ENGINEERED FOR TELEWORKER SECURITY AT SCALE

Enterprise and Service Provider Solutions

Cloud
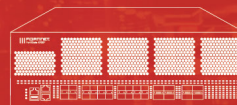
- FortiGate VM
- FortiMail
- FortiWeb
- FortiCASB
- SD-WAN

Data Center

- FortiGate
- SD-WAN

New NP7-powered FortiGate 4200F series

SECURITY COMPUTE RATING

- **8x** Firewall
- **10x** IPsec VPN
- **5x** SSL Inspection
- **14x** Concurrent Sessions
- **15x** Connections per Second

… vs. industry average

SD-Branch

- FortiGate
- FortiExtender
- FortiAP
- FortiSwitch
- FortiClient
- SD-WAN

Teleworker

- FortiGate
- FortiClient
- SD-WAN

Campus HQ

- FortiGate
- FortiAP
- FortiSwitch
- FortiClient
- SD-WAN

Mobile Users

- FortiClient

FORTINET®

Q2 2020

![FORTINET]

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 and SD-WAN, switching and wireless access, network access control, authentication, public and private cloud security, endpoint security, and AI-driven advanced threat protection solutions for carriers, data centers, enterprises, and distributed offices.

CAGR 47% $2.6B

BILLINGS
2002 — 2019
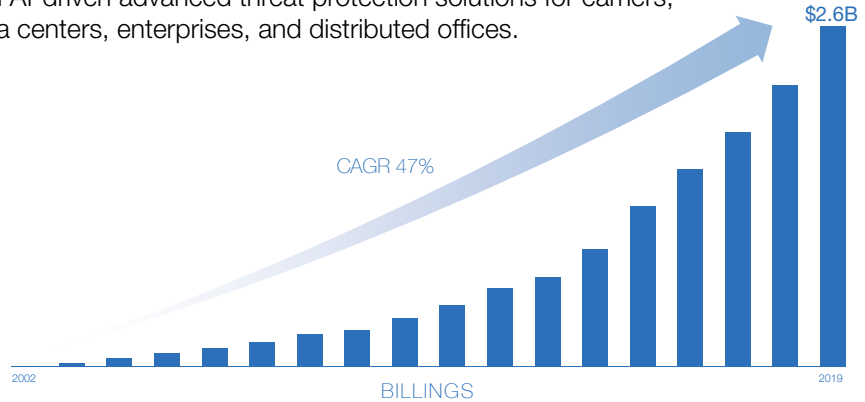
Share Price Performance

|	1-year	3-year	5-year	Since IPO*
FTNT Rank	1st	1st	1st	1st
FTNT	20%	164%	189%	1,519%
CHKP	(21)%	(2)%	23%	203%
PANW	(32)%	46%	12%	290%

Share price performance through March 31, 2020. Source: FactSet
* FTNT IPO on 11/18/2009 at $6.25 (split adjusted); PANW IPO on 7/20/2012 at $42. CHKP performance from FTNT IPO date.

Steadily Improved Operating Margins

Non-GAAP Operating Margin - Trailing Four Quarter Average

Q1 2020 Non-GAAP Operating Margin: 22.3%
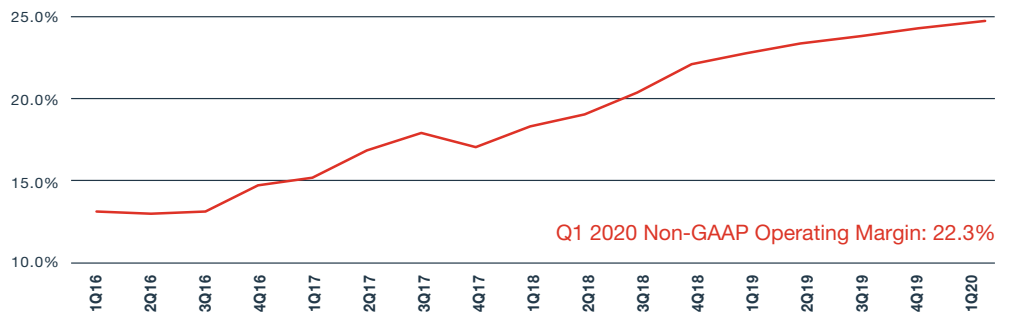
Source: Company data.

Q1 2020 Financial Spotlight:

Strong total revenue growth of 22% Y/Y, driven by a 24% Y/Y increase in service revenue

Revenue by Region Q1 2020
- APAC 20%
- Americas 42%
- EMEA 38%

FortiGate Billings by Segment Q1 2020
- Mid-Range Appliances* 44% — Enterprises
- High-End Appliances 31% — Large enterprises & telcos/ service providers
- Entry-Level Appliances* 25% — SMBs, branch offices, and retail

Employee Cost by Region Q1 2020
- APAC 14%
- EMEA 27%
- Americas 59%
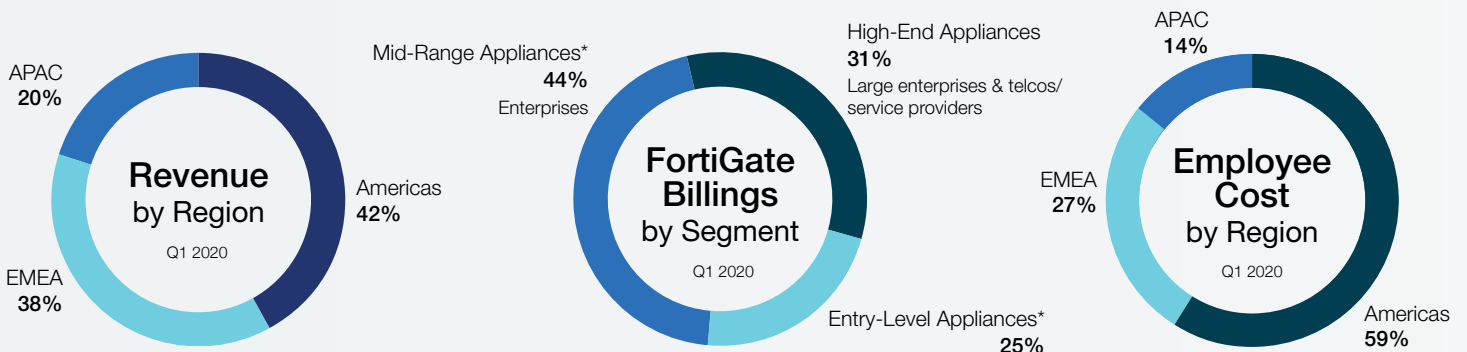
* FortiGate 100 series revenue now classified as Mid-range

#1
Most Deployed Network Security

~30% of all FW/UTM appliance shipments

Source: IDC Worldwide Security Appliance Tracker, April 2020 (based on annual unit shipments of Firewall, UTM and VPN appliances)

IDC
Analyze the Future

FORTINET

Cisco

Check Point

Palo Alto Networks
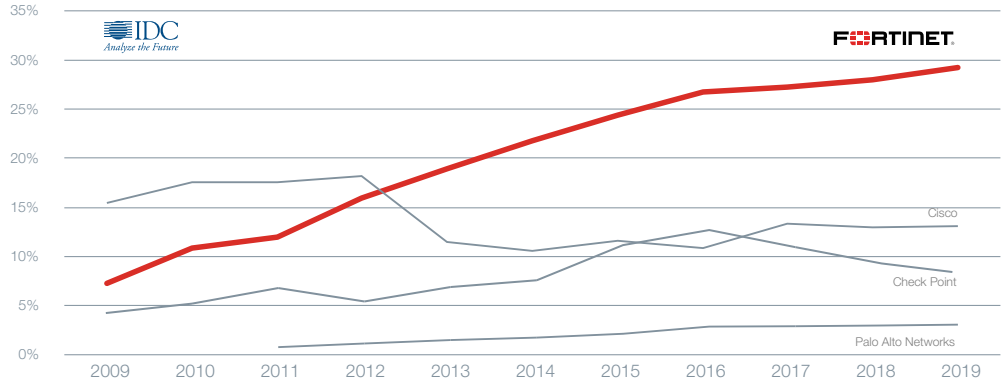
Source: IDC Worldwide Security Appliance Tracker, April 2020 (based on annual unit shipments of Firewall, UTM, and VPN appliances)

#1
Network Security Innovator
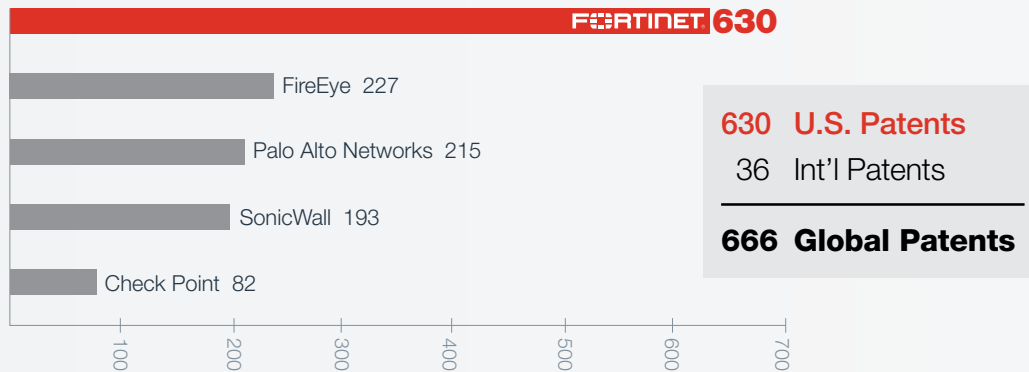
3X more patents than comparable Network Security companies

Source: US Patent Office, As of March 31, 2020

FORTINET 630

FireEye 227

Palo Alto Networks 215

SonicWall 193

Check Point 82

630 U.S. Patents
36 Int'l Patents

666 Global Patents

#1
Broadest Security Protection

From IoT to the Cloud

Source: Fortinet estimates based on recent analyst research. 2023 opportunity shown.

NETWORK SECURITY $24B

SECURE INFRASTRUCTURE $18B

IOT, OT & ENDPOINT SECURITY $11B

CLOUD SECURITY $7B

Total Addressable Market of $49B in 2020 grows to $60B by 2023
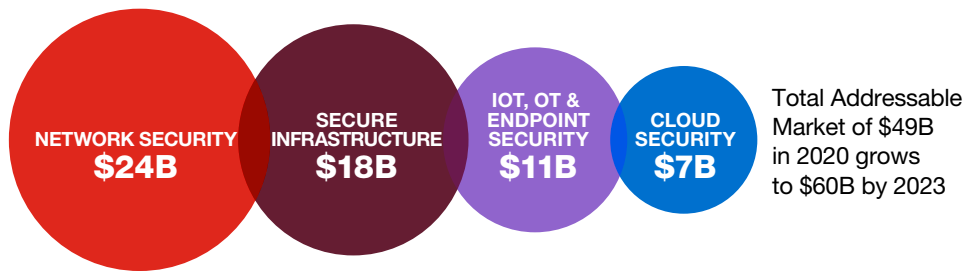
#1
Most 3rd Party Validations

NSS Labs, ISCA, VB and more

Source: NSS Labs most recent test results, as of April 27, 2020. See pages 10 and 11 for more details.

FORTINET 9

Palo Alto Networks 5

Check Point 3

Cisco 1

NSS LABS RECOMMENDED

NGFW	DCSG	AEP
NGIPS	BPS	WAF
DCIPS	BDS	SD-WAN

The Only Company to Excel at All Key Stages of Network Security

| Detection | Prevention & Remediation | Integration | Performance & Value |

100s of Companies | < 50 | < 5
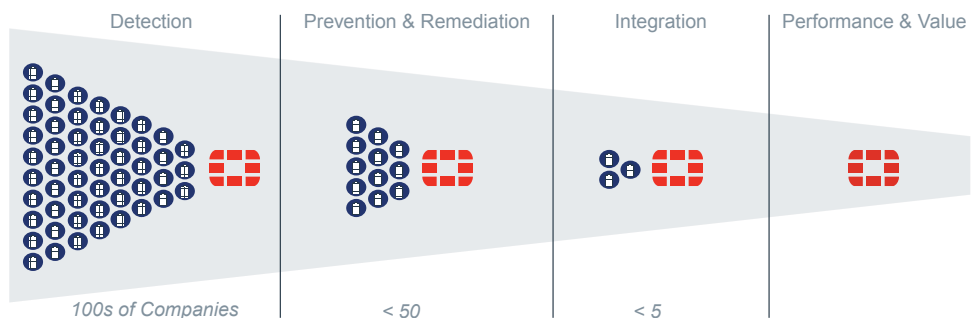
ENABLING
DIGITAL INNOVATION

Digital Innovation is Rapidly Expanding the Perimeter

5G **Internal Segmentation** **Hyperscale Cloud**

Smart Factory

Connected Car

IoT

Mobile

Endpoint

Access Edge **WAN Edge** **Traditional Perimeter**
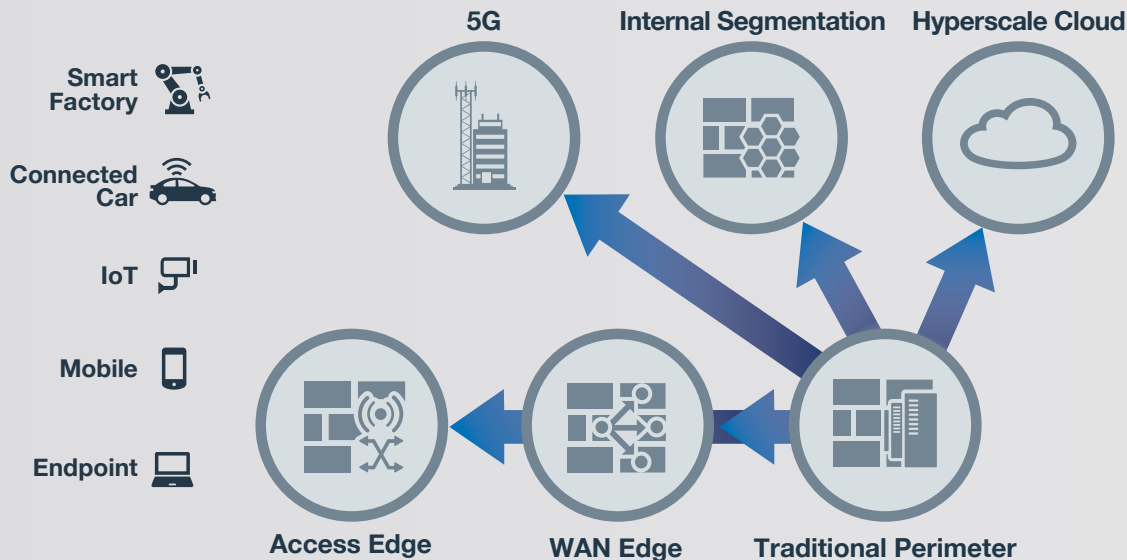
Today's perimeter is no longer easily defined. The data center was once your network's primary point of entry and exit, but now an explosion of new connected devices, 5G, and hyperscale cloud deployments have expanded the perimeter across the entire infrastructure.

Leading the Evolution of Network Security

1ST GENERATION
Connection
FIREWALL

2ND GENERATION
Content
NGFW/UTM

3RD GENERATION
Infrastructure
FABRIC

010011
10110
001101

1990   2000   2010   2020   2030
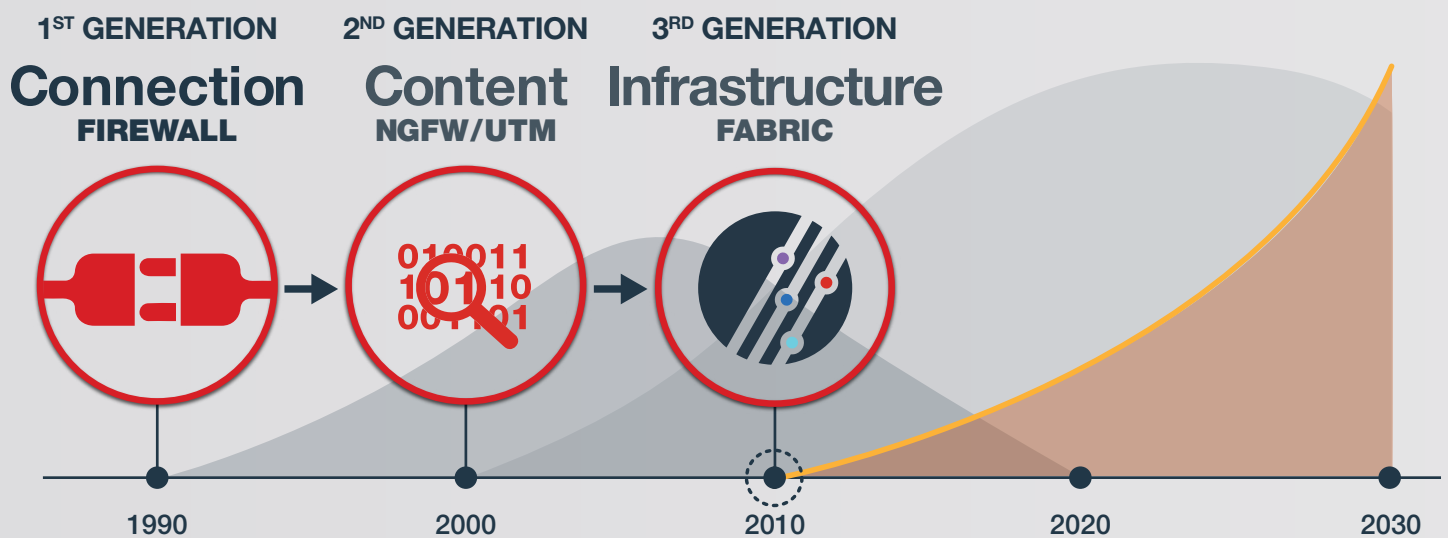
First-generation network security (stateful firewalls) focused on securing the connection, and, led by Fortinet, a second generation of network security (next-generation firewalls and UTMs) expanded inspection to the application and content. However, in order to secure today's digital innovations and the rapidly expanding and evolving perimeter, a third generation of network security is required: a broad, integrated, and automated security platform that provides end-to-end segmentation and protection for your data, users, and infrastructure everywhere.

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 of the entire digital attack surface to better manage risk

Integrated
solution that reduces the complexity of supporting multiple point products

Automated
workflows to increase speed of operations and response

Fabric Management Center

Network Access

Open Fabric Ecosystem

Secure WLAN/LAN

NGFW SD-WAN

Cloud Infrastructure

Endpoint

Applications

Security Operations
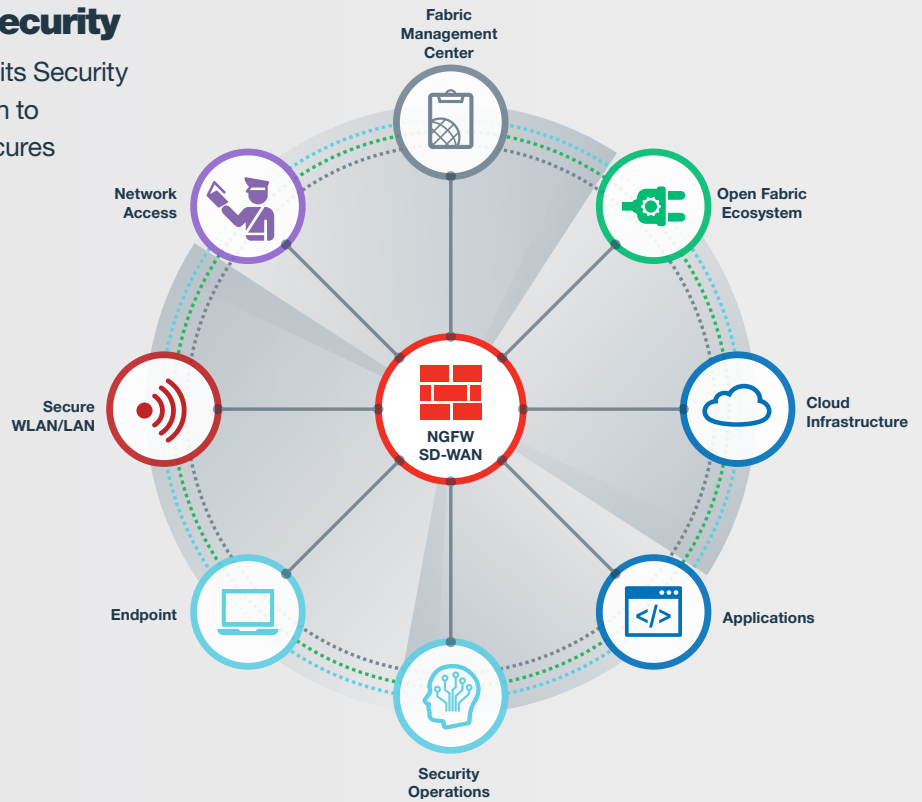
Complete protection across the digital attack surface

FortiNAC
Fabric Agent
Forti Authenticator

FortiAP
FortiSwitch
FortiExtender

FortiGate

FortiGate VM
FortiCWP

FortiWeb
FortiMail
FortiCASB
FortiADC

FortiClient
FortiEDR

FortiAnalyzer
FortiSandbox
FortiSIEM
FortiSOAR

FortiManager
FortiGate Cloud
FortiCloud

FortiGuard Services

Appliance

Virtual Machine

Cloud

Security-as-a-Service

Software
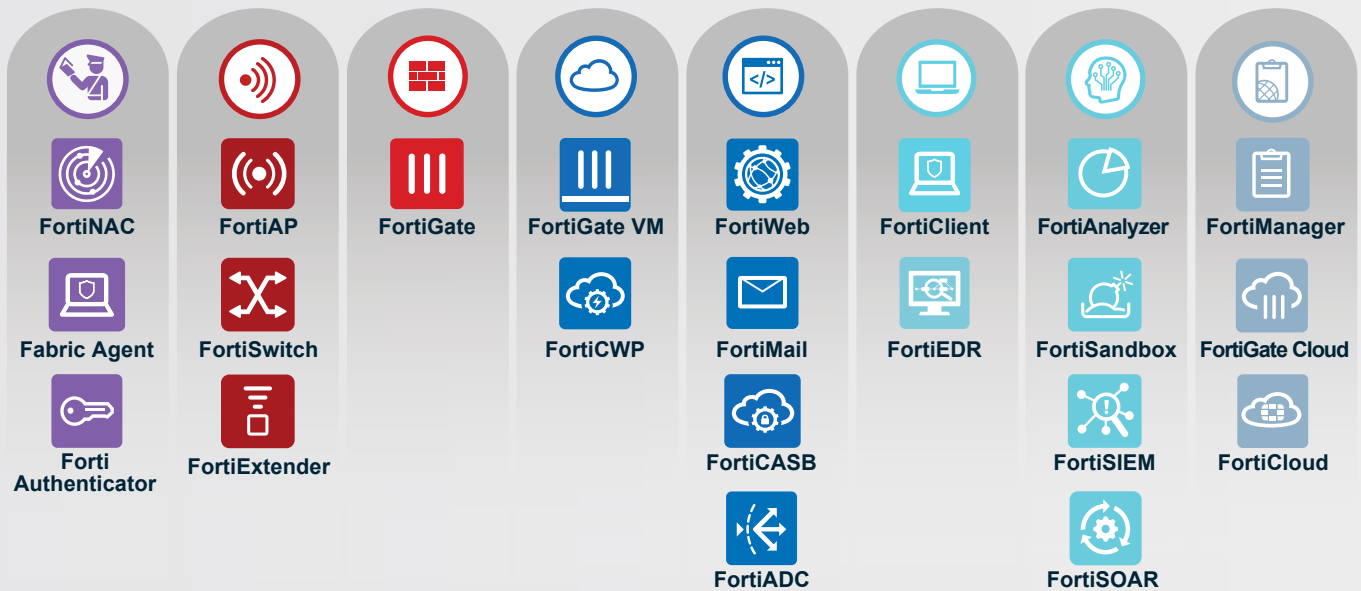
Network Security

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 and provides better user experience for business applications.

Chassis-based   5000 & 7000 Series

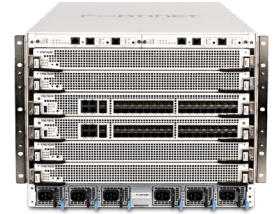|	
Form Factor	Expandable, modular chassis
Interfaces	10, 40, and 100 GE
FW(TP) Throughput	More than 1 Tbps (Up to 189 Gbps)
Special Features	Carrier class, NEBS, fully redundant

FortiGate 5144C

FortiGate 7060E

High-end Appliance   1000 – 4000 & 6000 Series

Form Factor	2RU – 5RU 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 2200E

FortiGate 6500F

Mid-range Appliance   100 – 900 Series

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

FortiGate 400E

FortiGate 600E

Entry-level Appliance   30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GE
FW(TP) Throughput	1 – 4 Gbps (150 Mbps – 700 Mbps)
Special Features	Wi-Fi, PoE, ruggedized

FortiGate 40F

FortiGate 60F

Virtual/Cloud Firewall

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

VM

Virtual Machine

New Product Spotlight—FortiGate 4200F

NP7-powered appliance provides unprecedented scale and performance for the data center

Feature / Performance	FortiGate 4200F*
Stateful Firewall	800 Gbps
IPsec VPN	280 Gbps
SSL Inspection	38 Gbps
Concurrent connections	400 Million**
Connections per Second	8 Million**
Interfaces	1G, 10G, 25G, 40G, 100G

NP7

CP9

- Provides massively scalable remote worker access
- Handles large event-based connection bursts
- Enables secure transfer of very large data sets with 100 Gbps elephant flows***
- Enables ultra-scalable segmentation via VXLAN acceleration
- Prevents volumetric attacks with hardware-accelerated anti-DDoS

*   An Fortinet initial test results. Subject to change
**   With purchase of optional license
*** An Elephant flow is a single session that consumes a large amount of bandwidth

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 are engineered to radically increase the speed, scale, performance, efficiency, and value of Fortinet solutions while greatly improving user experience, reducing footprint, and lowering power requirements. Security Compute Rating is a benchmark that compares the performance of Fortinet's purpose-built ASIC-based next-generation firewall (NGFW) appliance to comparably priced products from other NGFW and SD-WAN vendors that utilize generic processors for networking and security. The FortiGate 4200F, powered by Fortinet's NP7 security processor, enables the superior Security Compute Ratings as noted in the chart below.

Specification	FortiGate 4201F*	Industry Average***	Security Compute Rating	Palo Alto Networks PA-5260	Check Point Security Gateway SG-26000	Cisco Firepower FPR-4125	Juniper SRX5400*
Firewall	800 Gbps	96 Gbps	8x	64 Gbps	106 Gbps	80 Gbps	135 Gbps
IPsec VPN	280 Gbps	28 Gbps	10x	27 Gbps	40 Gbps	14 Gbps	30 Gbps
SSL Inspection	38 Gbps	8 Gbps	5x	N/A	N/A	8 Gbps	N/A
Concurrent Sessions	400 Million**	28 Million	14x	32 M	10 M	25 M	45 M
Connections Per Second	8 Million**	529 K	15x	450 K	550 K	265 K	850 K

Source: FortiGate results from Fortinet tests. Other vendor information from datasheets. N/A reflects that vendor does not publish performance specifications.
* Target performance metrics. Final performance metrics subject to change. Juniper's SRX5400E-B1-AC in non-power mode.
** With purchase of optional license
*** Industry average is calculated using comparably priced solutions from Palo Alto Networks, Check Point, Cisco, and Juniper.

Fortinet SPU-based Parallel Path Processing

CPU	Flexible Policy
NP7	Accelerates Network Traffic
CP9	Accelerates Content Inspection

Fortinet System-on-a-Chip

| SoC4 | Optimized for SD-WAN and 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, government organizations, and security vendor alliances, taking a leadership role to ensure the industry is effectively responding to emerging security risks worldwide.

Bundled and A La Carte Offerings	Application Control**	IPS	Advanced Malware Protection***	Anti-spam	Web Filtering	Industrial Security	IoT Security	Security Rating Service	FortiConverter Service	IP Address Management	FortiManager Cloud	FortiAnalyzer Cloud	SD-WAN Cloud-Assisted Monitoring Service	SD-WAN Overlay Controller VPN service	SD-WAN Orchestrator
360 Protection Bundle	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
Enterprise Protection bundle	x	x	x	x	x	x	x	x							
Unified Threat Protection bundle	x	x	x	x	x										
Adv. Threat Protection bundle	x	x	x												
A la carte services		x	x		x	x	x	x	x	x	x	x	x	x	x
	FortiGuard subscription services								**Operational & SD-WAN services**						

*Per many independent third-party tests. See pages 10-11 for more. ** Application Control comes standard with every FortiCare support contract.
*** Includes AV, Antibotnet, Mobile Security, Cloud Sandbox, Content Disarm and Reconstruction, and Virus Outbreak Protection.
The 360 Protection Bundle also includes upgraded Advanced Support Engagement (ASE) 24x7 support. Other bundles include standard 24x7 support.

Extensive Industry Cybersecurity Ecosystem

360+ Open Fabric Ecosystem Integrations

Fabric Connectors (12)
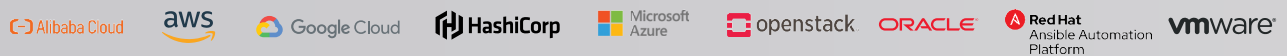Fortinet-developed deep integrations that automate security operations and policies

Alibaba Cloud · aws · aruba · cisco · Google Cloud · Microsoft Azure · ORACLE · servicenow · Symantec · vmware

Fabric APIs (161)
Partner-developed integrations using Fabric APIs that provide broad visibility with end-to-end solutions

ARISTA · ASAVIE · DELL · IBM · intel · Lenovo · Lightspeed Systems · SIEMENS Ingenuity for life · splunk> · TIGERA · tufin
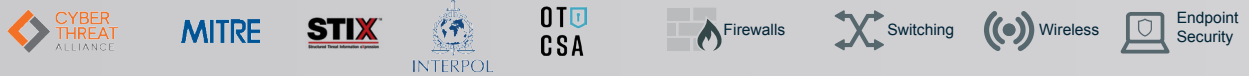
Fabric DevOps (9)
Community-driven DevOps scripts that automate network and security provisioning, configuration, and orchestration

Alibaba Cloud · aws · Google Cloud · HashiCorp · Microsoft Azure · openstack · ORACLE · Red Hat Ansible Automation Platform · vmware

Extended Security Fabric Ecosystem (200+)
Collaboration with threat sharing organizations and integrations with other vendor products

CYBER THREAT ALLIANCE · MITRE · STIX · INTERPOL · OT CSA · Firewalls · Switching · Wireless · Endpoint Security

Solution Spotlight: Secure SD-WAN

Best-of-breed SD-WAN and integrated NGFW capabilities for true WAN Edge transformation.

IaaS

Branch

SaaS Apps

SD-WAN FortiGate 61E

FORTINET
FortiGate 61E v6.0.4 GA Build 0231
SOFTWARE-DEFINED WIDE AREA NETWORK
NSS LABS
RECOMMENDED
JUNE 2019

Data Center
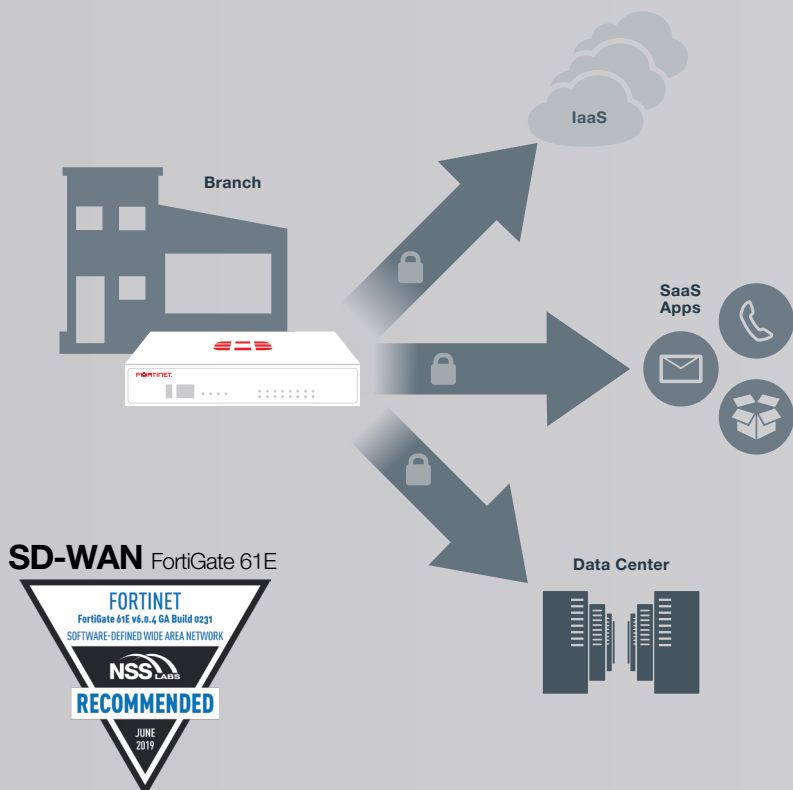
Products
- FortiGate Secure SD-WAN
- FortiManager & FortiAnalyzer

Key Features
- Application Identification and Steering
- WAN Path Remediation for Voice/VoIP
- Multi-Cloud and SaaS Optimization
- Intuitive Orchestration and Analytics
- In-Built Next-Generation Firewall

Benefits
- Consistent High User Experience
- Optimized Cloud Access
- Simpler, Automated Operations
- Better Security Posture at WAN Edge
- Reduced WAN costs

FortiCare

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

Premium RMA

SERVICES & SUPPORT SPOTLIGHT

360 Protection is a new support and service package that delivers advanced support, real-time network management, and a full suite of security and operational services.

FortiCare
- 24x7 FortiCare
  - Advanced Support Engagaement level

FortiGuard
- Enterprise Bundle level

Operational
- Cloud analytics/management
- SD-WAN related services
- FortiConverter

Training and Certifications

Fortinet NSE Certification Program

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **350,000** security certifications to date. Fortinet Authorized Training Centers (ATCs) deliver expert-level training in local languages in over **100** countries worldwide.

350,000+
CERTIFICATIONS

Fortinet Network Security Academy Program

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 **281** academies in **78** countries.

281
ACADEMIES

78
COUNTRIES

Expanded Free Cybersecurity Training

Fortinet has opened up our entire self-paced catalogue of advanced Network Security Expert training courses. The courses will be free for the remainder of 2020* to help address the rapidly evolving needs of organizations securing highly distributed and remote workforces.

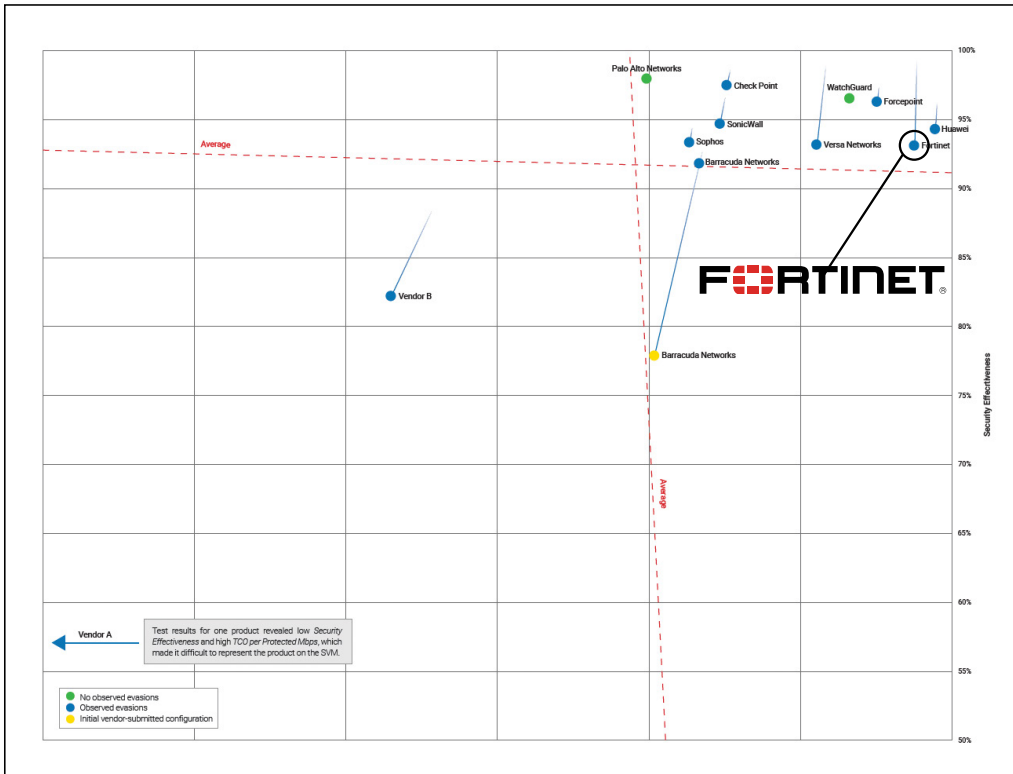|		
NSE 1 ASSOCIATE	**SECURITY ASSOCIATE** — PUBLIC Develop a foundational understanding of the ever-changing threat landscape and general network security concepts.	**NSE 5** ANALYST — PUBLIC* **ANALYST** Develop a detailed understanding of how to implement network security management and analytics.
NSE 2 ASSOCIATE	**SECURITY ASSOCIATE** — PUBLIC Discover the types of security products that have been developed to address the threat landscape that was explored in NSE 1.	**NSE 6** SPECIALIST — PUBLIC* **SPECIALIST** Develop an understanding of the Security Fabric products that augment FortiGate, providing deeper and more comprehensive network security.
NSE 3 ASSOCIATE	**SECURITY ASSOCIATE** Sales training for Fortinet employees and channel partners only.	**NSE 7** ARCHITECT — PUBLIC* **ARCHITECT** Develop the knowledge required to integrate Fortinet products into network security solution deployment and administration.
NSE 4 PROFESSIONAL	**PROFESSIONAL** — PUBLIC* Develop the knowledge required to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.	**NSE 8** EXPERT **EXPERT** Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.

* Self-paced courses in NSE 4-7 only, through 12/31/2020. Instructor-led courses, hands-on labs, and certifications are not included. Learn more about both programs at www.fortinet.com/support-and-training.html

Recommended IN 9 out of 9 NSS LABS Tests

Next-Generation Firewall Test (2019) FortiGate 500E

Chart labels: Palo Alto Networks, Check Point, WatchGuard, Forcepoint, SonicWall, Huawei, Sophos, Versa Networks, Fortinet, Barracuda Networks, Vendor B, Barracuda Networks, Vendor A, Average

Test results for one product revealed low Security Effectiveness and high TCO per Protected Mbps, which made it difficult to represent the product on the SVM.

Legend:
- No observed evasions
- Observed evasions
- Initial vendor-submitted configuration

Axis: Security Effectiveness (100%–50%)

- ■ "Recommended" 6th year in a row
  - ■ 99% Exploit Block Rate
  - ■ 100% Live Exploit Block Rate
  - ■ Best SSL Performance with least degradation
  - ■ Very low Total Cost of Ownership ($2 per Protected Mbps)

NGFW FortiGate 500E

FORTINET
FortiGate 500E v6.0.4 build 0231
NEXT GENERATION FIREWALL
NSS LABS
RECOMMENDED
JULY 2019

SD-WAN Test (2019) FortiGate 61E

Chart labels: Maximum Achievable in Test 4.53, Minimum Recommended 3.40

Silver Peak (951 Mbps), VMware (967 Mbps), Citrix (821 Mbps), Forcepoint (627 Mbps), Oracle (870 Mbps), Barracuda Networks (322 Mbps), Versa Networks (814 Mbps), Fortinet (893 Mbps)

Legend:
- Tested with protection against network-delivered exploitation features enabled
- Tested with protection against network-delivered exploitation features disabled
- No built-in protection against network-delivered exploitation features
- Maximum MOS score
- Average MOS score
- Minimum MOS score

NSS Labs was unable to measure the effectiveness and determine the suitability of products from two market leaders and therefore cautions against their deployment without a comprehensive evaluation.

Axis: Mean Opinion Score (MOS) (5.0–0.0), TCO per Mbps ($80–$0)

- ■ Second consecutive SD-WAN "Recommended" rating
  - ■ Lowest Total Cost of Ownership, 8X better than competitive offerings
  - ■ Deployment in under 6 minutes with Zero-Touch Provisioning
  - ■ Reliable Quality of Experience for Video and VOIP
  - ■ Best user experience in HA deployments
 - ■ In-built NGFW security

SD-WAN FortiGate 61E

FORTINET
FortiGate 61E v6.0.4 GA Build 0231
SOFTWARE-DEFINED WIDE AREA NETWORK
NSS LABS
RECOMMENDED
JUNE 2019

Unparalleled Third-Party Certification

Fortinet's Commitment to Social Responsibility

■ RECOMMENDED / CERTIFIED   ■ CAUTION   O UNDISCLOSED

	CERTIFICATION	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
1	**NSS** Next-Gen Firewall	■	■	O	■	O	X
2	**NSS** DC Security Gateway	■	X	■	■	■	X
3	**NSS** Next-Gen IPS	■	X	O	■	O	X
4	**NSS** DC IPS	■ ■	X	■	X	X	X
5	**NSS** Breach Detection	■	X	■	X	X	■
6	**NSS** Breach Prevention	■	■	■	■	■	X
7	**NSS** WAF	■	X	X	X	X	X
8	**NSS** Advanced Endpoint*	■	■	X	■	X	X
9	**NSS** SD-WAN	■	X	X	X	X	X
	ICSA ATD—Sandbox	■	X	X	X	■	X
	ICSA ATD—Email	■	X	X	X	X	X
	ICSA Network Firewall	■	■	X	■	X	X
	ICSA Network IPS	■	X	X	X	X	■
	ICSA Anti-malware Network	■	X	X	X	X	X
	ICSA WAF	■	X	X	X	X	X
	Virus Bulletin 100	■	X	X	X	X	■
	Virus Bulletin Spam	■	X	X	X	X	X
	Virus Bulletin Web	■	X	X	X	X	X
	Common Criteria	■	■	■	■	■	■
	FIPS	■	■	■	■	■	■
	UNH USGv6/IPv6	■	■	■	■	■	X

* Vendor products now receive a letter rating. Green here denotes a favorable "A" rating or better.   As of April 27, 2020

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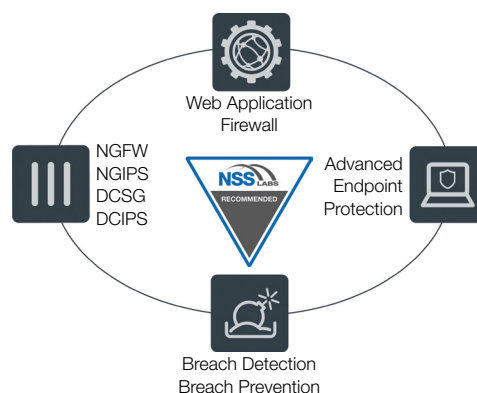
- NGFW & NGIPS
- DC Security Gateway & DCIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection and Prevention

Web Application Firewall

NGFW NGIPS DCSG DCIPS

NSS LABS RECOMMENDED

Advanced Endpoint Protection

Breach Detection Breach Prevention

In addition to our primary mission to innovate to make the world a safer and more secure place, Fortinet is committed to giving back to our constituents, by:

- Developing products that are energy- and space-efficient
- Providing a fair and safe place to work to our employees, a meritocracy with exceptional career opportunities
- Giving back to local communities from a charitable and service standpoint, and
- Ensuring strong corporate governance.

In response to the current global health crisis, we continue to take steps to secure our customers - including healthcare providers, educational institutions, and others - from increasing traditional security risks and new security risks arising from rapid changes in the way business is conducted.

Some of our actions in response to COVID-19 include:

- **Employees:** proper social distancing measures, remote telework policies, preventative sanitation measures, and more,
- **Customers and partners:** innovative, scalable built-in remote worker capabilities to ensure rapid protection for business continuity and secure remote working
- **Cybersecurity Training:** free online security training for our partners, customers and communities to help protect our end users, empower our ecosystem with security skills, and narrow the security skills gap
- **Charitable Commitment:** increased charitable matching funds to $2M, for non-profit organizations fighting COVID-19.

For more information:

www.fortinet.com/corporate/about-us/corporate-social-responsibility

www.fortinet.com/covid19-response

11

Featured Customer Stories

Batteries Plus Bulbs
Specialty Retailer in United States
Scope: Consolidate network and security operations with full visibility to protect 740 owned and franchise locations
Key Requirements: Provide secure SD-WAN capabilities, secure wireless access, PCI DSS compliance, intrusion prevention, antivirus, internal segmentation
Solution: Fortinet Secure SD-WAN, FortiAnalyzer, FortiAP, FortiManager VM, FortiGuard Services
Customer benefits realized:
- Full visibility of the entire security architecture from a single pane of glass
- Flexibility to bolster specific security elements in the future with integrated solutions
- Assured network performance at 740 stores due to Secure SD-WAN solution
- Scalability to meet future security needs
- Solution was cost neutral compared with prior solution while delivering vastly better performance and security

"Having a single provider gives us economies of scale, and we have the depth and breadth in our security architecture to provide protection from whatever comes along."

— Michael Lehman,
Vice President and CIO

Windstream Enterprise
A leading provider of advanced network communications and technology solutions, including SD-WAN, Managed Network Security and UCaaS solutions
Scope: Optimize and transform network and voice to meet the evolving demands of the cloud
Key Requirements: Industry-leading security including UTM features on SD-WAN devices and centralized management capabilities to enhance the WE Connect Portal digital experience, flexible connectivity and the Cloud Core network
Solution: FortiGate 30E, 50E, 60E, 200E and 500E, FortiManager, FortiAnalyzer
Customer benefits realized:
- Optimized application performance and prioritized mission critical applications
- Improved reliability to virtually eliminate downtime
- Increased visibility and control to manage the network
- Lowered TCO via cost-effective access-agnostic connections
- Increased workforce productivity

"Business customers are increasingly looking for security that is native to their WAN. The FortiGate SD-WAN technology is particularly attractive to the Enterprise and Mid-Market due to its security pedigree. It complements Windstream Enterprise's service portfolio and enhances our overall differentiated value proposition."

— Cardi Prinzi, Chief Marketing Officer
at Windstream Enterprise and Wholesale

HR Path
Global Leader in Human Resource Technology
Scope: Increase bandwidth and support cloud-based services securely for 1250 customers in 18 countries
Key Requirements: GDPR compliance, replace MPLS with secure SD-WAN, multi-cloud protection, simplified network management
Solution: FortiGate, FortiAuthenticator, FortiAnalyzer, FortiSwitch, FortiGuard Services
Customer benefits realized:
- €12,000 (US$13,000) per site annual infrastructure cost savings by replacing MPLS infrastructure with SD-WAN solution
- Projected 100% ROI in five years
- Enhanced security through improved visibility and control of all global ISPs
- Reduced risk of intrusion through identity and access management and integrated IPS
- Increased potential customer retention by meeting or exceeding their security standards

"We wanted to develop a process through which security would be an integral part of every IT project—rather than an add-on or afterthought."

— Sébastien Griet, Infrastructure Director

Alaska Airlines
5th Largest Airline in United States
Scope: Secure connectivity and data protection (including PCI data) for over 44 million passengers, 23,000 employees and 1200 flights daily
Key Requirements: Protect the e-commerce edge, data center and network, provide secure SD-WAN capabilities
Solution: FortiGate, FortiAnalyzer, FortiAuthenticator, FortiClient, FortiExtender, FortiManager, FortiSwitch, FortiWlfi, FortiGuard Services
Customer benefits realized:
- Ability to secure from the e-commerce edge to the data center
- Simplified configuration, management, authentication and reporting
- Ease of deployment and rollout to distributed locations

"We were already pleased with the performance of Fortinet's Next-Generation Firewalls in our data center and the protection they provide for employee access and authentication. We recently chose to leverage Fortinet's Secure SD-WAN capability because it provides superior security features in one simple offering. Fortinet helps us reduce complexity and gives us the single-pane-of-glass visibility across all our locations."

— Brian Talbert, Director, Network and
Connectivity Solutions

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

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