

# Getting Started Guide – CTAP for SD-WAN

## What Is It?

Cyber Threat Assessment Program (CTAP) for software-defined wide-area networking (SD-WAN) provides partners and their customers with a report detailing granular application, security, and utilization information related to existing infrastructure showcasing the need to invest in SD-WAN.

The Cyber Threat Assessment Program in a nutshell

- uses a FortiGate to monitor activity within a prospect's network
- collects logs for a few days and generates a report
- can be performed entirely remotely with a FortiGate VM
- helps decision-makers interpret impactful findings
- accelerates the sales cycle and helps close deals faster

## Why Run a CTAP for SD-WAN?

IDC reports SD-WAN is one of the fastest-growing segments of the network infrastructure market and will grow at a 30.8% compound annual growth rate (CAGR) between 2018 and 2023 to reach \$5.25 billion.<sup>1</sup>

For you, Secure SD-WAN assessments will help

- **accelerate** execution of customer SD-WAN projects
- **control** and manage your sales cycle
- **increase** your close rates (~80% conversion to sale)
- **expand** your conversation beyond security to include the networking team

## When To Use CTAP for SD-WAN

The assessments can be used in greenfield or renewal/upsell opportunities looking to evolve their cloud transformation.

### Target Titles

- Networking team in existing FortiGate and FortiManager customers
- CIO/Vice President of Networking (enterprise)
- Network Architect (enterprise)
- IT managers (midsize)
- Purchasing stakeholders

### Target Organizations

- Customers and prospects frustrated with their legacy router architecture and its lack of security and poor performance
- Any enterprise with multiple locations, including headquarters, branches, corporate data centers, colocation/hosting facilities, cloud providers, and more.

- Organizations leveraging outdated and costly WAN links (such as multiprotocol label switching [MPLS]) to backhaul all branch traffic through their headquarter data centers
- For large enterprises (>1,000 employees, \$500 million and above wallet spend)—almost half will use SD-WAN
- Mid-market \$249 million–\$499 million wallet spend
- All industry verticals

## How To Create a New SD-WAN CTAP Assessment

### 1 Step 1: Procure Hardware

- Purchase a “Not For Resale” FortiGate (normally a 61F or 400E)
- Certain U.S. partners may be able to request a unit via the CTAP portal (restrictions apply)

### 2 Step 2: Create Assessment

- After logging in to [ctap.fortinet.com](http://ctap.fortinet.com), click the “+New” button
- Select the “CTAP for SD-WAN” assessment type
- Fill in the form similar to an NGFW assessment (include customer, device, deployment details, and config file settings)

### 3 Step 3: Apply Config File to FortiGate & Deploy Unit

- Download and apply the config file to the FortiGate
- Once on-site, review the checklist PDF to configure cabling and get unit deployed

### 4 Step 4: Verify Logging by Checking Logs Indicator

- Go back to your dashboard in the CTAP portal; if logs are being collected, the Logs indicator will be green (or red if not)
  - If you run into any log collection issues, refer to the FAQ or contact [ctap@fortinet.com](mailto:ctap@fortinet.com) for more assistance

## Get More Information

[ctap.fortinet.com](http://ctap.fortinet.com) – Log in, then click on Help menu.

[partnerportal.fortinet.com](http://partnerportal.fortinet.com) – Log in, then click on CTAP menu (use your Partner Portal Credentials).

Email [ctap@fortinet.com](mailto:ctap@fortinet.com) if you have any questions.

<sup>1</sup> “SD-WAN Infrastructure Market Poised to Reach \$5.25 Billion in 2023, According to New IDC Forecast,” IDC, July 24, 2019.

## Get Started Today!

Visit the [Partner Portal Sales Tab](#) for:

- Co-brandable demand generation emails and assets
- Social media posts
- Solution briefs
- Customer presentations
- And more!

### STEP 1: Learn

**Watch this video to get quickly up to speed on CTAP for SD-WAN**

[Getting Started Video](#)

**Watch this webinar “Grabbing Your Share of SD-WAN: New FortiGate Additions, CTAP for SD-WAN” (October 2019):**

[On demand](#) or [download the slides](#).

[Assessment Type Guide](#)

[Partner Flyer](#)

### STEP 2: Promote

**Use these [assets and materials](#) to help you prospect for organizations who are looking at SD-WAN projects**

[Router Takeout Email](#)

[Pre-visit Worksheet](#)

[Prospecting Flyer](#)

[Solution Brief](#)

[Sample Report](#)

[Social Media Posts](#)

### STEP 3: Sell

**Successfully close more deals**

[Elevator Pitch](#) - Add these slides to your presentation as needed

[Pre-visit Worksheet](#)

[Data Privacy Notice](#)