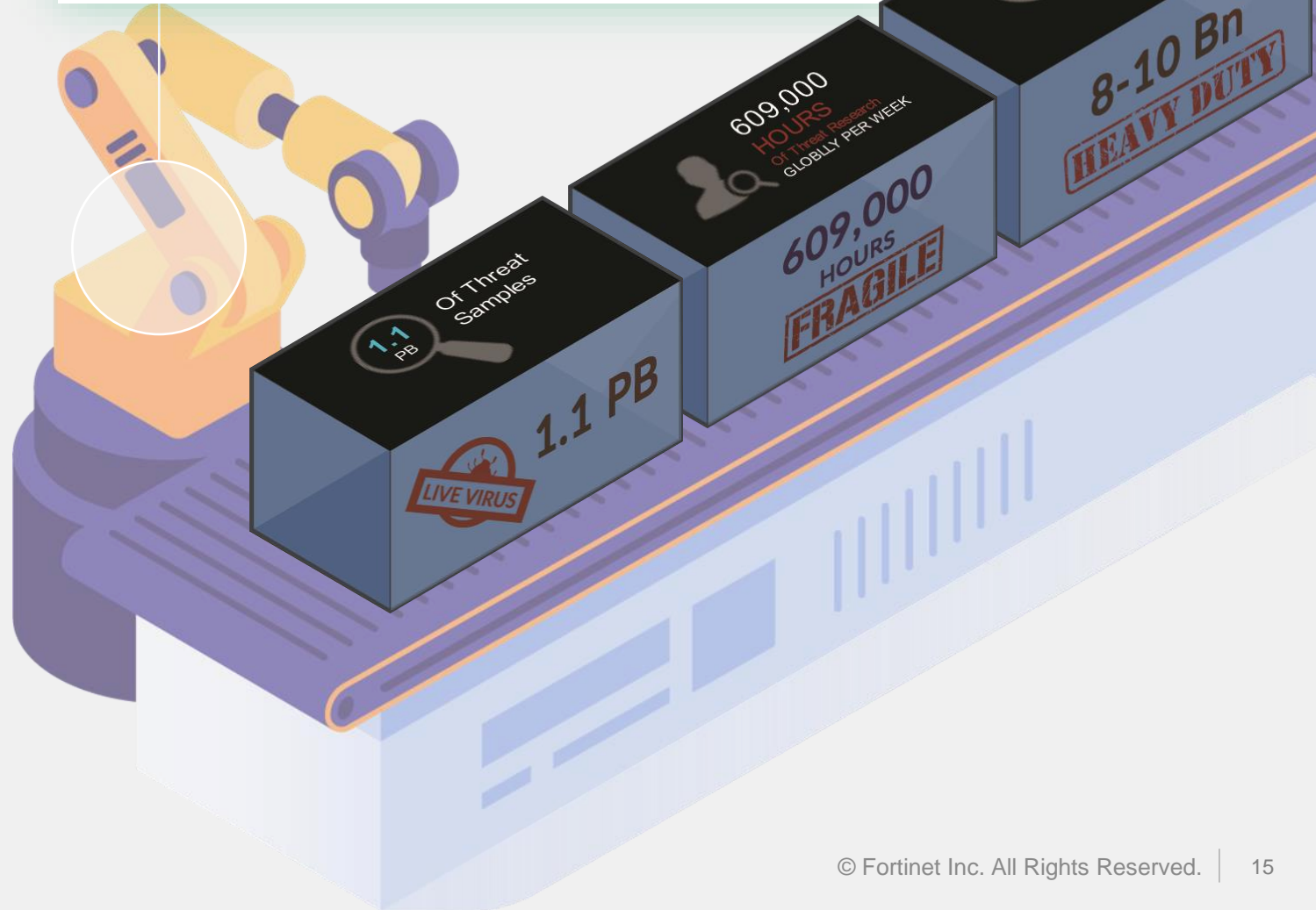




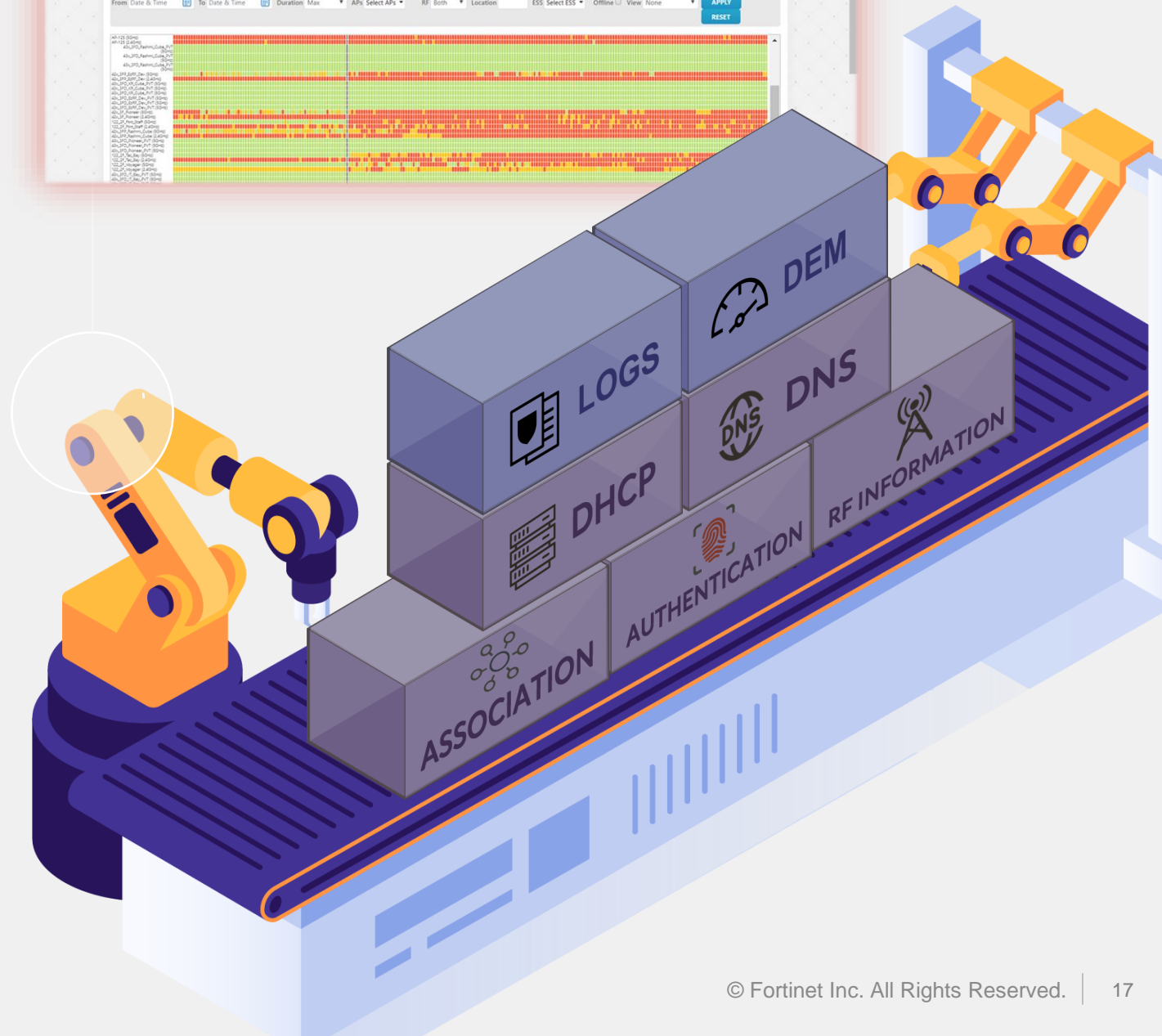
AV/CPRL:
Training based on 6mil+
balanced samples of
clean and malicious files.



Web Filter:
Datamining and 5+ ML models
applied to WCF, Spam, Sandbox,
DNS and customer submissions









LAN
Connectivity



Incidents/
Operational
Overhead



Application
Performance



Cabling
Power



WAN
Connectivity

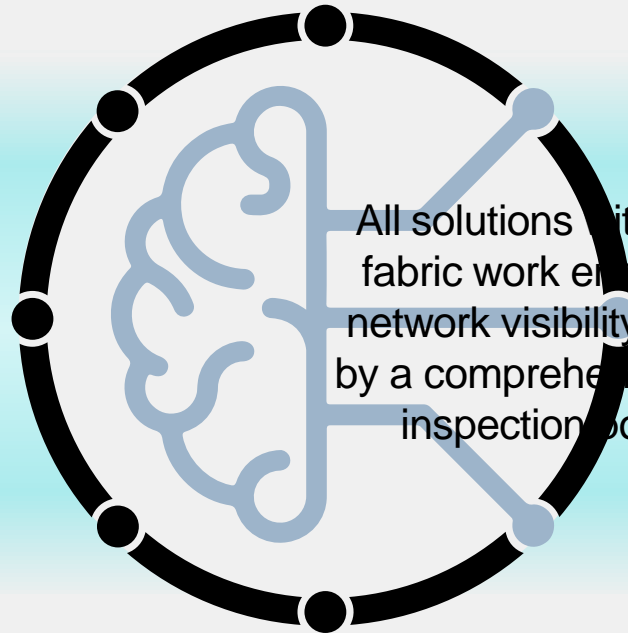


Other

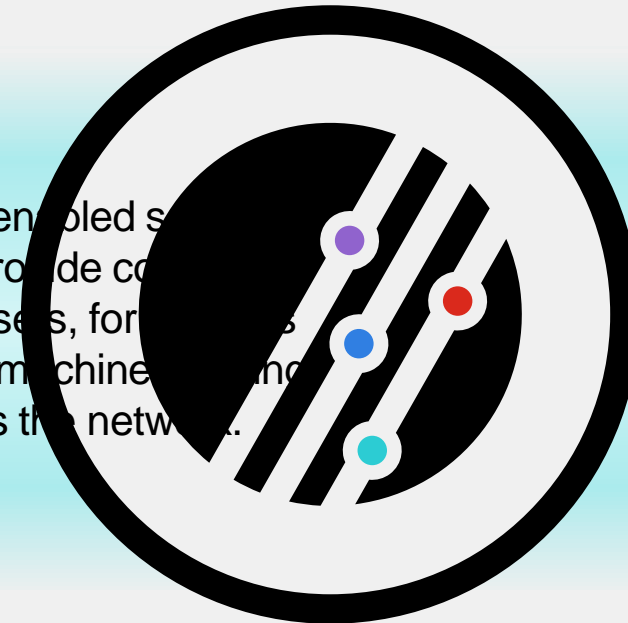


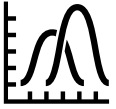
FortiAI Ops

Fabric Feeds: Correlation across the Fabric



All solutions within the AI-enabled service fabric work endlessly to provide complete network visibility and data sets, for example, by a comprehensive set of machine learning and inspection points across the network.





What do the trends tell us?



Policy Misconfigurations

99%

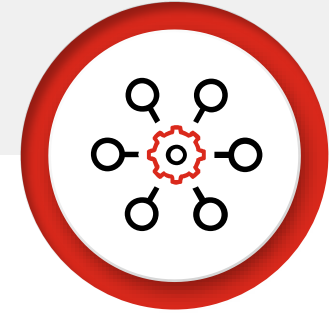
Policy misconfigurations will remain the cause of **99%** of firewall breaches and bypasses.¹



Digital Experience

70%

Business initiatives will require leaders to report on the business metrics from **digital experience**.²



Automation

90%

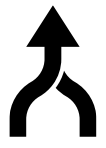
By 2025, more than 90% of enterprises will have an **automation architect**.³

1. Gartner: Control Network Security Complexity, Inefficiencies and Security Failures by Minimizing Firewall Diversity Published 27 March 2020 - ID G00466951

2. Gartner: Digital Experience Monitoring, August 2020 ID G00724605; Gartner

3. Gartner: Top 10 Trends Impacting Infrastructure and Operations for 2020 Published 14 April 2020 - ID G00464437

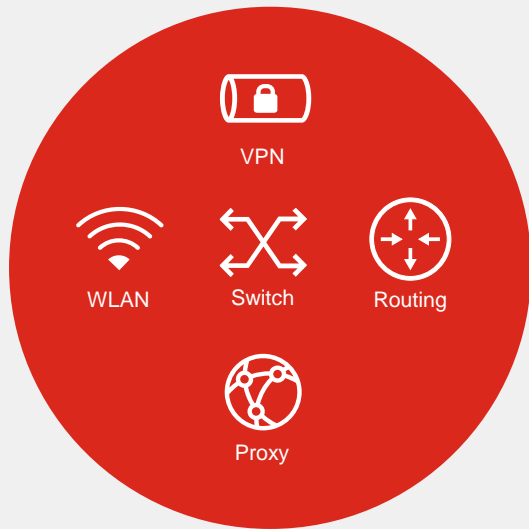




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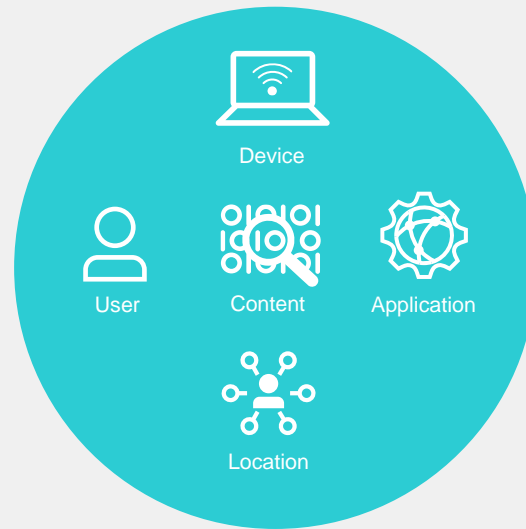
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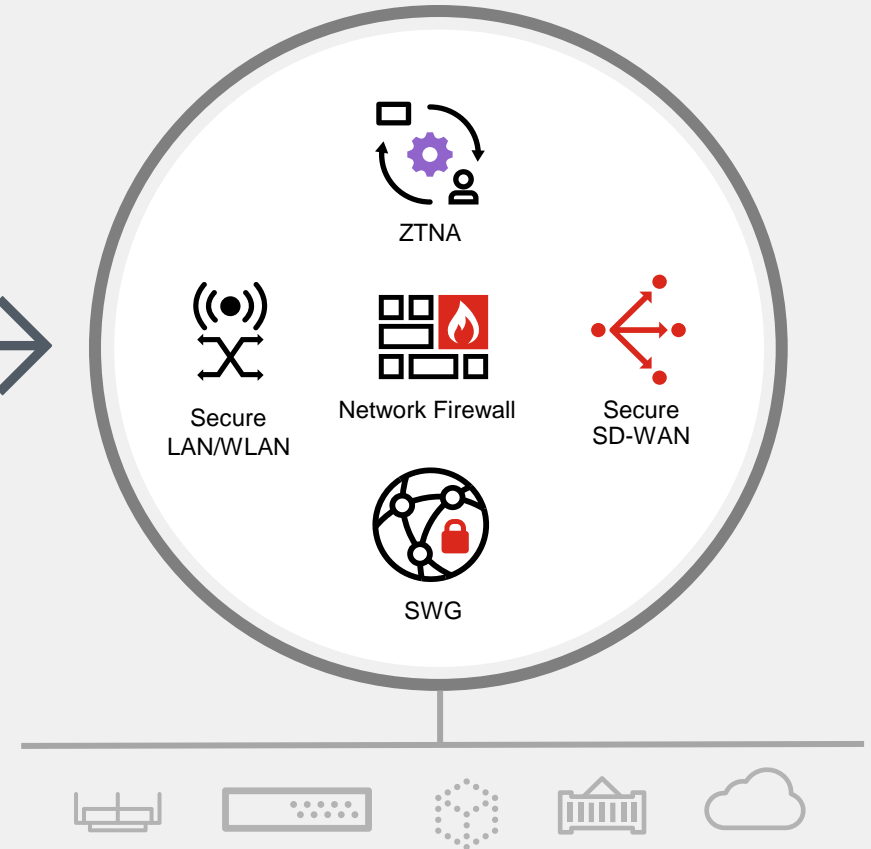
Security



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Security-Driven Networking



Fortinet Security Fabric

Broad

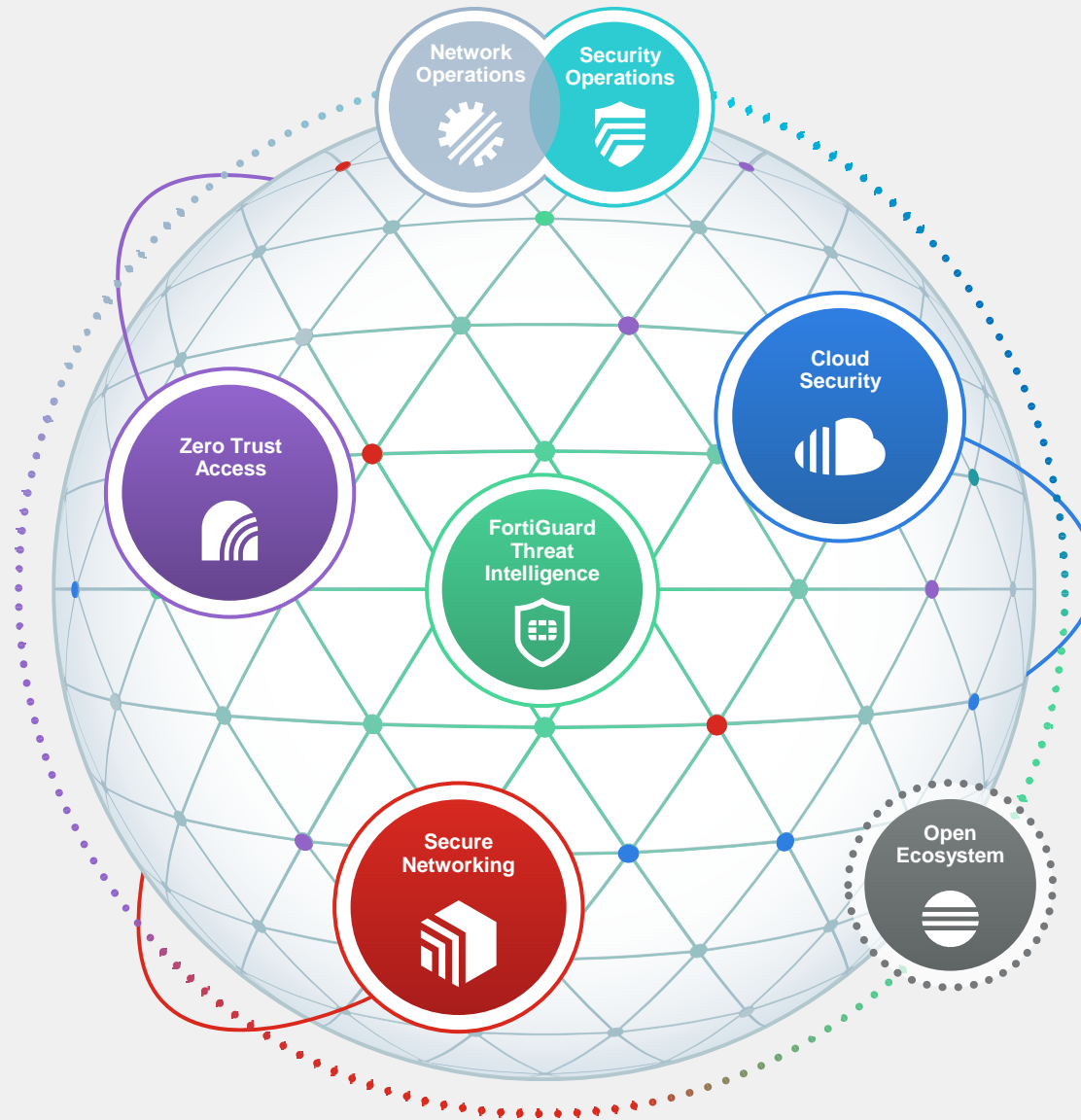
Visibility and protection of the entire digital attack surface to better manage risk

Integrated

Solution that reduces management complexity and shares threat intelligence

Automated

Self-healing networks with AI-driven security for fast and efficient operations



Appliance



Virtual



Hosted



Cloud



Agent



Container



FORTINET®