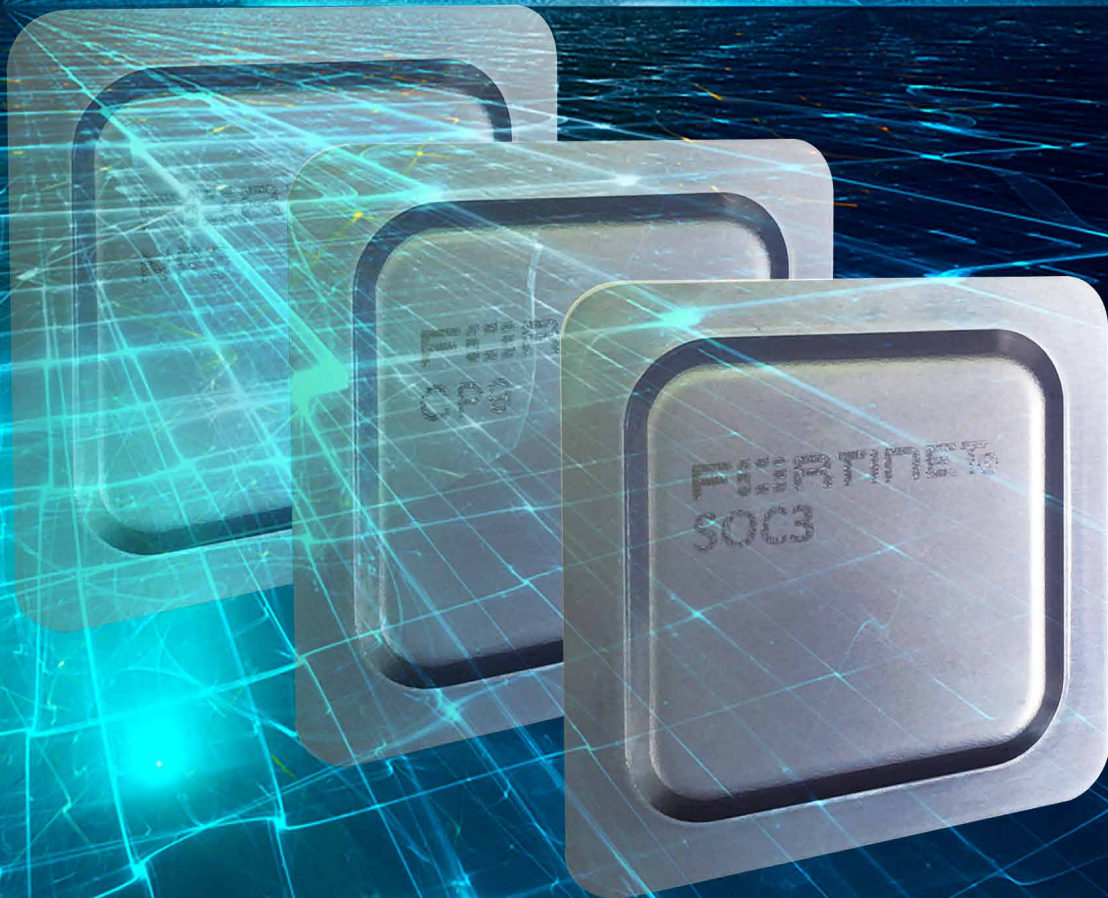


ASIC-ACCELERATED PROTECTION

Fortinet Security Fabric



Security Without Compromise

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.

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters:

Sunnyvale, California

Number of Employees: 4,600+

FY 2015 Revenue: \$1.009 B

Q2 2016 Revenue: \$311M

Q2 2016 Billings: \$374M

\$1.22B cash and no debt

Profitable

Units Shipped to Date:

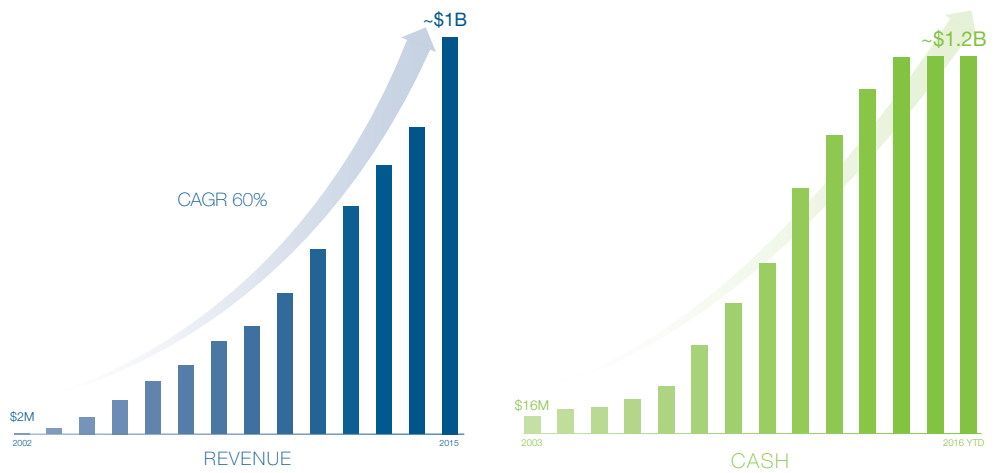
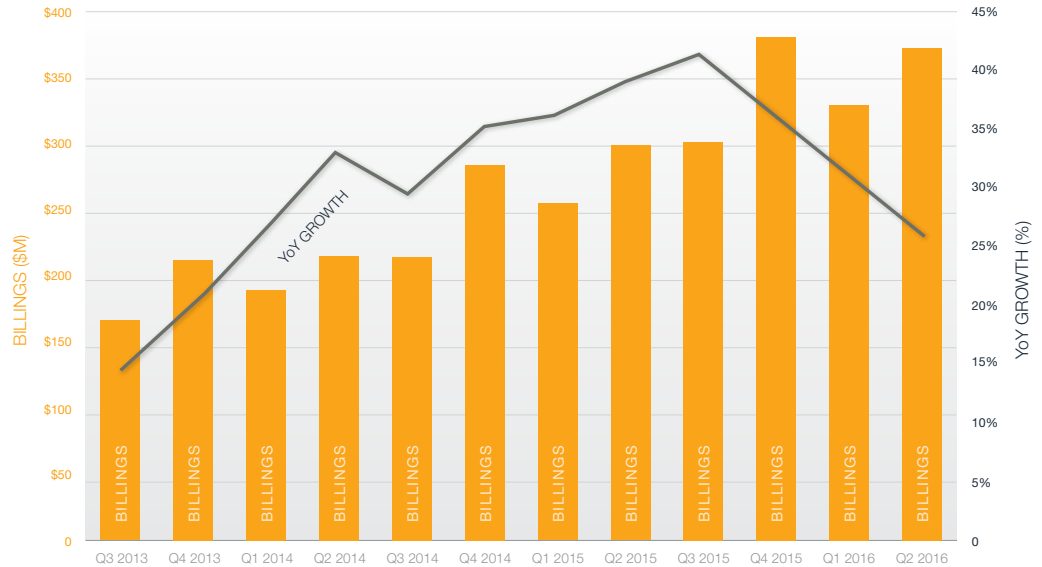
2,650,000+

Customers: 280,000+

Patents:

320 patents issued

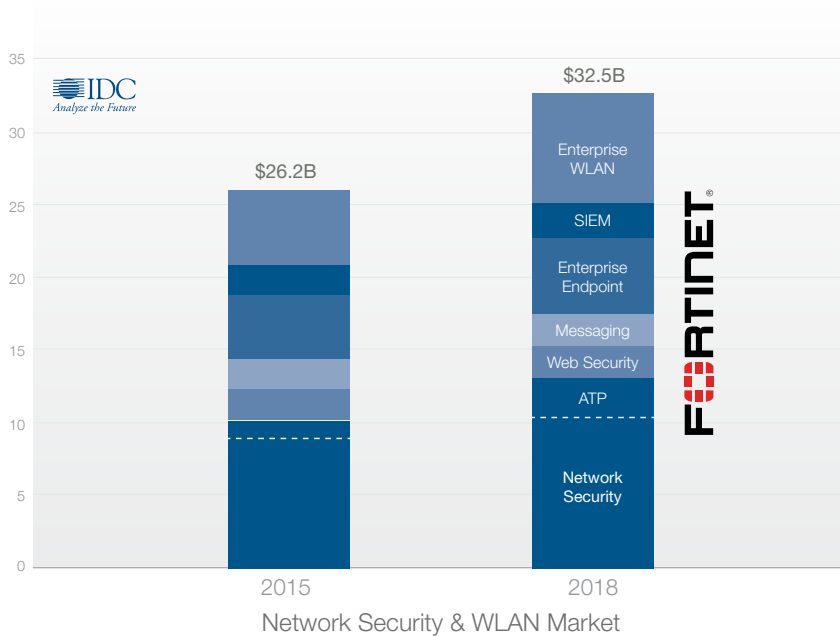
258 patents pending



2000 Fortinet Founded 	2002 Began Global Sales FortiGate & FortiOS 1.0 1st FortiASIC Content Processor 	2003 FortiManager FortiOS 2.0 	2004 Named WW UTM Leader FG-5000 (ATCA) 	2005 FortiOS 3.0 1st FortiASIC Network Processor 	2009 FortiOS 4.0 IPO FTNT NASDAQ LISTED 1st FortiASIC System-on-a-Chip 	2010 FortiAP 	2012 FortiOS 5.0 & SoC2 1M Units Shipped 	2013 1st 40GbE Port Security Appliance FortiASIC NP6 FortiSandbox 	2014 New HQ 1 Tbps Firewall 1st 100GbE Port Security Appliance 	2015 Internal Segmentation Firewall 2M Units Shipped Acquired Meru Networks MERU	2016 Security Fabric Acquired AccelOps accelops FortiASIC CP9 & SOC3
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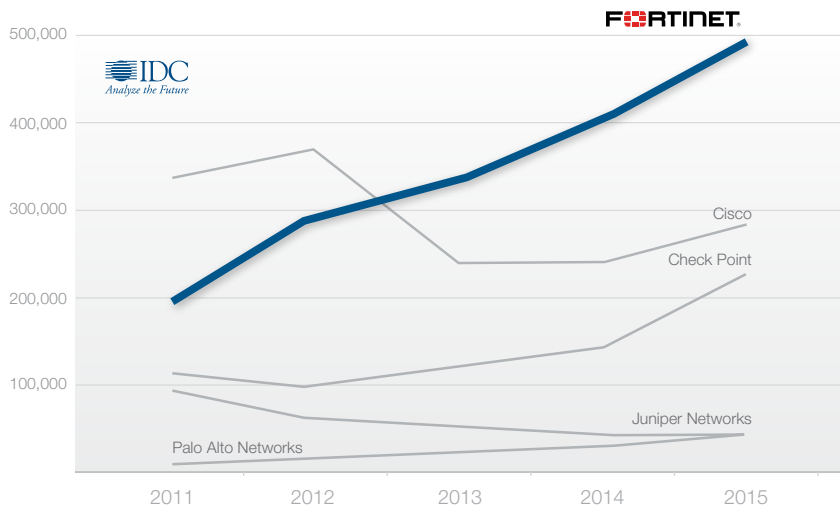
Gaining Share in a Growing Market

Fortinet is a major player in many segments of the fast growing Network Security and WLAN markets.

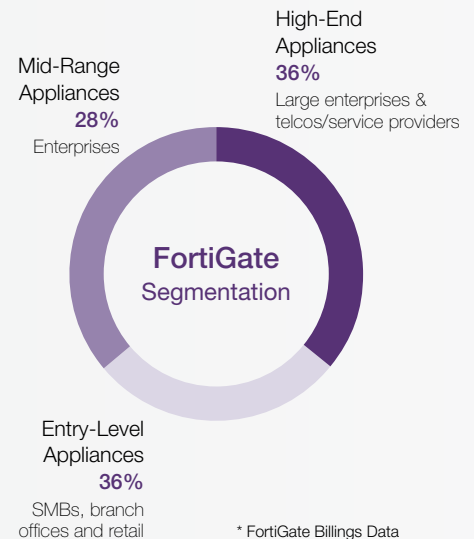
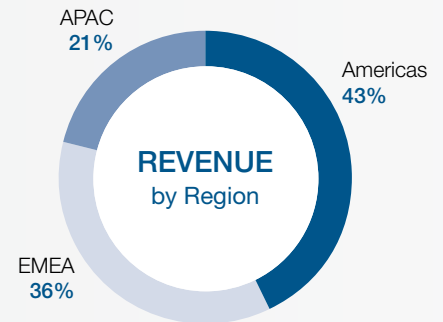
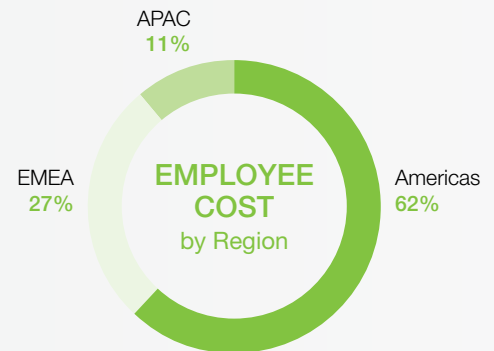
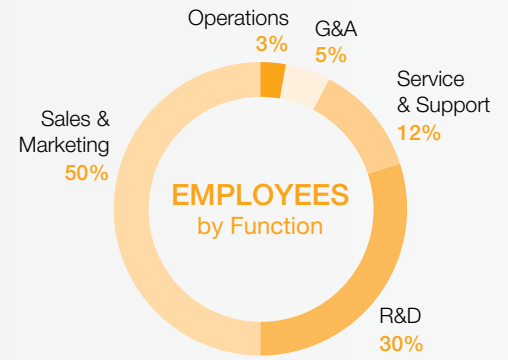


Source: IDC Worldwide IT Security Products Forecast, 2015-2019
 IDC Worldwide Security and Vulnerability Management Forecast 2015 – 2019
 IDC Worldwide Enterprise WLAN 2014-2018 Dec2014, 2019 figure calculated from report CAGR
 IDC Worldwide Endpoint Security Forecast, 2015-2019: The Influence of Specialized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

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



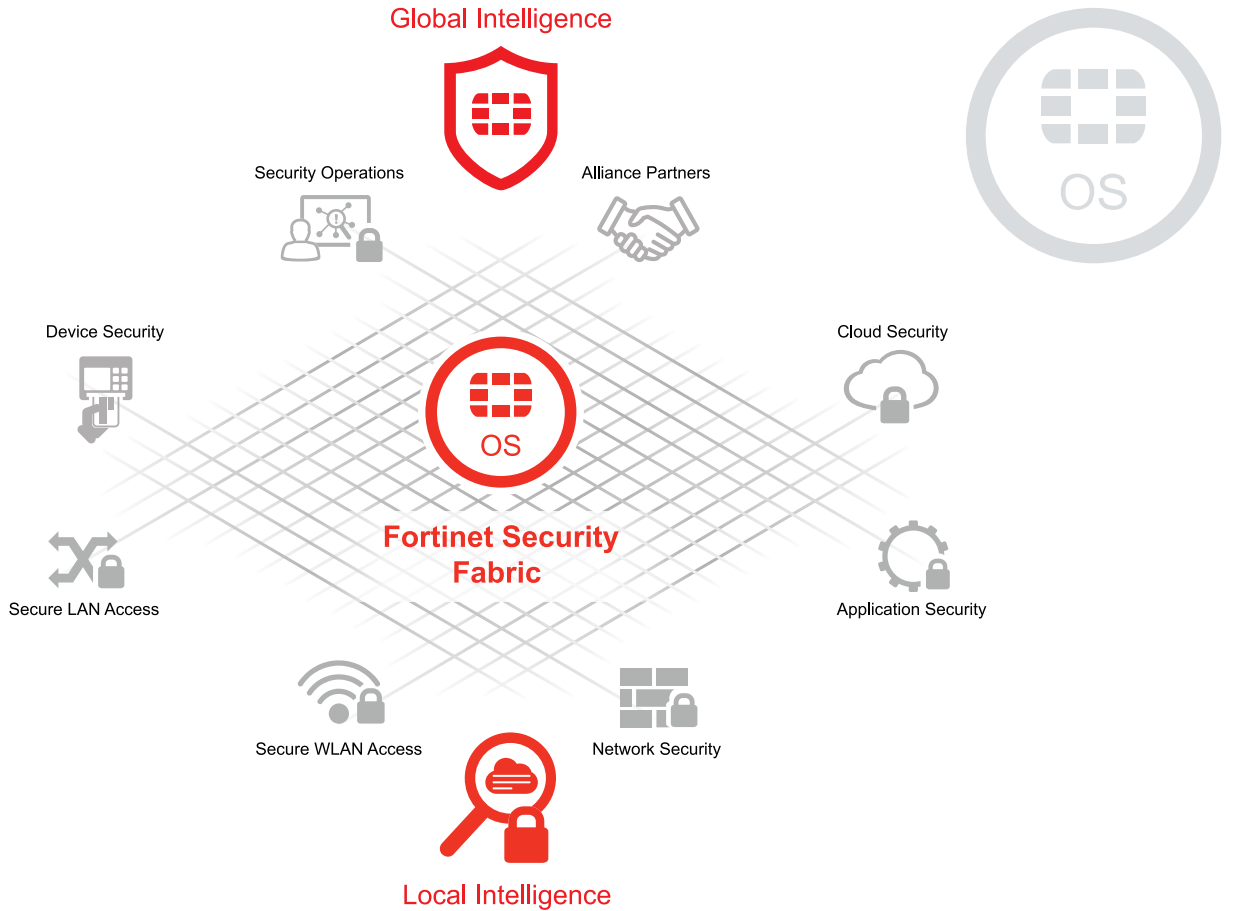
Source: IDC Worldwide Security Appliances Tracker, March 2016 (based on annual unit shipments)



* FortiGate Billings Data

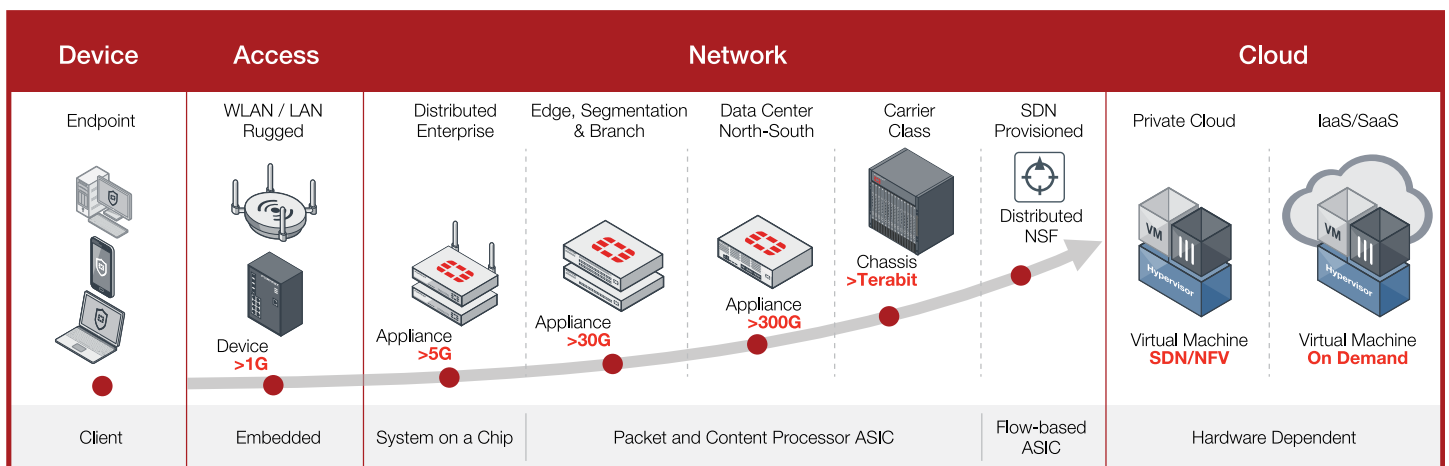
Security Without Compromise

Fortinet Security Fabric – From IoT to Cloud



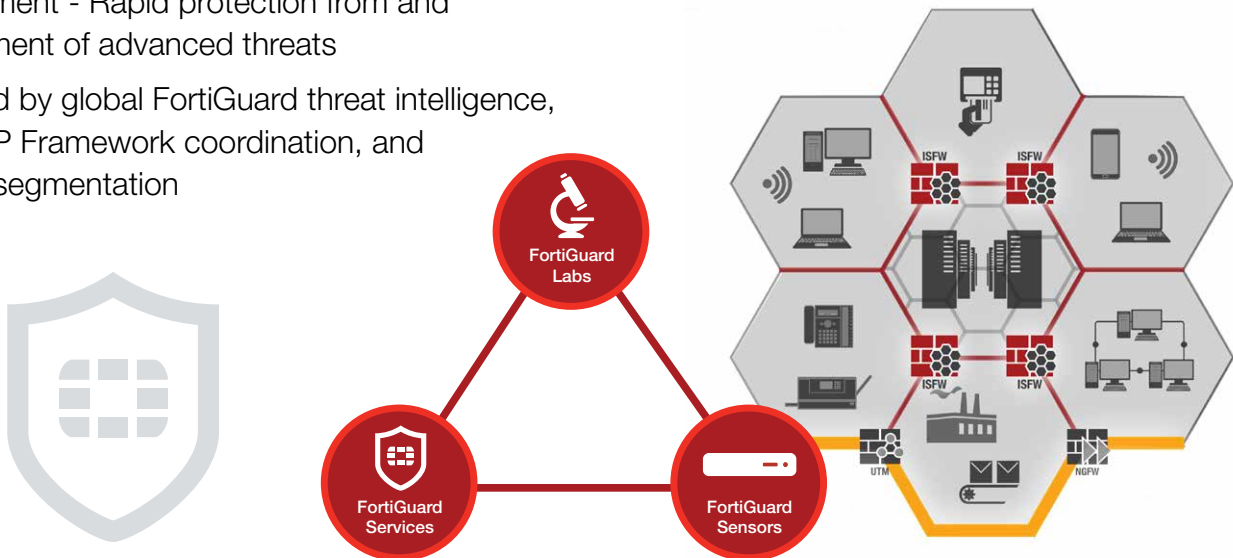
Seamless – Complexity is the Enemy of Security

- Requirement - Protection for the entire attack surface from IoT to the cloud
- Delivered by Fortinet's seamless security portfolio and the convergence of networking and security



Intelligent – Today’s Network is Borderless

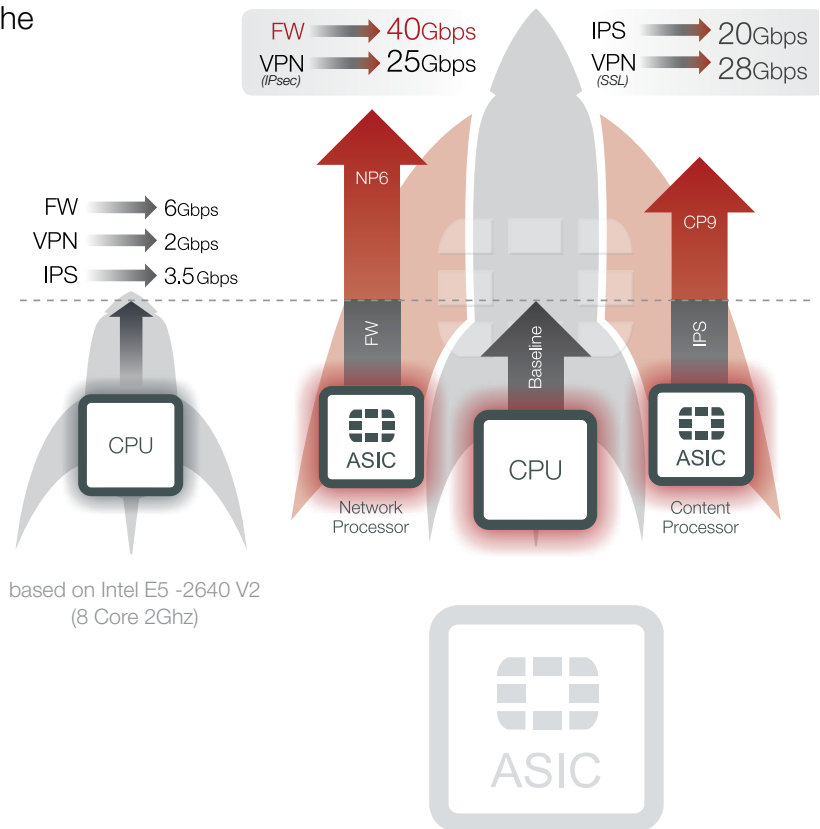
- Requirement - Rapid protection from and containment of advanced threats
- Delivered by global FortiGuard threat intelligence, local ATP Framework coordination, and internal segmentation



Powerful – Slow is Broken

- Requirement – Performance that supports the ever-increasing speed of business
- Delivered by powerful FortiASICs and Parallel Path Processing

Specification	Industry Average (Comparable price point)	FortiGate 60E (SOC3 ASIC)	
Firewall	630 Mbps	3000 Mbps	5X
IPSEC VPN (AES256 and 1400 bytes)	275 Mbps	3000 Mbps	11X
IPS Throughput	300 Mbps	1400 Mbps	5X
SSL Inspection	45 Mbps	340 Mbps	8X
Concurrent Sessions	0.27 Million	1.3 Million	5X
Power Consumption	15 W	5 W	3X

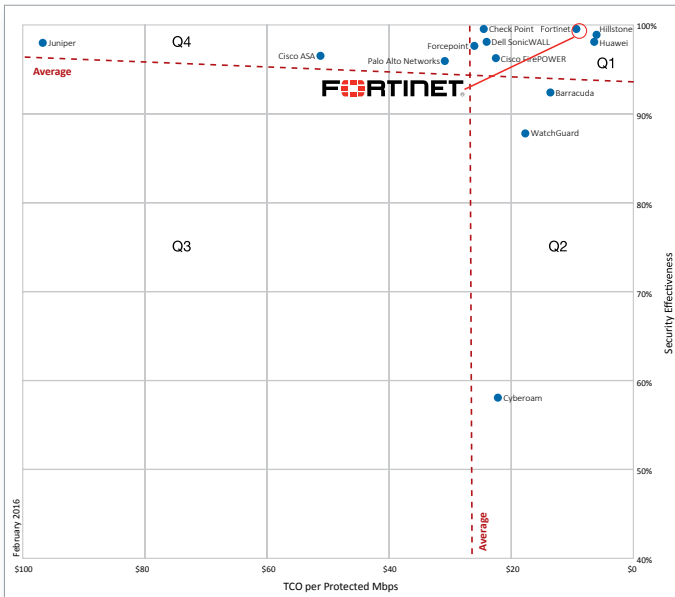


based on Intel E5 -2640 V2 (8 Core 2Ghz)

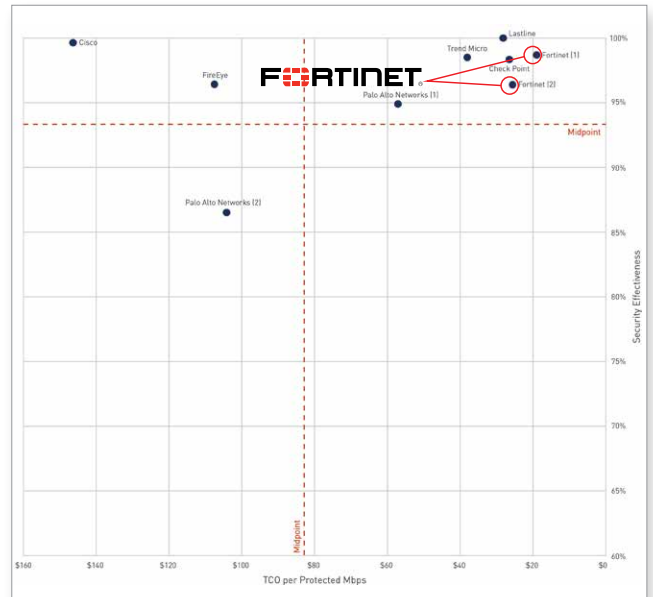
* Industry Averages Calculated By Price Point of Competing Solutions from Check Point, Dell, and Cisco Meraki

Independently Tested and Validated Protection

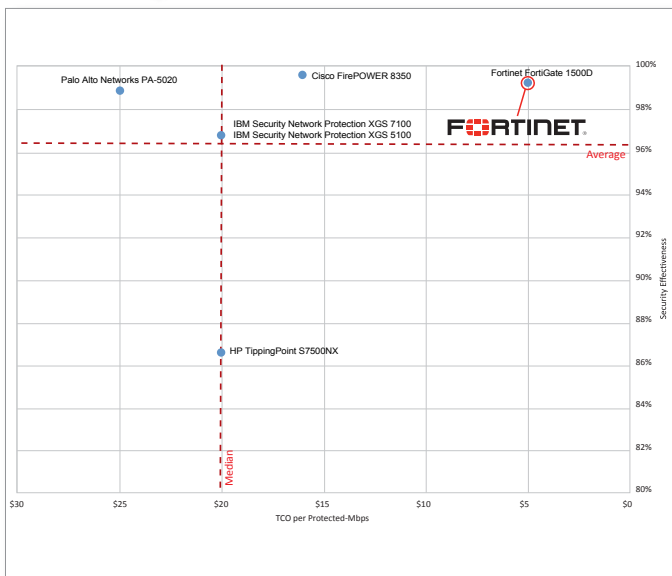
NGFW FortiGate 3200D



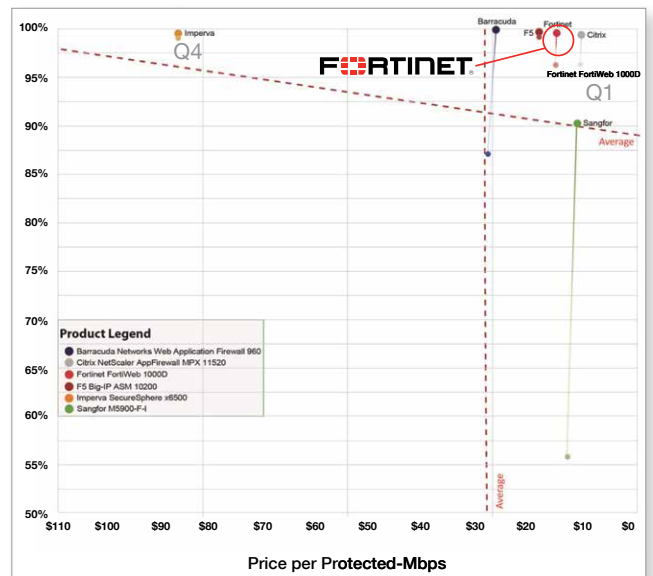
BDS FortiSandbox 1000D



Next Gen IPS FortiGate 1500D



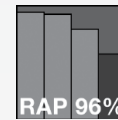
WAF FortiWeb 1000D



Unparalleled 3rd Party Certification

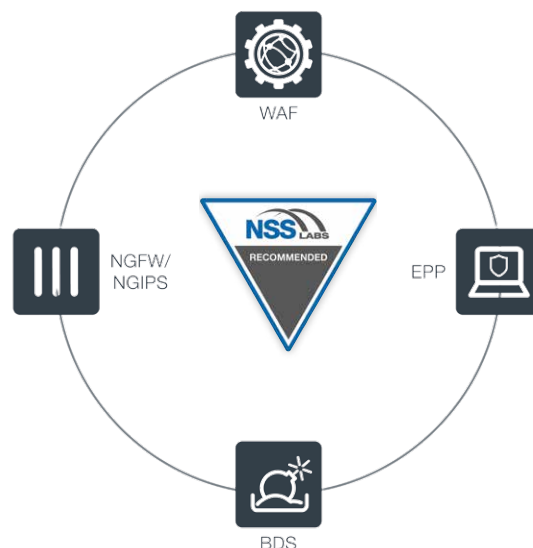
	■ RECOMMENDED	□ NEUTRAL	■ CAUTION			
Certification	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Firewall NGFW	■	■	■ □	□	□	×
NSS Labs Data Center Firewall	■	×	×	×	×	×
NSS Labs Breach Detection System	■ ■	■	□	■ ■	×	□
NSS Labs WAF	■	×	×	×	×	×
NSS Labs Next Gen IPS	■	×	■	□	×	×
NSS Labs Data Center IPS	■	×	×	■	■	×
BreakingPoint Resiliency Score	■	×	×	□	×	×
ICSA Firewall	■	■	×	■	■	×
ICSA IPS	■	×	×	×	×	×
ICSA Antivirus	■	×	×	×	×	×
ICSA WAF	■	×	×	×	×	×
ICSA ATD	■	×	×	■	×	×
VB100 Virus	■	■	×	×	×	×
AV Comparative	■	×	×	×	×	×
Common Criteria	■	■	■	■	■	■
FIPS	■	■	■	■	■	■
UNH USGv6/IPv6	■	■	■	■	■	×

Certifications

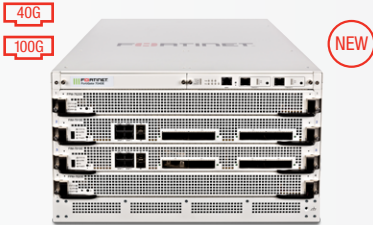


The Only NSS Labs Recommended Edge to Endpoint ATP Solution

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



FortiGate 7040E



FortiGate 5144C



FortiGate 5060



FortiGate 5020



5001D Blade



5913C Blade



FortiGate 3815D



FortiGate 3700D



FortiGate 3200D



FortiGate 2000E



FortiGate 1500D

40 Gbps - 1.12 Tbps

40 - 320 Gbps

20 - 80 Gbps

High-Performance Network Security



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 more than 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



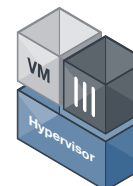
Unified Threat Management (UTM)

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



8 - 20 Gbps



FortiGate 800D



FortiGate 600D



FortiGate 300D



FortiGate 200D



FortiGate 100D

2.5 - 4 Gbps

ENTRY-LEVEL APPLIANCES

800 Mbps - 3.5 Gbps



FortiGate 60E

FortiWiFi 90D



FortiGate/FortiWiFi 30D

FortiWiFi 60E

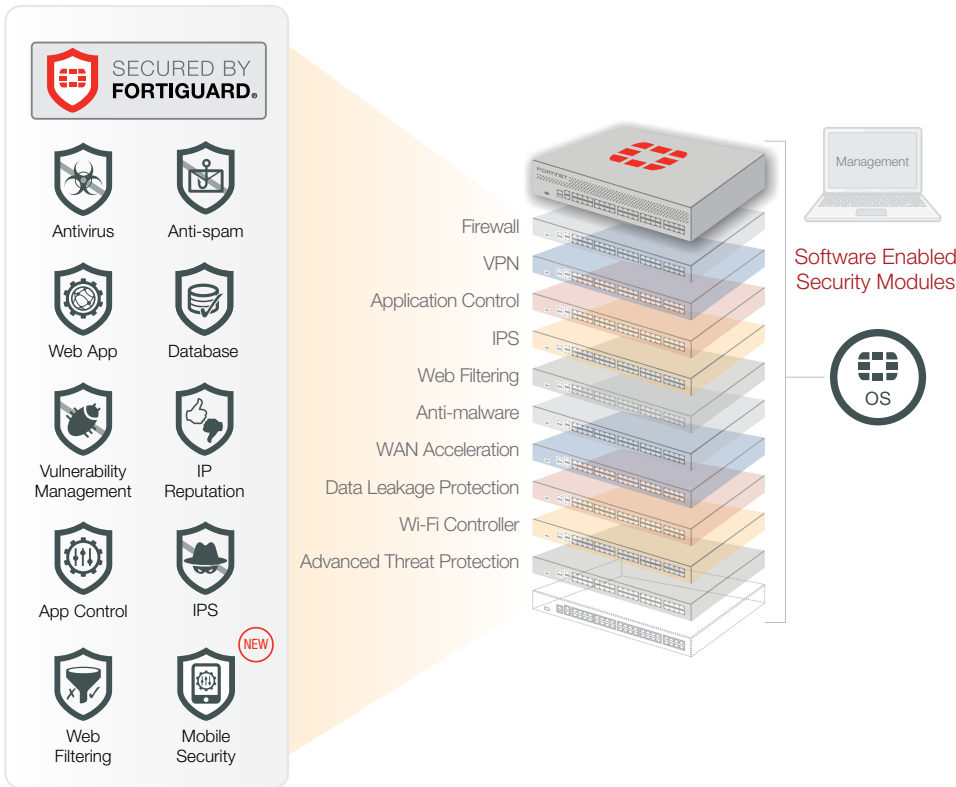


FortiAP S321C

FortiAP S323C

Platforms

Security Services & Technologies























Pricing Model

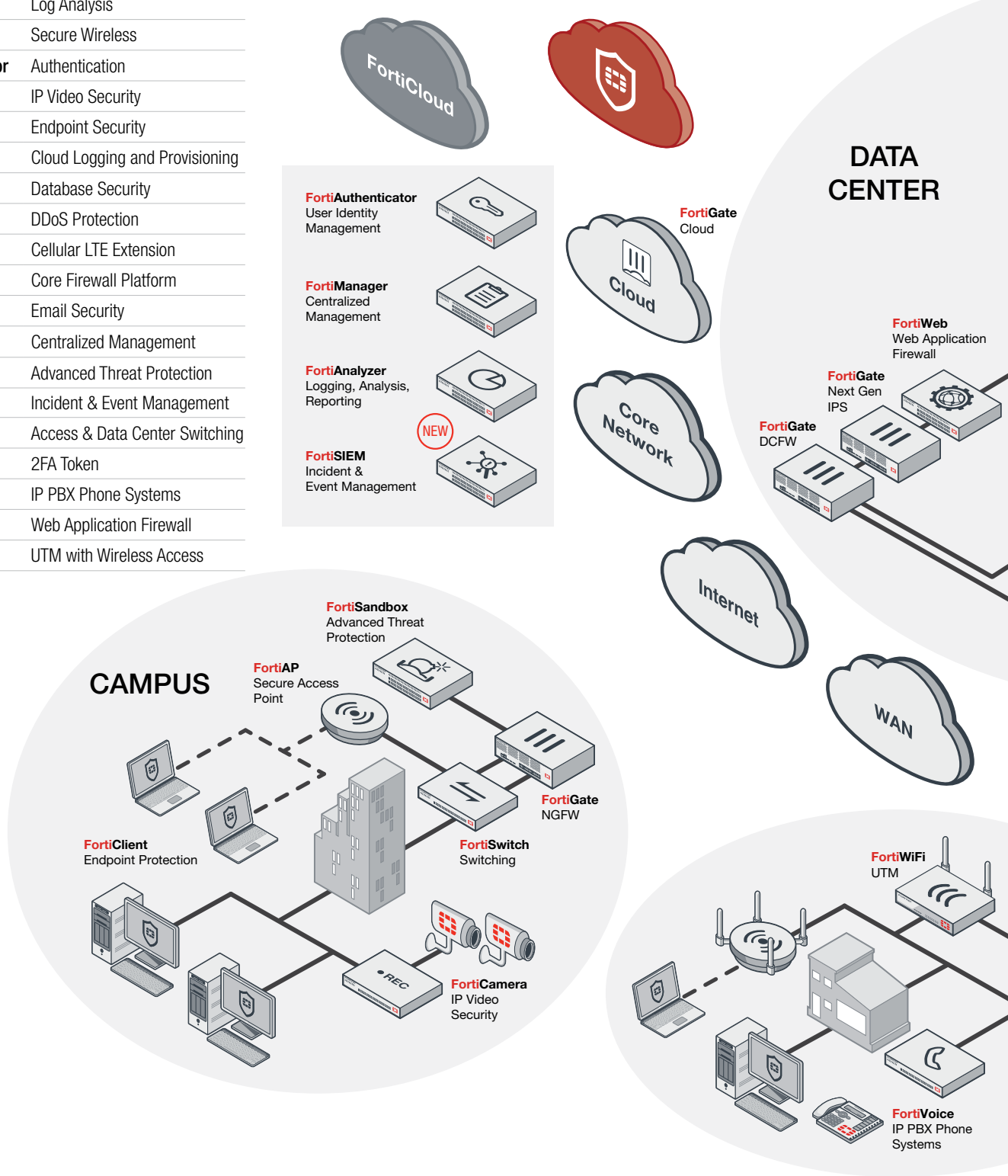
1	Platform (FortiGate)	Deployment Mode <i>Edge, Internal Segmentation, Data Center, Branch and Virtual</i>			&	# Ports and Speed <i>100G, 40G, 10G, 1G, Wi-Fi, 4G/LTE</i>					
		2	Support (FortiCare)			& or	Professional Services <i>Daily Rate</i>				
3	Services (FortiGuard)		Individual Services (IPS/AC, AV, WF, AS, ATP, MS) <i>20% of HW Price Each</i>	UTM Bundle (IPS/AC, AV, WF, AS)			Enterprise Bundle (UTM + ATP + MobileSec)				
		8 x 5 Support <i>55% of HW Price</i>		24 x 7 Support <i>65% of HW Price</i>	360° Support <i>75% of HW Price</i>	8 x 5 Support <i>80% of HW Price</i>	24 x 7 Support <i>90% of HW Price</i>	360° Support <i>100% of HW Price</i>			
4	Term	1 Year <i>Annual Discount</i>		2 Years <i>6% off/yr</i>		3 Years <i>10% off/yr</i>		4 Years <i>12% off/yr</i>		5 Years <i>15% off/yr</i>	

The Fortinet Solution Covers Your Entire Network

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
	FortiSIEM	Incident & Event Management
	FortiSwitch	Access & Data Center Switching
	FortiToken	2FA Token
	FortiVoice	IP PBX Phone Systems
	FortiWeb	Web Application Firewall
	FortiWiFi	UTM with Wireless Access





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



Premium Services



24x7



Professional Services



360°



Security Analysis Services

Become a Fortinet Network Security Expert!



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



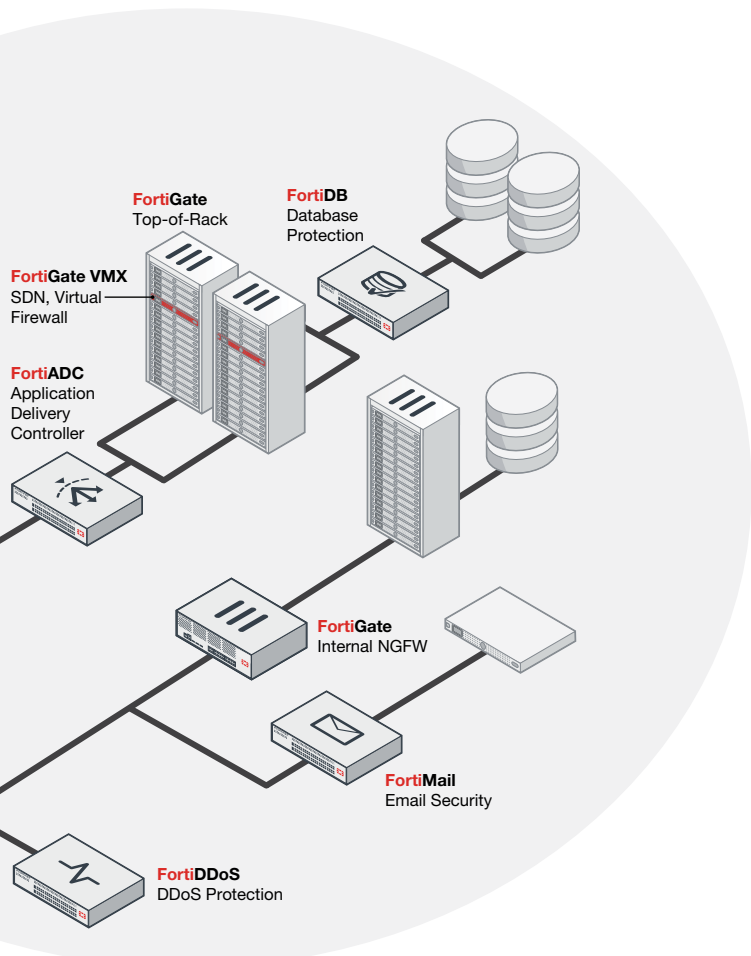
Validate your Security Experience



Demonstrate Value



Accelerate Sales



FortiClient
Endpoint Protection, VPN

FortiToken
Two Factor Authentication



- Intrusion Prevention
- Application Control
- Web Filtering
- Antivirus
- IP Reputation
- Web Application Security
- Vulnerability Management
- Anti-spam
- Database Security

Step	Level Objective
1 NSE 1	Develop a foundational understanding of network security concepts.
2 NSE 2	Develop the knowledge and skills necessary to sell key Fortinet solutions. <i>(For Fortinet employees and partners only)</i>
3 NSE 3 Sales Associate	Develop the knowledge and skills to sell Fortinet products. <i>(For Fortinet employees and partners only)</i>
4 NSE 4 Professional	Develop the knowledge and skills of how to configure and maintain a FortiGate Next Generation Firewall solution.
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.



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LTE Extension

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