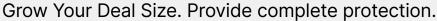
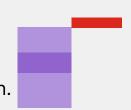


Partner Pipeline Toolkit







Your opportunity

Consolidated security across web, content, and devices with coordinated, proactive Al-powered threat intelligence



Market size: \$11.6B in 2023 with a 16.9% CAGR¹



Only 28% of organizations used security Al and automation extensively in their operations to improve their speed, accuracy and efficiency and with Fortinet's Al-powered FortiGuard Services, you can increase your average deal by 45%2

Channel Marketing assets



Presentation



Call script





Infographic

Network Security

FortiGuard Services

Fast and secure connectivity around the office and to the cloud with tightly integrated networking components



Market size: \$59.5B in 2023 with a 9% CAGR3



Partners who added Fortinet's Network Security solutions to their FortiGate sales saw an average revenue increase of 2.4x4











Email campaign



Cloud-delivered security and networking for hybrid workers



Market size: \$9.2B in 2023 with a 30% CAGR5



75% of respondents already have/are planning to adopt SASE by year-end 2024 or later6



Presentation



Infographic





Email campaign



Video

Endpoint Security



Protect users remotely and in the office with integrated endpoint protection



Market size: \$1.3B in 2022 with a 111% CAGR7



85% of organizations will have adopted a zero trust network access (ZTNA) approach by 2024, up from 10% in 20217



Presentation











1 Future Market Insights, Threat Intelligence Market Snapshot, Dec. 2022

2 Fortinet estimate based on the 2023 Fortinet Pricellist
3 Gartner, June 2023 - Forecast: Enterprise Network Equipment by Market Segment, Worldwide, 2021-2027, 2023 Update
4 Comparison between select partners who sold FortiGate only and those who sold FortiGate, FortiAP, FortiSwitch and FortiExtender in 2022
5 Gartner, Measuring the Market Opportunity for SASE Published July 24, 2023. Gartner forecast is through 2026, 2027 is modeled off of Gartner base and Fortinet estimates
6 Gartner, 2022 Strategic Roadmap for SASE Convergence, 2022
7 Gartner, Market Guide for Zero Trust Network Access, February 2023



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