



**FORTINET**

# Cybersecurity, Everywhere You Need It.

Tomislav Tucibat, *Country Manager Adriatic*



# Securing people, devices, and data everywhere.

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

**FORTINET**

*Founded: October 2000*

*Founded by: Ken Xie and Michael Xie*

*Headquarters: Sunnyvale, CA*

*Fortinet IPO (FTNT): November 2009*

*Listed in both: NASDAQ 100 and S&P 500*

*Member of: 2022 Dow Jones Sustainability World and North America Indices*

*Security Investment Grade Rating: BBB+ Baa1*

Global Customer Base

**680,000+**

Customers

2022 Billings

**\$5.59B+**

(as of Dec 31, 2022)

Market Capitalization

**\$36.38B**

(as of Nov 1<sup>st</sup>, 2023)

Broad, Integrated Portfolio of

**50+**

Enterprise Cybersecurity Products

Strong Analyst Validation

**41**

Enterprise Analyst Report Inclusions

Vertical Integration

**\$1B+**

Investment in ASIC Design & Development



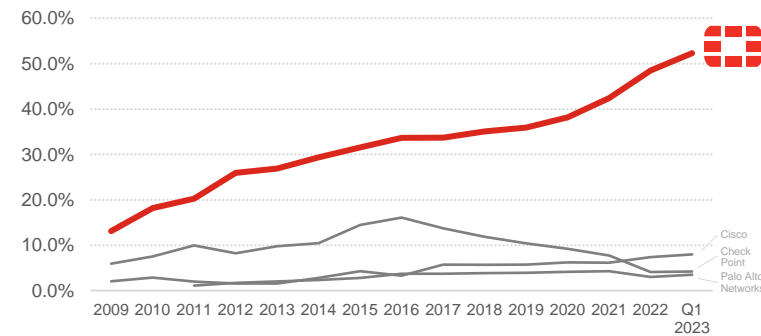
# Investing in Innovation for Our Customers

## Strong investment in our supply chain

**~50%**

of All Next-Gen Firewall Shipments & #1 in revenue market share

### Global Firewall Shipments



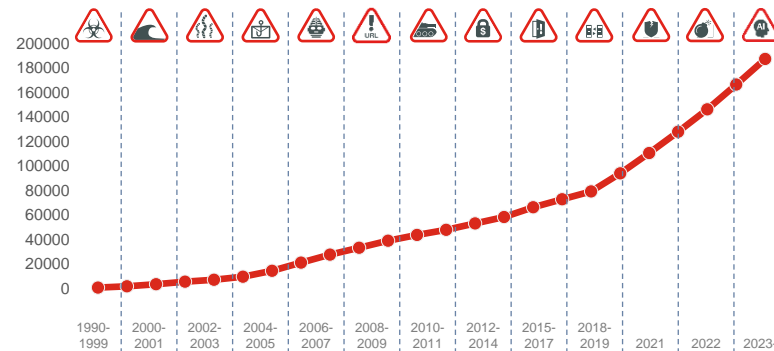
Source: IDC Quarterly Security Appliance Tracker 2023Q1 (based on shipments of Firewall + UTM appliances)

## Investment in scale of threat intelligence and AI/ML

**100+B**

global security events analyzed per day

### Advanced Threats – Global CVE

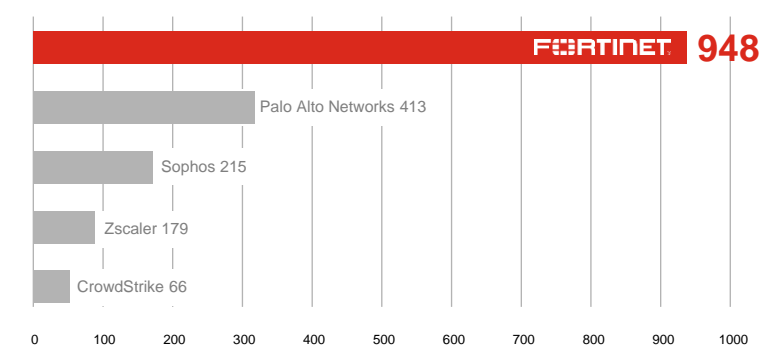


## Organic R&D investment across our portfolio

**1,285**

Global Industry Patents

### U.S. Patents



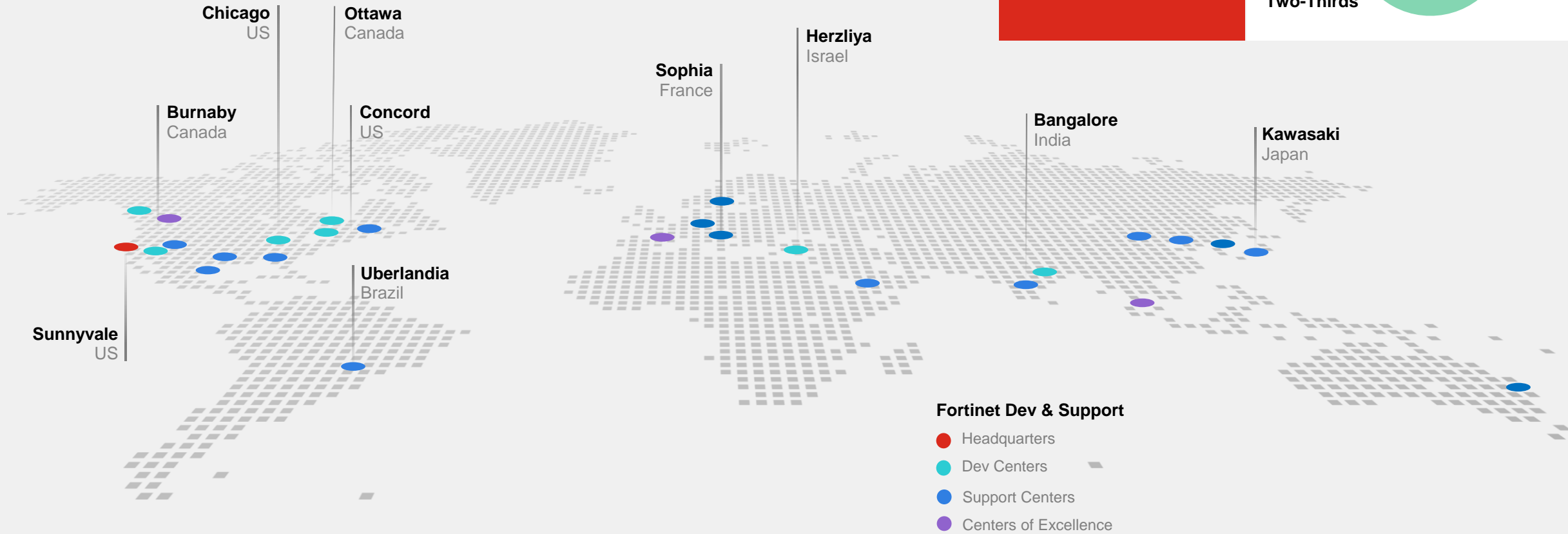
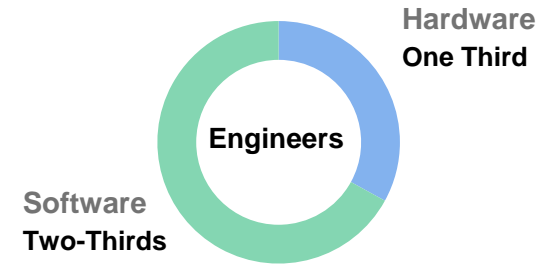
Source: U.S. Patent Office, as of June 30, 2023



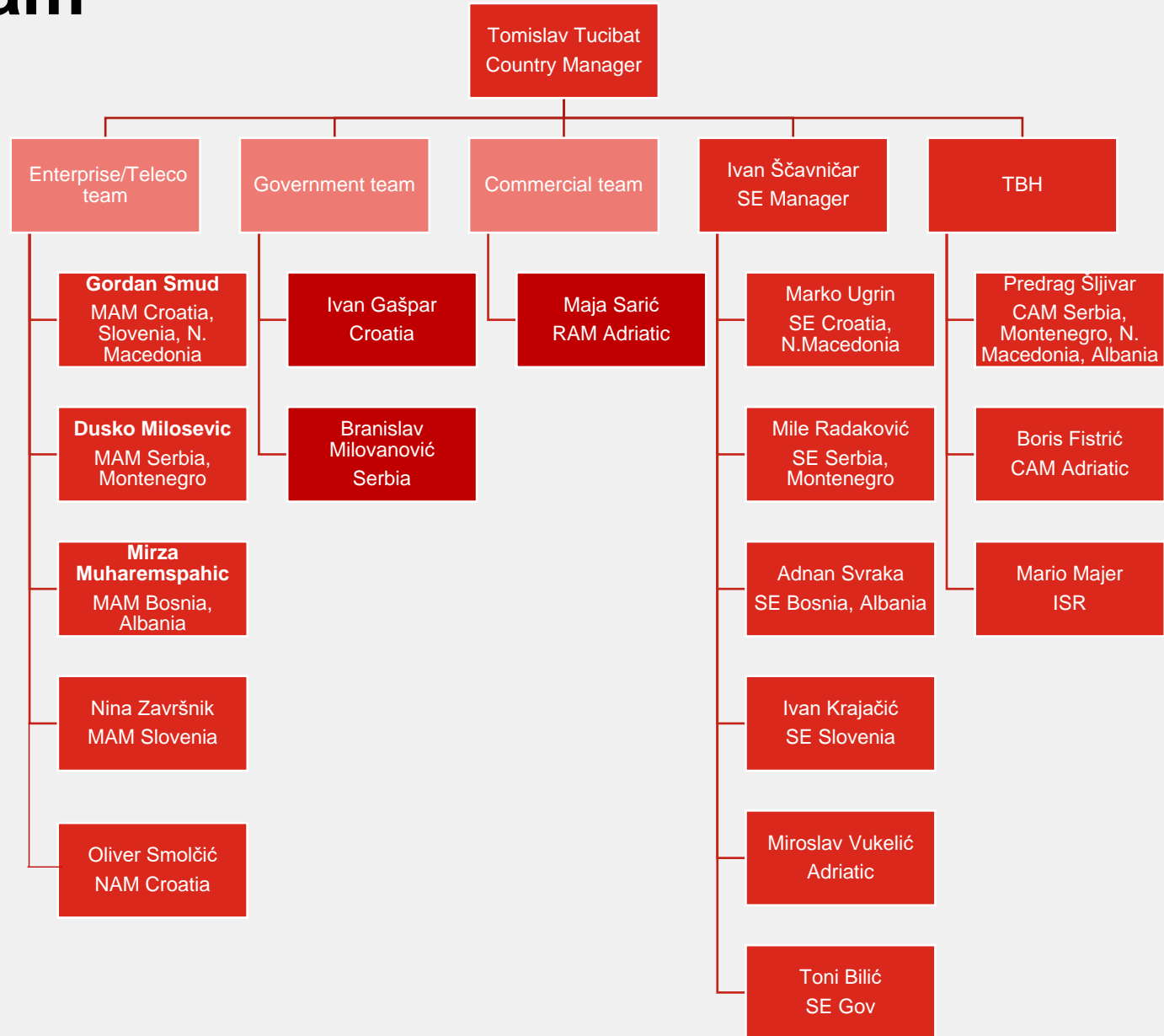
# Global Reach & Support

Majority of our R&D is based in North America

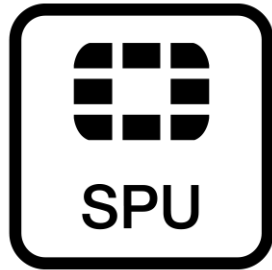
**13,600+**  
Employees  
Worldwide



# Adriatic Team

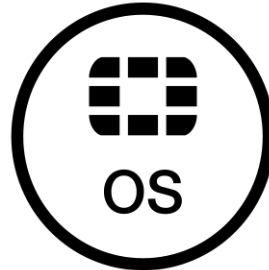


# The Fortinet Advantage



## Security Processors

Superior NGFW and SD-WAN performance and efficiency



## FortiOS

Ties all the Security Fabric's security and networking components together



## Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



## Ecosystem

**300+** partners  
**500+** integrations



# 41

## Enterprise Analyst Reports Validate Fortinet Across Networking & Security

Fortinet is one of the most validated enterprise cybersecurity companies in the world ranking in leadership positions across dozens of analyst reports highlighting the broad application of the Fortinet Security Fabric.

\*Analyst validation includes reports where expert and independent 3<sup>rd</sup> party analysts rank and evaluate vendors: Gartner Magic Quadrants, IDC Marketscapes, Frost & Sullivan Radars, Forrester Waves, Westlands Advisory Platform Navigator, Kuppingercole Compasses, Gigaom Radar.



# Fortinet Secures **Over Half a Million** Organizations Worldwide

Fortinet secures over 660,000 enterprises, service providers, and government organizations around the world.

**63%** of Fortune 500 and **68%** of Global 2000 depend on Fortinet to stay secure.





# Fortinet Contributes to the Sustainability of Society

## Minimizing Product Environmental Impacts



**Sustainable innovation to reduce the footprint of our solutions**



ASIC

**88%**

less power consumption over industry-standard CPUs



**66%**

average reduction on product energy consumption (F series)



**33%**

reduction on space occupation (FortiGate 4200/4400F)



**100%**

bio-degradable packaging for low end FortiGate

## Closing the Cybersecurity Skills Gap



**1 Million more trained In cybersecurity by 2026**



**1.3M+**

NSE Certifications Issued to Date



**585**

Academies Partners



**41**

Education Outreach Partners



Cybersecurity Learning Hub

## Reducing Cybersecurity Risks to Society



**Public and private partnerships to disrupt cyber adversaries**

**1,025+**

Zero-day discoveries resulting in 85%+ patched



CYBERSECURITY



# What is the Network Security Expert (NSE)

## Fortinet Network Security Expert (NSE) Program

Be recognized in the industry among an elite group of security professionals.

8-level training and certification program designed to provide technical professionals with an independent validation of their network security skills and experience

Technical  
Training and Assessment



Validate your  
Security Experience



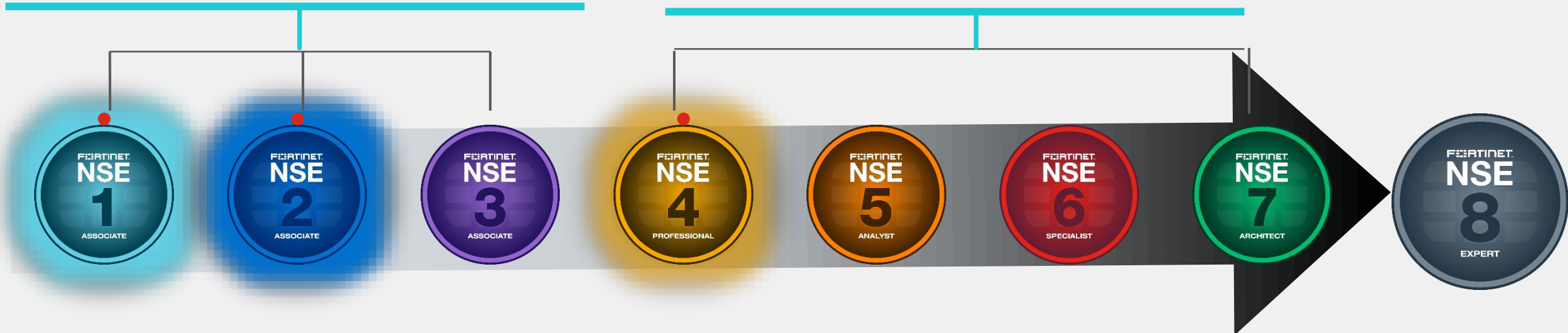
Demonstrate Value



# Network Security Expert Learning Path

Awareness Training  
Global knowledge on Cybersecurity -  
Fortinet products

Technical Training  
Engineering profiles



- **NSE 1:** Information Security Awareness
- **NSE 2:** Evolution of cybersecurity
- **NSE 3:** Product Awareness
- **NSE 4:**
  - Fortigate Security
  - Fortigate Infrastructure

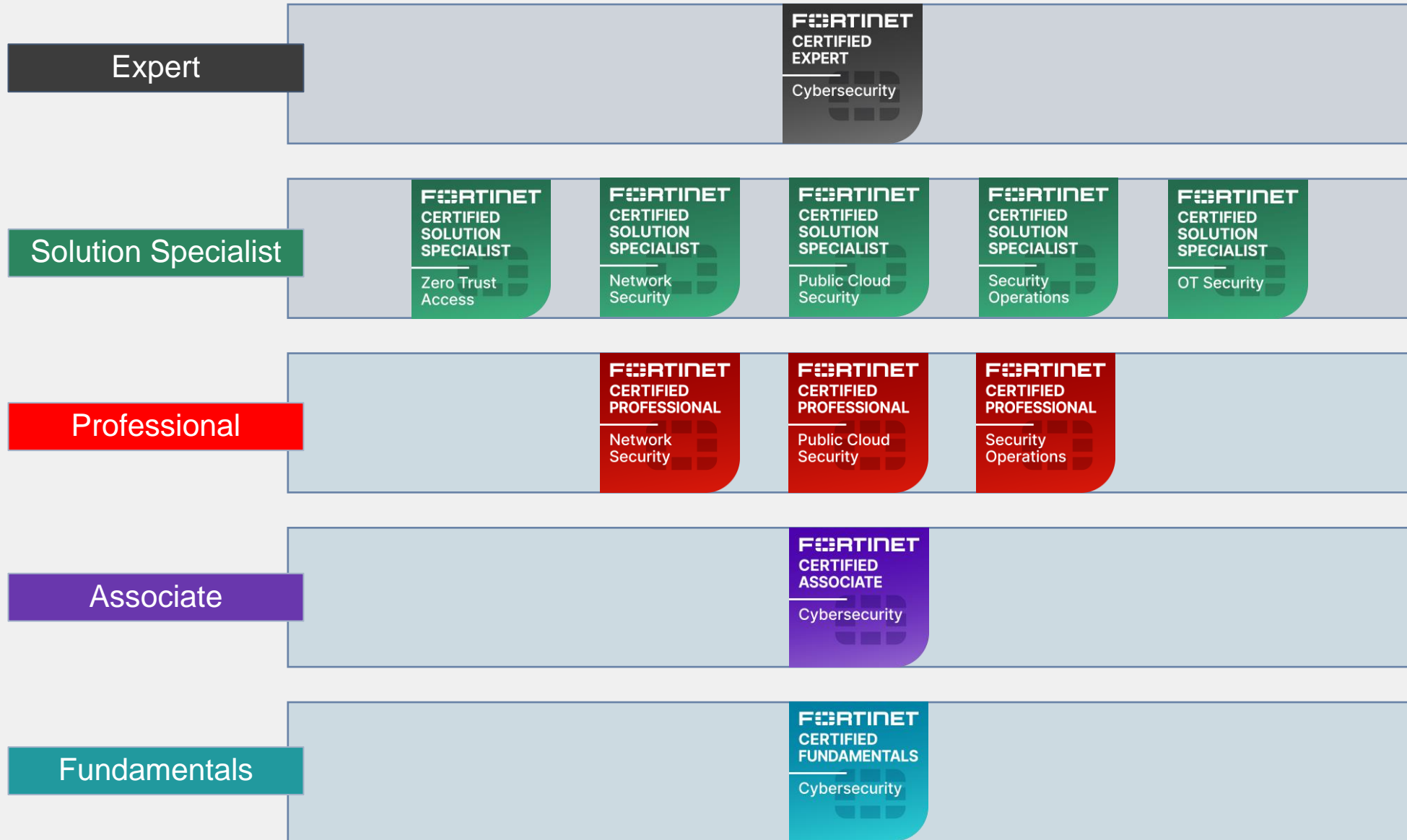
- NSE 5:**
- FortiManager
  - FortiAnalyzer
  - Forti EDR
  - Forti SIEM
  - Forti Client EMS

- NSE 6:**
- Cloud Security for AWS
  - Cloud Security for Microsoft Azure
  - Forti ADC
  - Forti Analyzer Administrator
  - Forti Authenticator
  - Forti Mail
  - Forti NAC

- Forti Sandbox
- Forti SOARAdministrator
- Forti Switch
- Forti Voice
- Forti Web
- Secure Wireless LAN

- NSE7:**
- Advanced Analytics, Enterprise Firewall, LAN edge, N/w Security Support Engineer
  - OT Security, Public cloud Security, SD-WAN, Zero Trust Access

# New NSE Certifications



# What is included in the Fortinet Academy Agreement?

Fortinet Provides to the organization: **for FREE**

- Course and Exam Descriptions
- Instructor Slides
- Instructor Guides
- Student Guides
- Lab guide set up
- Access to On-Demand Modules
- Marketing Assets ( course completion certificate..)
- NSE Exam vouchers for FREE to all students + teachers
- Virtual Machines to build your own labs - FREE
- Access to Fortinet hosted labs



# How to implement the NSE Training Program?

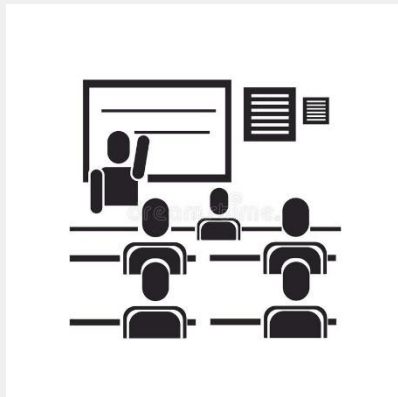
## • Option 1

Teachers can decide to include the NSE Training modules into their existing courses.

They can take it partially, or entirely.

For example, teachers can decide to take just one module and implement this slide/topic into their existing course.

Or they can take the full course and teach it in classroom mode.



## • Option 2

Teachers can ask student to take NSE Training lessons/courses as their homework

The Academy Team will provide on request ( the teacher will request)

- Access to the E-learning platform
- List of the NSE courses
- Student will see in their Dashboard what they must complete
- Or passing one NSE certification can be an extra project - or a bonus point for their final exams.

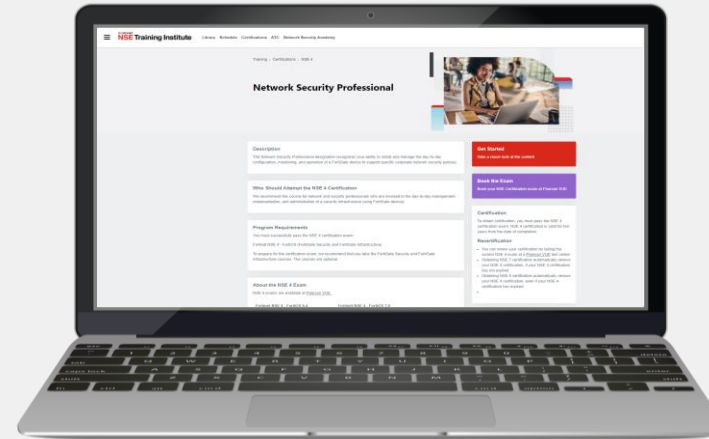
# Academy Program - Next Step



The University/ College signs the Contract  
The Academy Team signed it back



Instructor will request their NSE Training Institute access



Instructor will request access for their students for the NSE Training Institute



Instructor will request NSE exam vouchers for their students



# Trends and Market Drivers





# Cybersecurity Market & Industry Drivers

## Driving Infrastructure Evolution

How we interact with customers, suppliers, infrastructure, and employees is changing

### Work from Anywhere



### Digital Acceleration



### Application Journey



### Operational Technology Connectivity



## Evolving Threat Landscape

Cybercriminals are adopting APT-like tactics to develop and scale attacks faster than ever

### Cloud



*Kaseya  
VSA*

### Nation Sponsored



*Hermetic  
Wiper*

### Ransom as a Service



*REvil*

### Growing Attack Surface



*SolarWinds | Log4j*

### AI-enabled



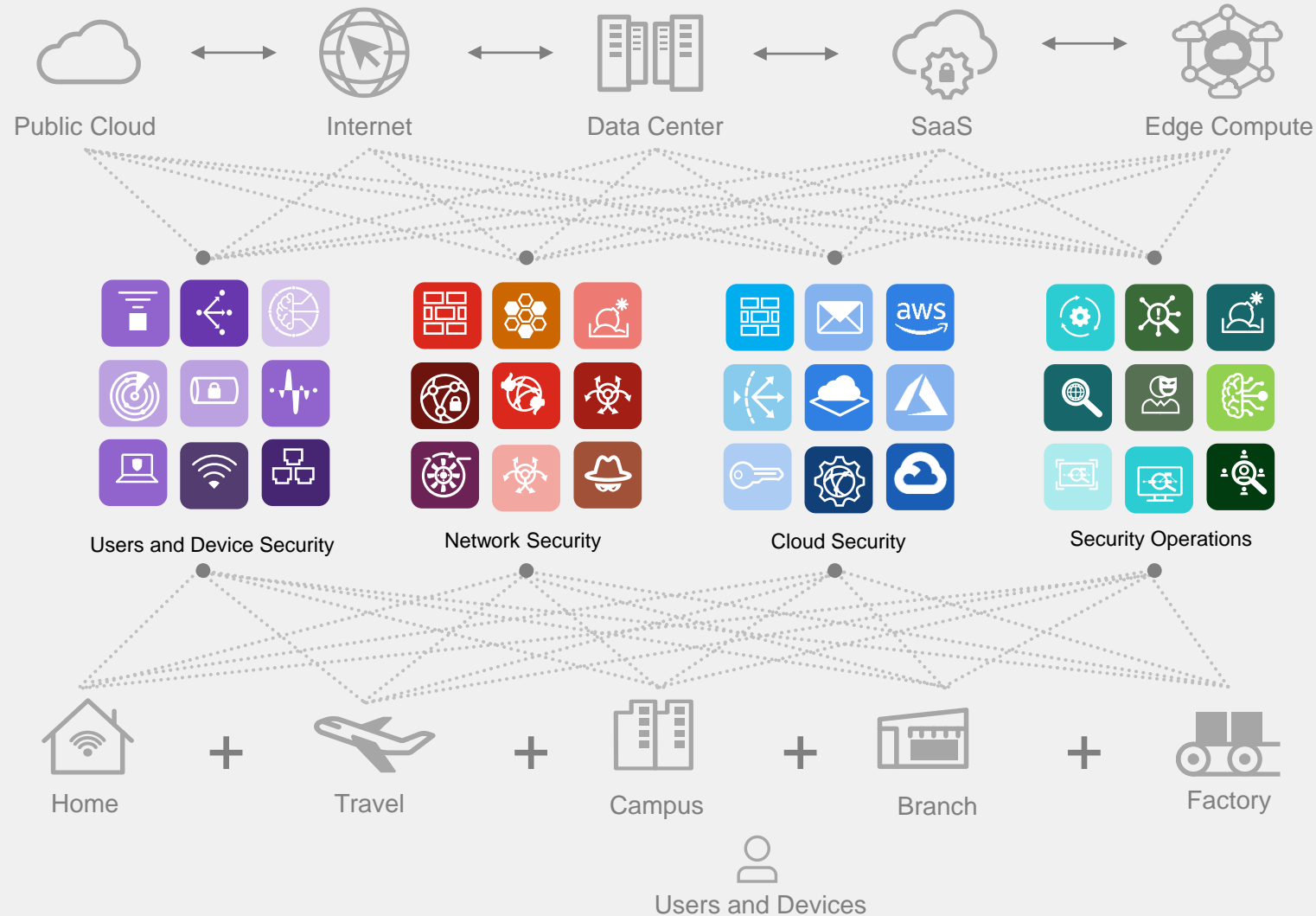
*Swarmbot*

### OT



*Wipers | Colonial  
Pipeline*

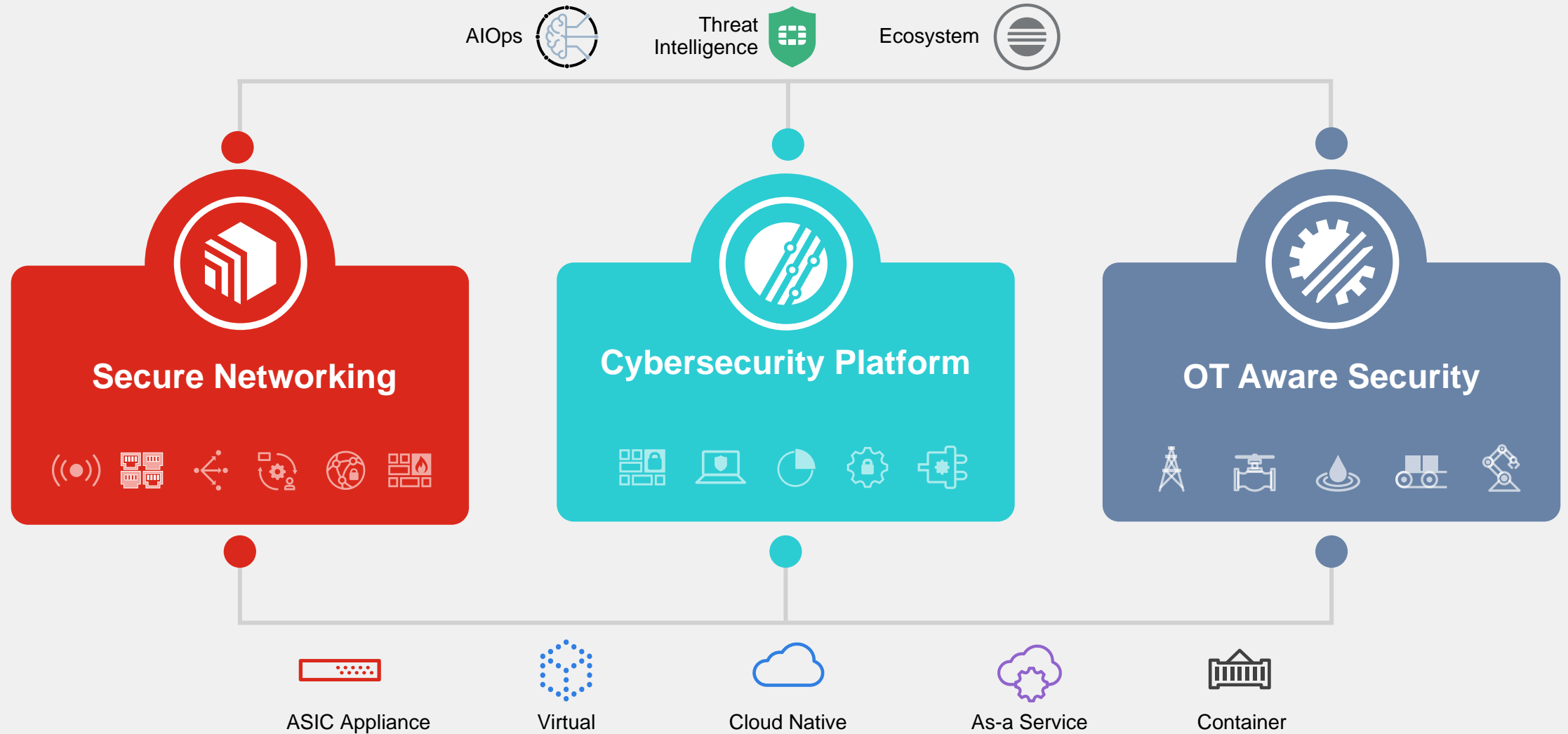
# Complexity is Slowing Digital Initiatives



## Today's Challenges

- Applications are distributed
- Users are working from anywhere
- More devices are attaching to applications
- Too many IT and security stacks
- Too many vendors
- Cybersecurity skills shortage

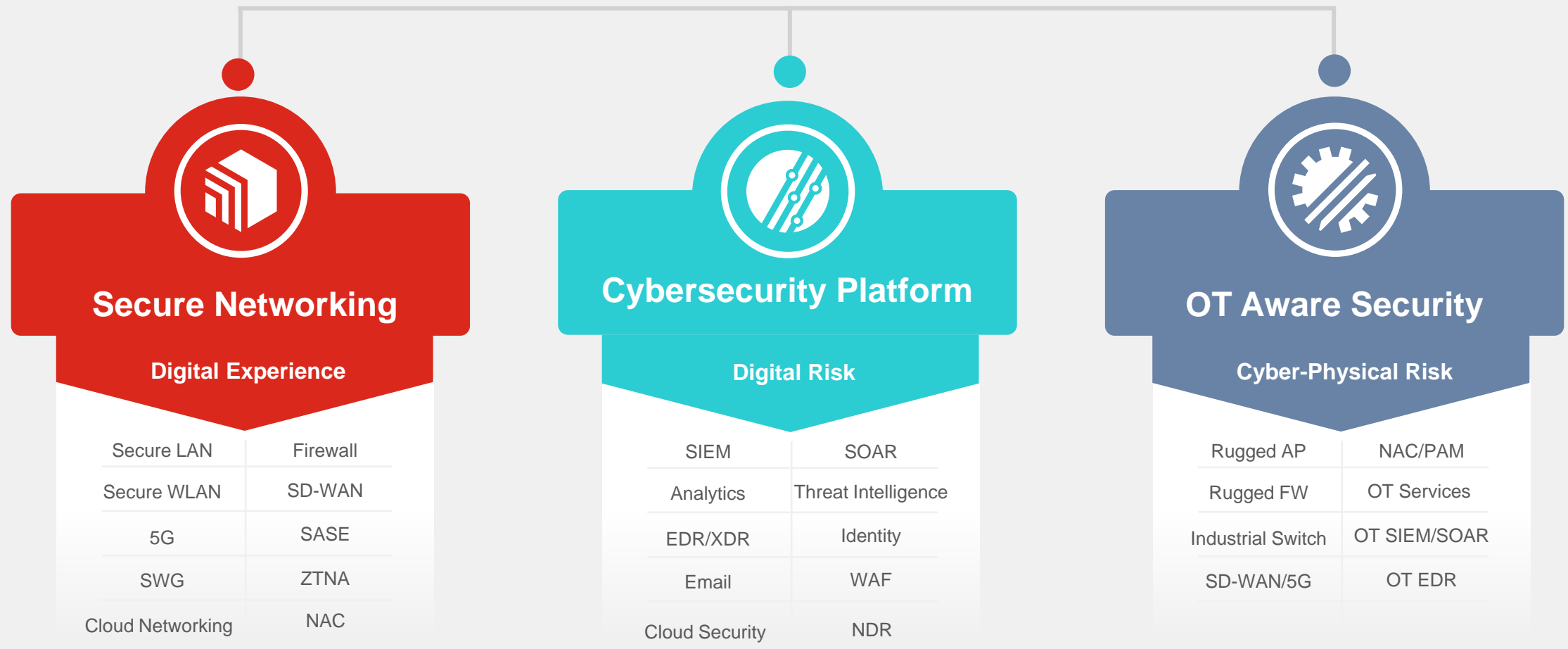
# Consolidation Reduces Complexity & Accelerates Outcomes



# Consolidation Reduces Complexity & Accelerates Outcomes



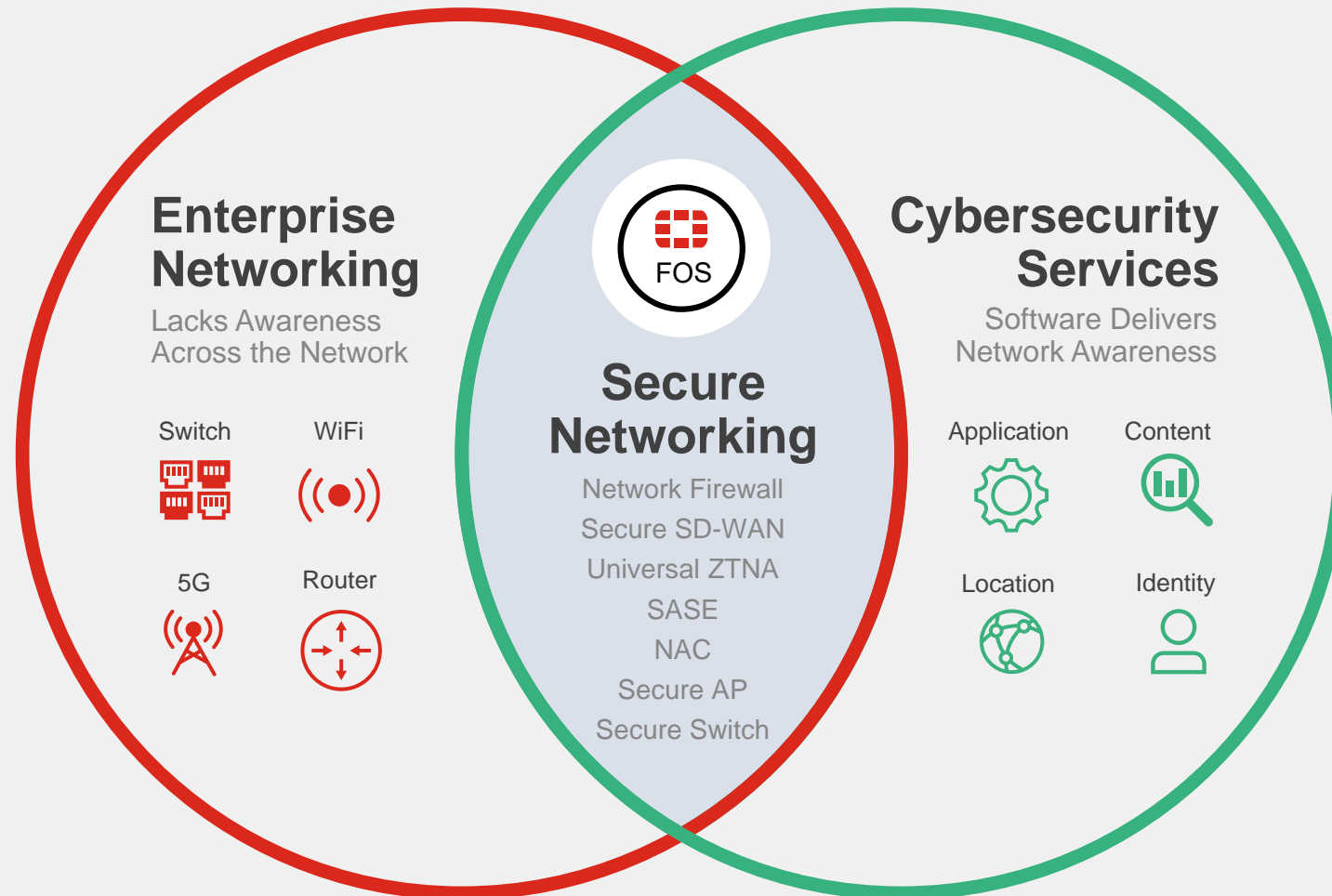
AIOps  Threat Intelligence  Ecosystem 



# Convergence of Networking & Security



## FortiOS Everywhere



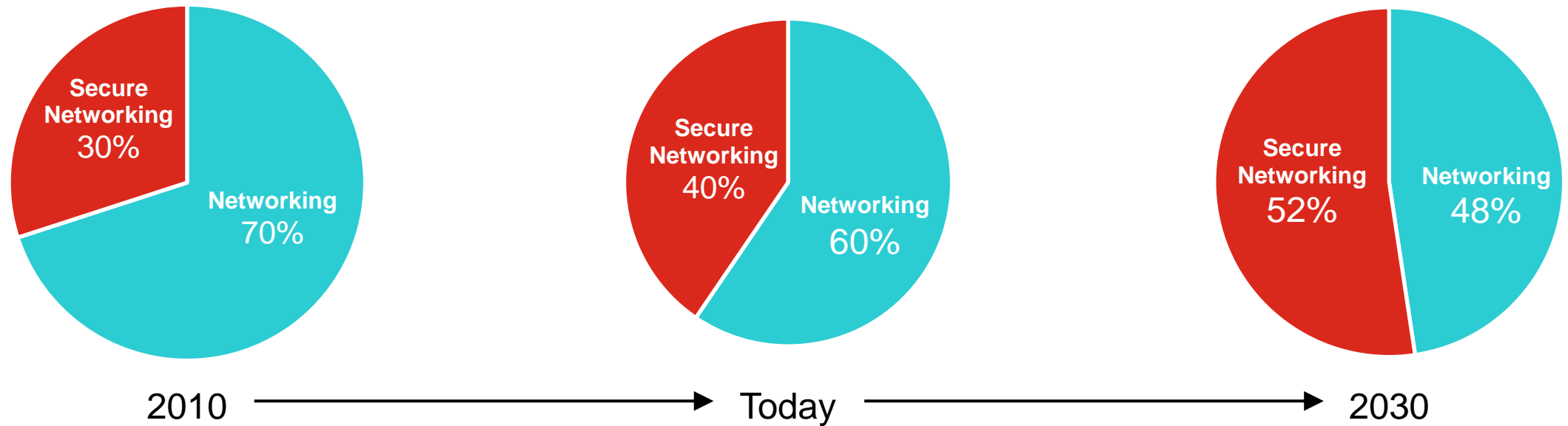
## Convergence Benefits

- Reduced complexity eliminating multiple products
- Efficient operations with single console
- End-to-end digital experience measurement
- Cost savings from product and vendor reduction



# Convergence

Secure networking will be larger than networking by 2030



<sup>1</sup> Gartner, Forecast: Enterprise Network Equipment, Worldwide, 2022-2026, 3Q22 Update (December 2022). <sup>2</sup> Gartner, Forecast: Information Security and Risk Management, Worldwide, 2022-2026, 3Q22 Update (December 2022). <sup>3</sup> Fortinet estimates.

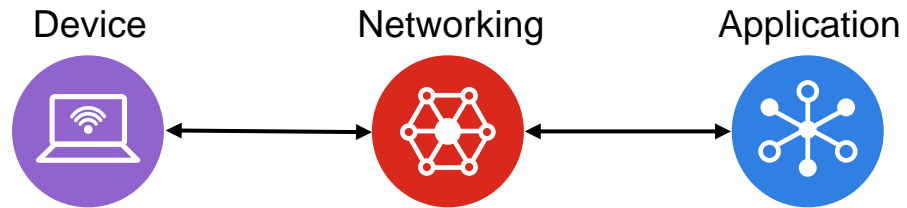


# Why Secure Networking?

Secure connectivity requires more processing power — Security Compute Rating

## Connectivity

Trust Everything

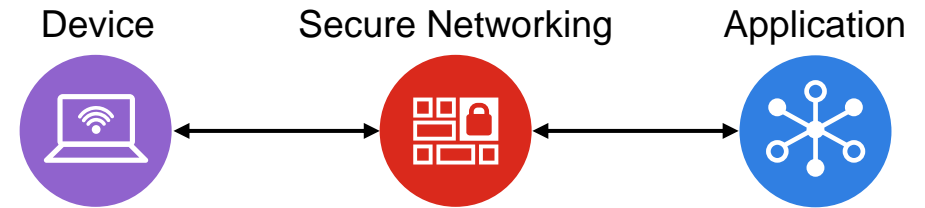


Connection based on IP

Small amount of  
compute required

## Secure Connectivity

Zero Trust



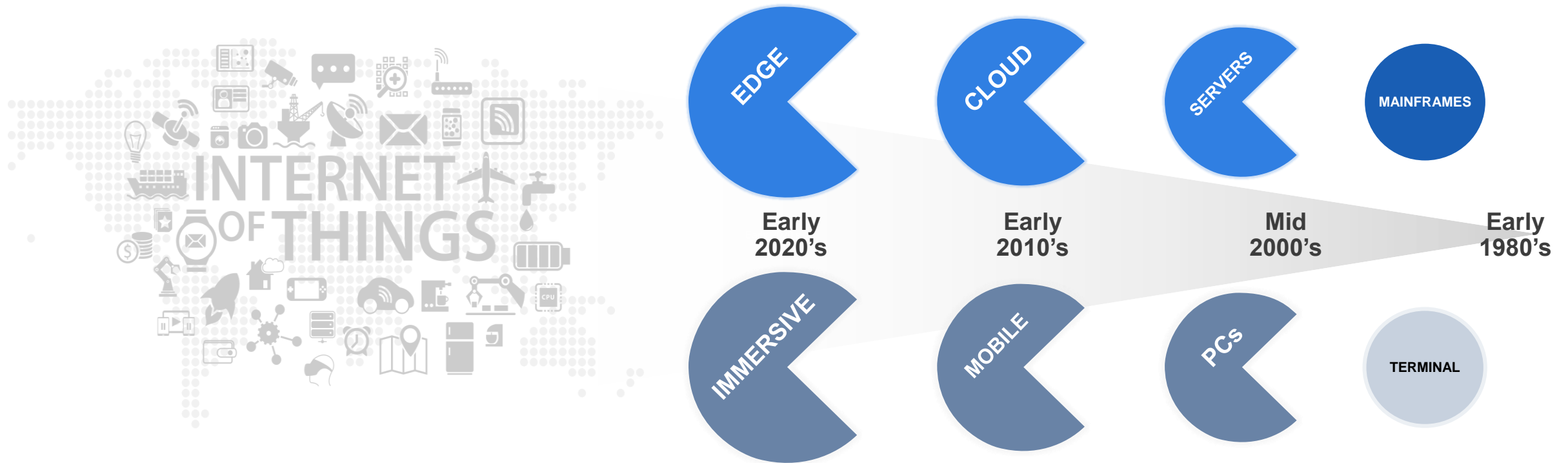
Connection based on application, content,  
users, devices and location



More compute  
required

# Edges

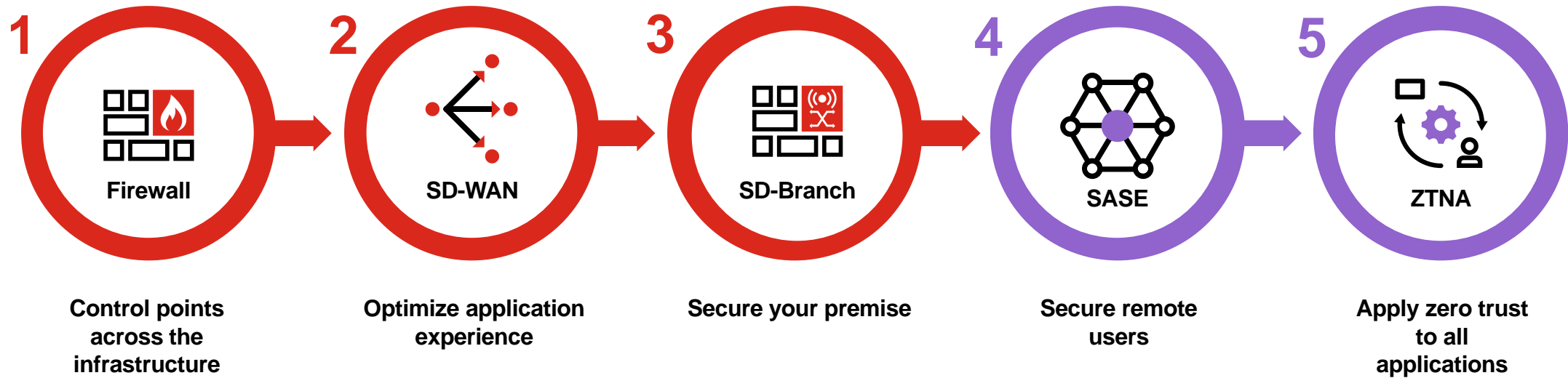
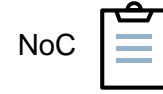
The edge will eat the cloud





# Secure Networking Journey

The convergence of networking and security across WLAN, LAN, SD-WAN, ZTNA, SASE, and network firewall enables networking that is location, user, device, content, and application aware.



# Enterprise “Best of Breed” & “Platform” Are Not Mutually Exclusive



## Network Firewall

Dec. 2022 Magic Quadrant for Network Firewalls

Fortinet Recognized as a Leader



## SD-WAN

Sept. 2022 Magic Quadrant for SD-WAN

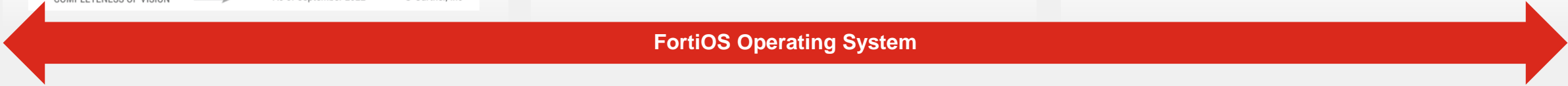
Fortinet Recognized as a Leader



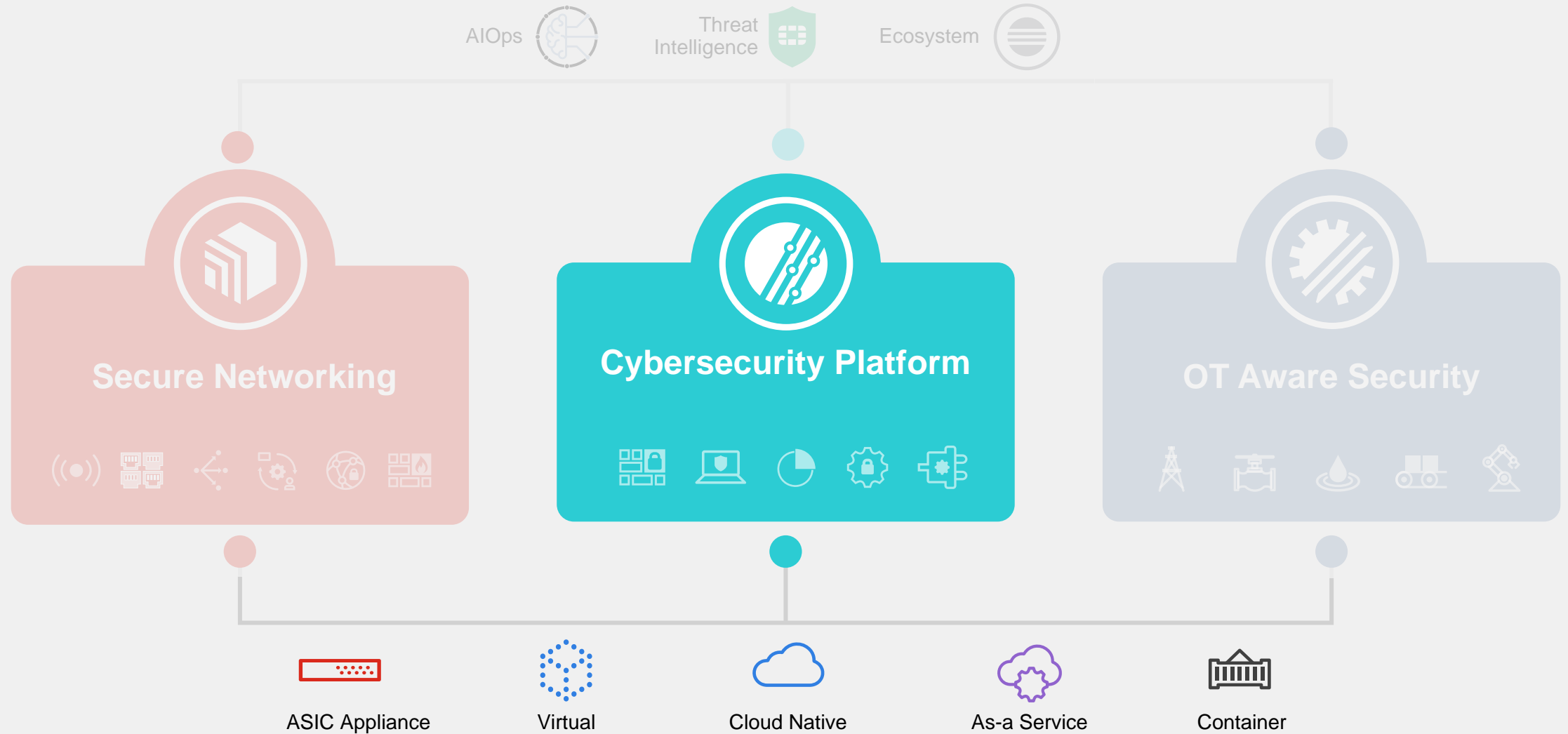
## Wired and Wireless LAN

Nov. 2022 Magic Quadrant for Wired and Wireless LAN

Fortinet Recognized as a Visionary



# Consolidation Reduces Complexity & Accelerates Outcomes



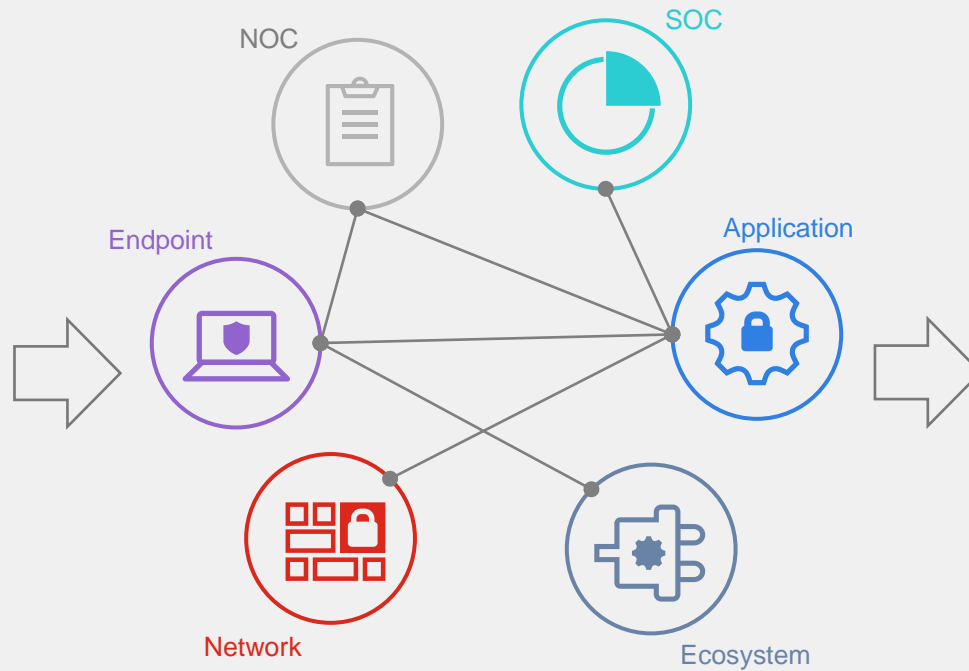
# Cybersecurity Platform Journey



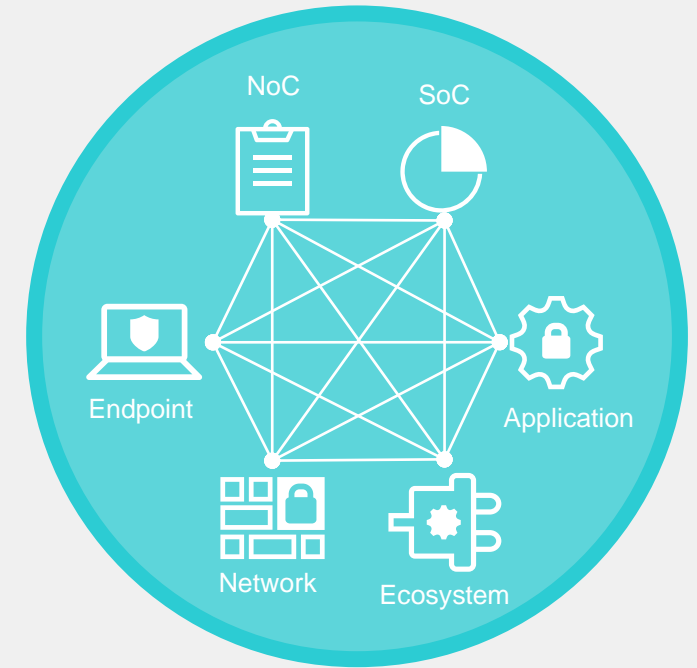
## 30+ Vendors



## 10 Vendors



## 2-3 Platforms



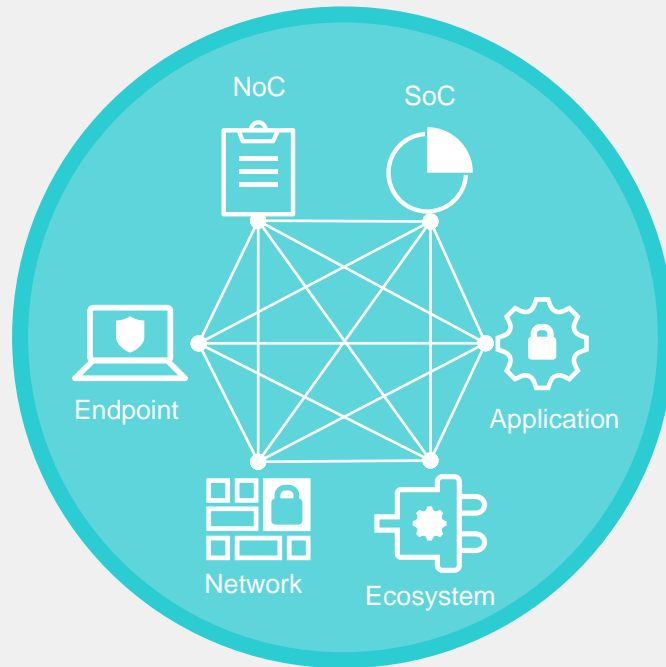
Your Journey to SOC Automation Maturity



# 97% of organizations plan to have an active vendor consolidation strategy within the next three years.



Consolidate point products and vendors into a cybersecurity platform



## Primary Reasons Organizations are Pursuing Security Vendor Consolidation:

**55%**

Increase efficacy by integrating multiple components

**55%**

Increase effectiveness by allowing broader reach and visibility

**43%**

Easier management by reducing the number of separate tools

**35%**

Cost/budgeting/to save money

**Gartner**

*Gartner, Accelerate SASE Adoption by Leveraging the Security Vendor Consolidation Wave, Published 5 May 2023 - ID G00785334 - By Analyst(s): Evan Zeng, Naresh Singh*



# One Platform

Enterprise “best of breed” and “platform” are not mutually exclusive



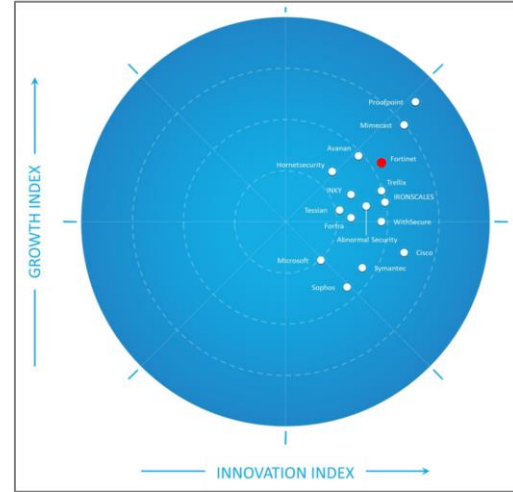
## Endpoint Protection

Gartner Magic Quadrant for Endpoint Protection Platforms, 2023  
Fortinet Recognized as a Visionary Vendor



## Email Security

Frost & Sullivan...Frost Radar™: Email Security, 2022  
Fortinet Recognized as a Top Vendor



## SIEM

Gartner Magic Quadrant for SIEM 2023  
Fortinet Recognized as a Challenger

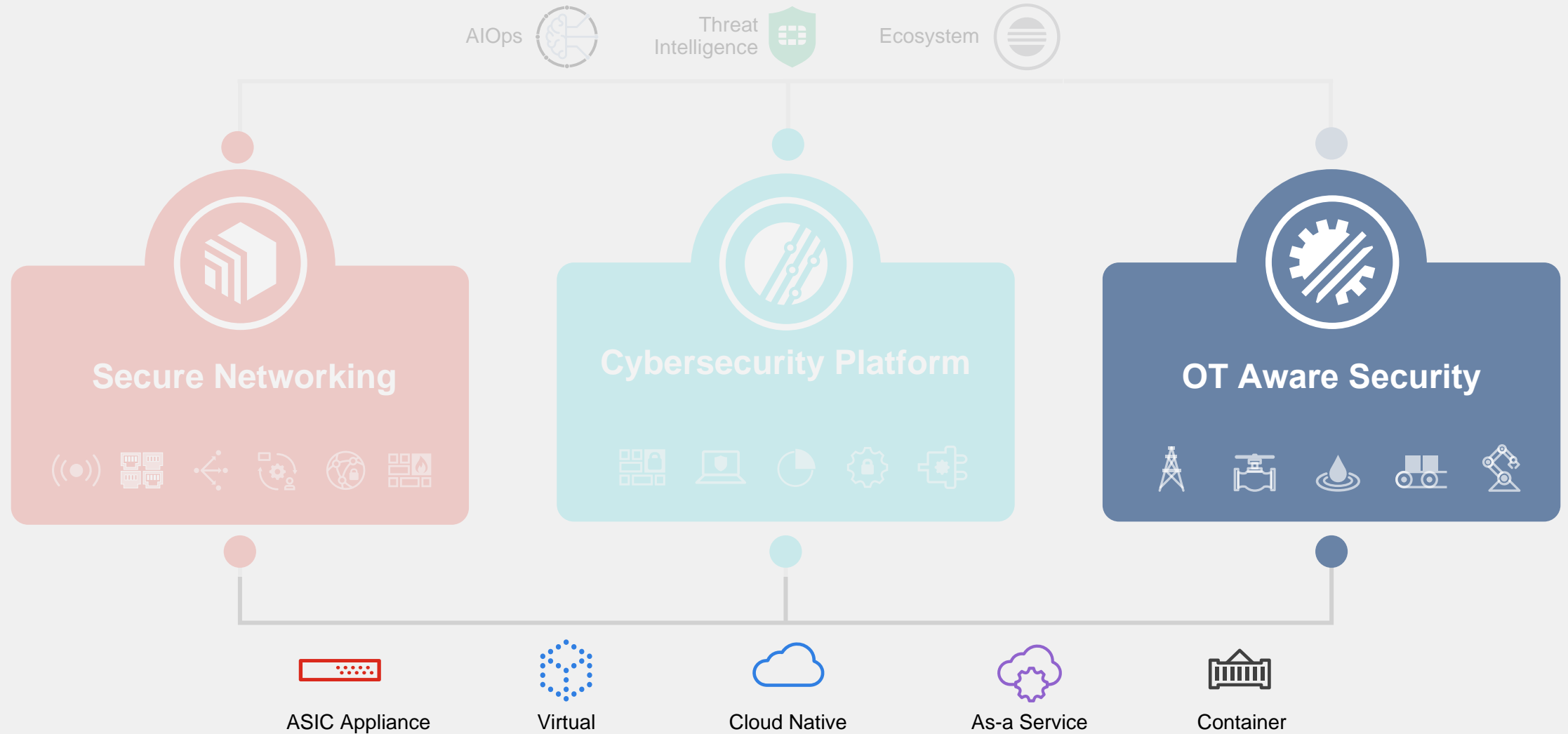


## SOAR

KuppingerCole Leadership Compass for SOAR, 2023  
Fortinet Recognized as a Leader

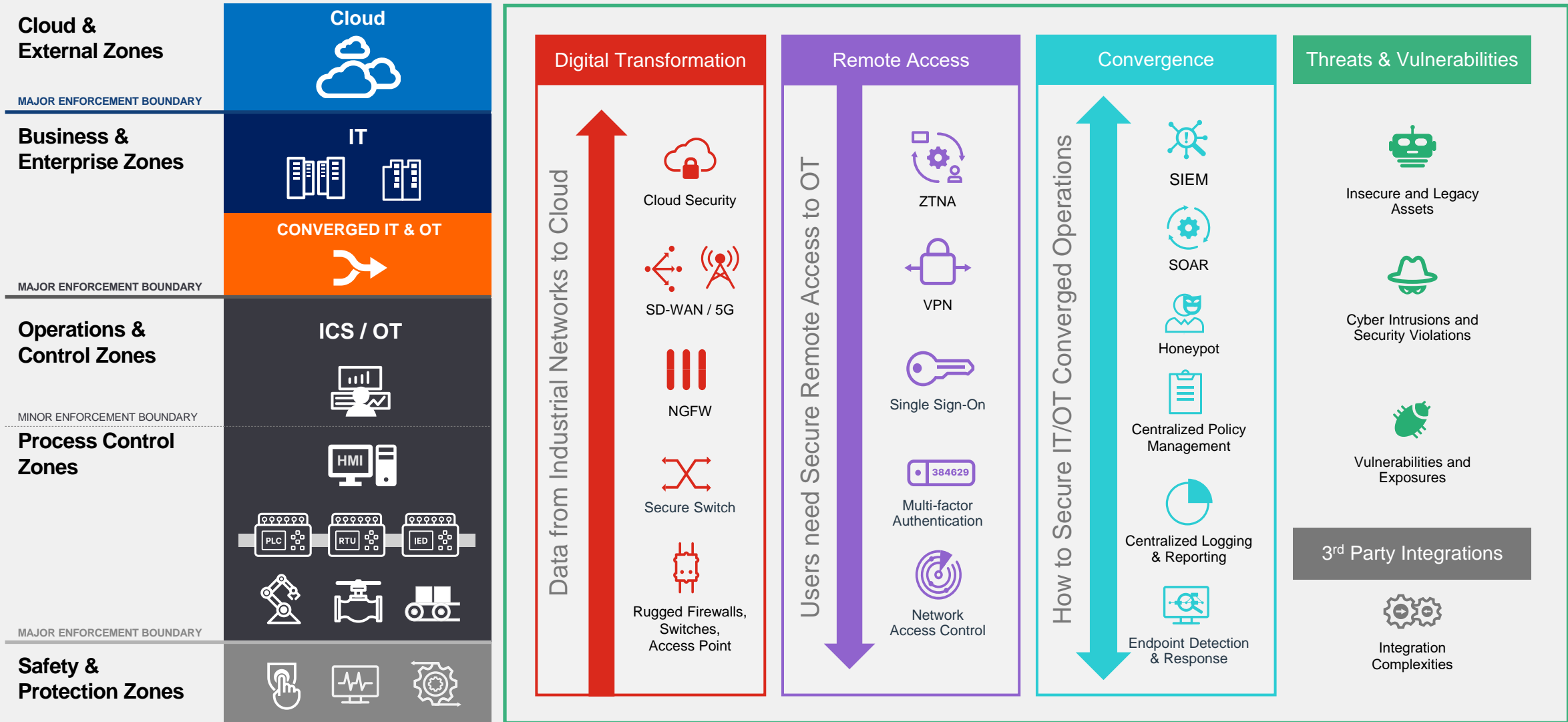


# Consolidation Reduces Complexity & Accelerates Outcomes



# Cyber-Physical Aware Security Fabric

Extend cyber-physical security capabilities to OT networks in factories, plants, remote locations, and ships.





# FortiGuard Labs: Threat Intelligence & Security Services

Founded in 2002, FortiGuard Labs is Fortinet's elite cybersecurity threat intelligence and research organization. We develop and utilize leading-edge machine learning and AI technologies to provide customers with timely and consistently top-rated protection and actionable threat intelligence.

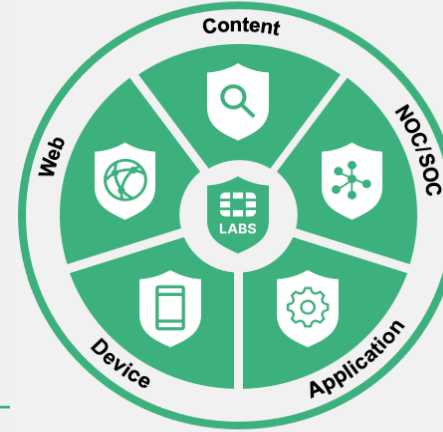
## Global Leadership & Collaboration:



## FortiGuard Labs Real-Time Threat Intelligence



## FortiGuard AI-Powered Security Services



## FortiGuard Expert Services



**500+**

FortiGuard Labs Global Threat Hunters and Researchers

**600K+**

Hours of Threat Research a Year

**100+B**

global security events analyzed per day



# FortiGuard Labs

By the numbers

**500+** FortiGuard Labs Global Threat Hunters and Researchers

**480+** TI, detection, enforcement and remediation partners

**215B+** Threats Blocked Per Day

## Advanced Services

### FortiGuard AI-powered Security Services

20 best-of-breed security services integrated into solutions across the Fortinet Security Fabric to deliver coordinated prevention, detection and response in real-time.

### FortiGuard Expert Services

- Incident Response
- Readiness and Response Services
- SOC-as-a-Service
- Managed Detection and Response

## Industry-leading Threat Intelligence Capabilities

**10+** Years experience in AI/ML

**6M+** Solution telemetry

**1.6 PB** Of threat samples



**1,000+** Zero-days discovered

**1B+** Updates per day

## Coordinated Real-Time Protection Against Known and Unknown Threats

### What we process per day

**43.2 B** Botnet and C2 attempts thwarted

**31.4 B** Network intrusion attempts blocked

**88.8 B** Malware programs neutralized

**380 M** Malicious website access blocked

**538 M** Phishing blocked

...



# Fortinet Security Fabric

## Broad

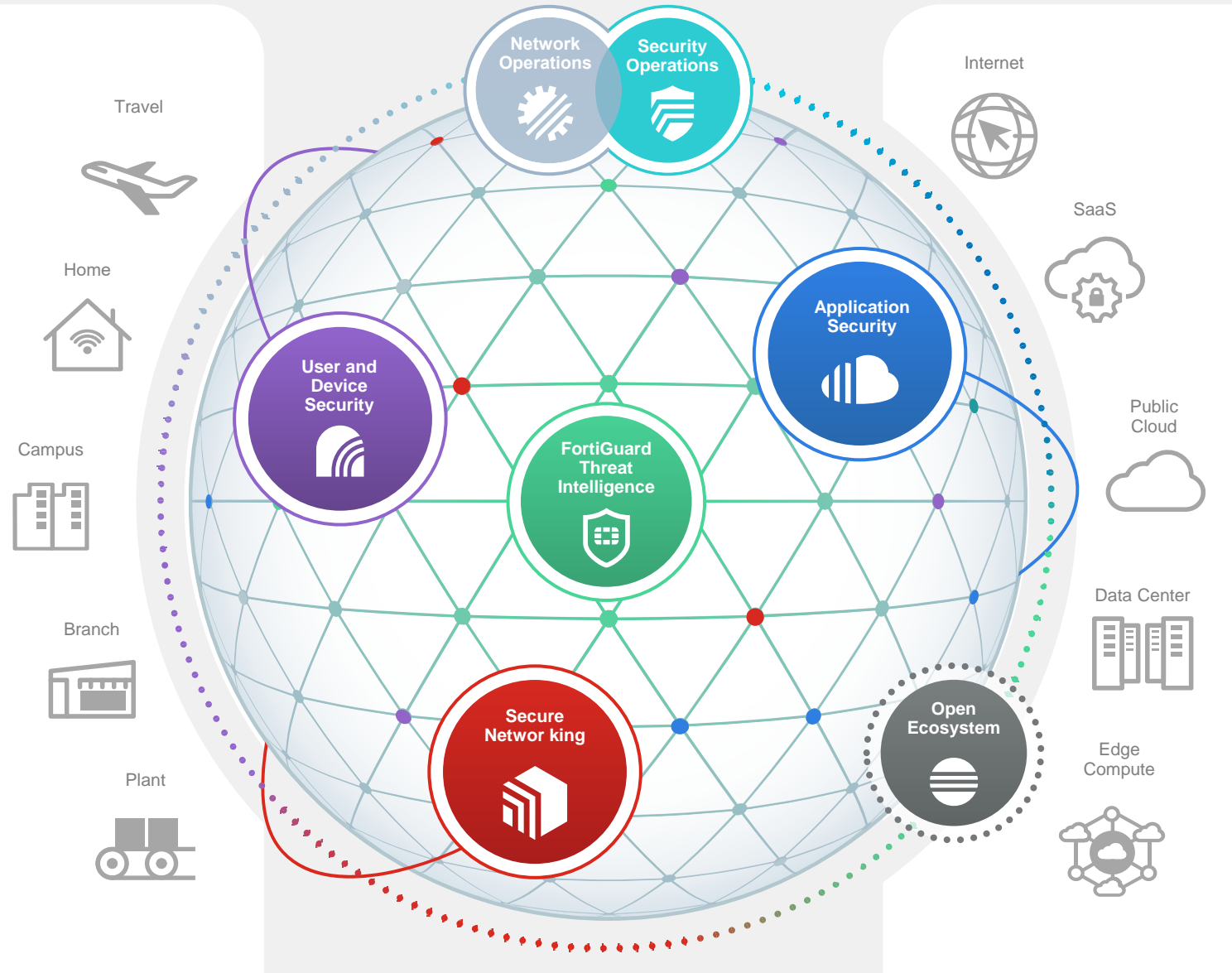
visibility and protection of the entire digital attack surface to better manage risk

## Integrated

solution that reduces management complexity and shares threat intelligence














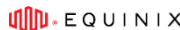











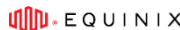











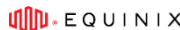












## Automated

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



# Maximize your existing investments

Fortinet integrates with 500+ security and networking solutions

 <p><b>Fabric Connectors</b></p>	<p>Fortinet-developed deep integration automating security operations and policies</p>	          					
 <p><b>Fabric APIs</b></p>	<p>Partner-developed integration using Fabric APIs providing broad visibility with end-to-end solutions</p>	<table border="1"> <tr> <td data-bbox="876 551 1098 773"> <p>OT/ IoT</p>    </td> <td data-bbox="1105 551 1498 773"> <p>FinServ</p>       </td> <td data-bbox="1505 551 1837 773"> <p>Healthcare/ Life Sciences &amp; Pharma</p>    </td> <td data-bbox="1844 551 2099 773"> <p>Retail</p>    </td> <td data-bbox="2107 551 2410 773"> <p>SLED</p>    </td> </tr> </table> <p>+300 other Fabric-Ready Partners</p>	<p>OT/ IoT</p>   	<p>FinServ</p>      	<p>Healthcare/ Life Sciences &amp; Pharma</p>   	<p>Retail</p>   	<p>SLED</p>   
<p>OT/ IoT</p>   	<p>FinServ</p>      	<p>Healthcare/ Life Sciences &amp; Pharma</p>   	<p>Retail</p>   	<p>SLED</p>   			
 <p><b>Fabric DevOps</b></p>	<p>Community-driven DevOps scripts automating network and security provisioning, configuration, and orchestration</p>	         					
 <p><b>Extended Ecosystem</b></p>	<p>Integrations with other vendor technologies &amp; open systems</p>	    					



Figures as of Dec 1, 2022

Note: Logos are a representative subset of the Security Fabric Ecosystem

# Vendor Consolidation

Organic development has a huge advantage over M&A in vendor and function consolidation

## Endpoint Vendors

### Trellix



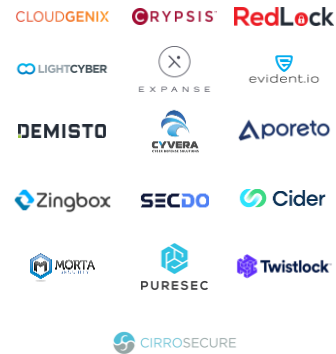
### Symantec



Result – Multiple Platforms

## Network Security Vendors

### Palo Alto

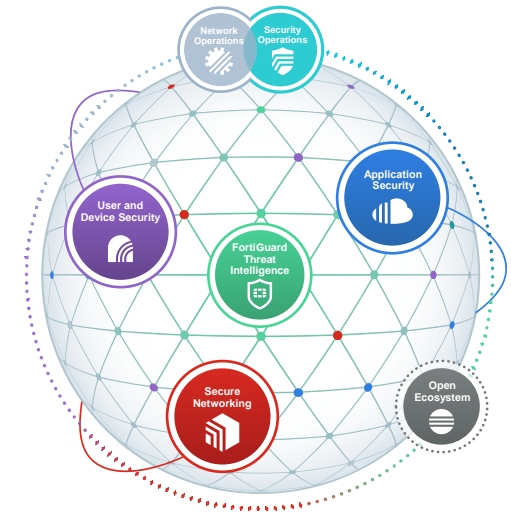


Result – Multiple Platforms

### Cisco



## Organic Approach

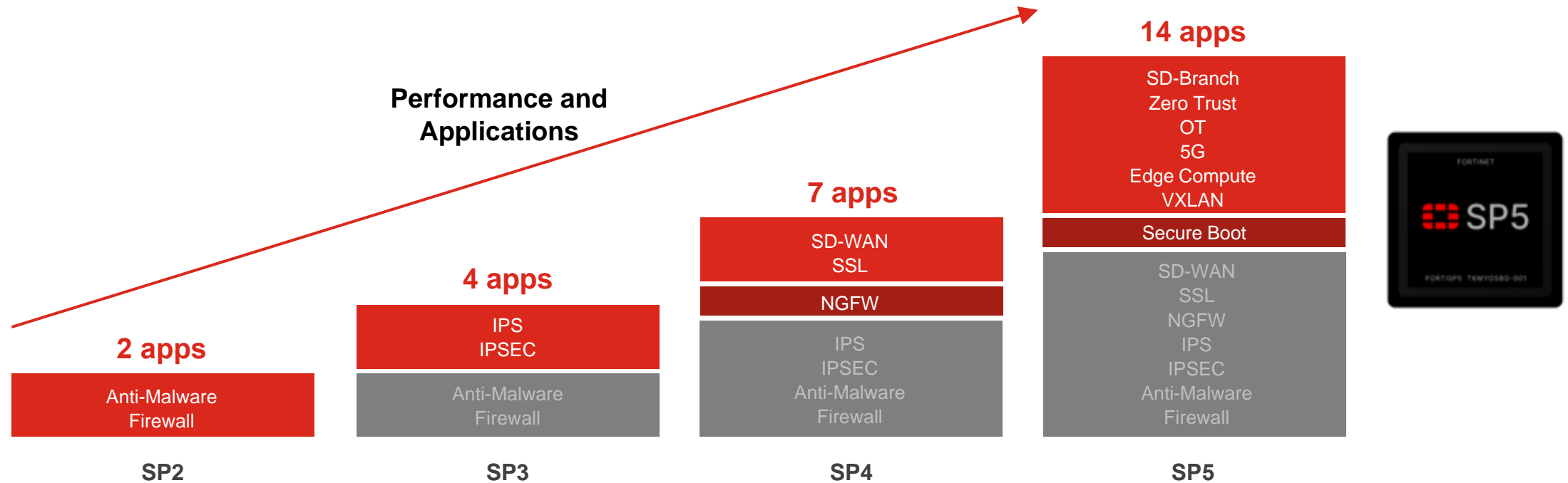


Result – One Platform



# Application-Specific Design & Multi-Core Processors

FortiSP5 concurrently supports 2x more applications than the previous generation



# Security Compute Rating

Huge performance and power efficiency advantage

## Recent FortiGate Releases

Specification	Fortinet Average	Security Compute Rating	Industry Average
Firewall (Gbps)	643.0	9.0X	74.6
NGFW (Gbps)	29.5	1.4X	20.6
IPSec VPN (Gbps)	215.0	14.1X	15.2
Threat Protection (Gbps)	28.1	2.0X	16.0
SSL Inspection (Gbps)	23.4	5.5X	4.3
Concurrent Sessions	408M	31.2X	13M
Connections per Second	5.9M	14.3X	414K

Energy Consumption	FortiGate 1000F	Energy Efficiency	Industry Average
Watts / Firewall Throughput	2.06W	6.0X	12.46W
Watts / IPVPN Throughput	7.42W	6.9X	51.5W
BTU / h per Firewall Throughput	6.2 BTU	6.5X	40.45 BTU

Based on New FortiGate 4800F, 3000F, 1000F, 600F and 400F Series.



# Large Global Network of Trusted Advisors

Over 94,000 partners that customers can rely on



## Global Partners

390+ partners supporting global  
2,000 customers



## Focus Partners

5,100+ partners with technical  
certifications supporting enterprise,  
mid-market & SMB customers



## System Integrator

36,700+ SIs with deep industry  
experience driving secure digital  
transformation



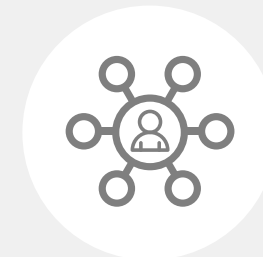
## Service Provider

1,850+ partners delivering managed  
security and networking services



## Cloud Providers

430+ cloud partners, with support  
across all major cloud providers



## Distributors

290 distributors worldwide  
ensuring partner success



**FORTINET®**