Why Fortinet

EXCLUSIVE NETWORKS

FORTINET

Source: Why Fortinet Guide, Fortinet partner portal

#BFF
Be Forever Fortinet

Corporate Overview

Source: Why Fortinet Guide, Fortinet partner portal

WHO IS FORTINET?

Fortinet is a global leader in cybersecurity, delivering a broad, integrated and automated security fabric to enable customers to accelerate their digital journey.

$3.09B
FY2020 Billing
Financially Stable

28B+ Market Cap (as of 2.21.21)
Nasdaq: FTNT
S&P 500

BBB+ Baa1
Security Investment Grade Rating
Leading the Cybersecurity Industry

50
Integrated Fabric Products
Broadest Attack Surface Coverage

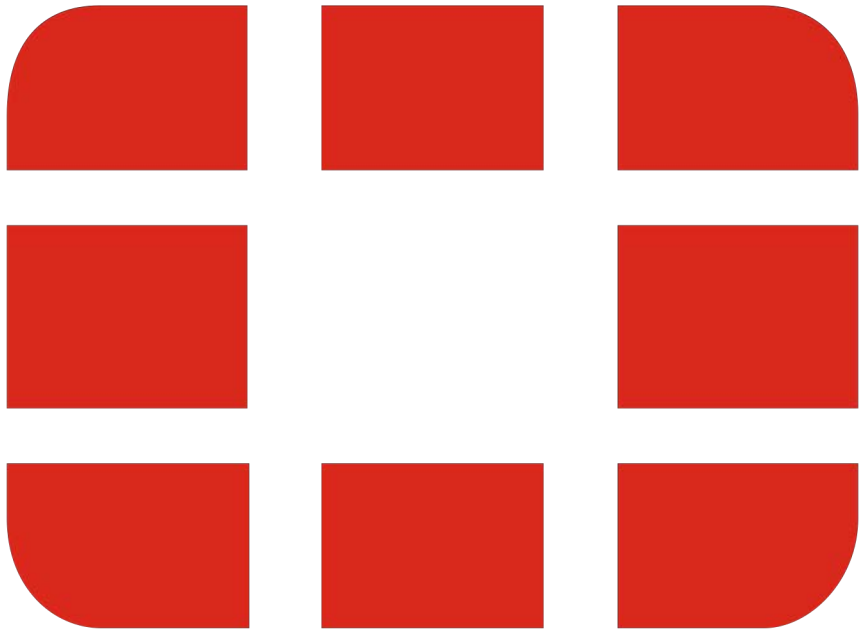
500,000+
Customers Worldwide
Massive Customer Input

600,000+
NSE Certifications
WEF Cybersecurity Founders

Source: Why Fortinet Guide, Fortinet partner portal

OUR VISION

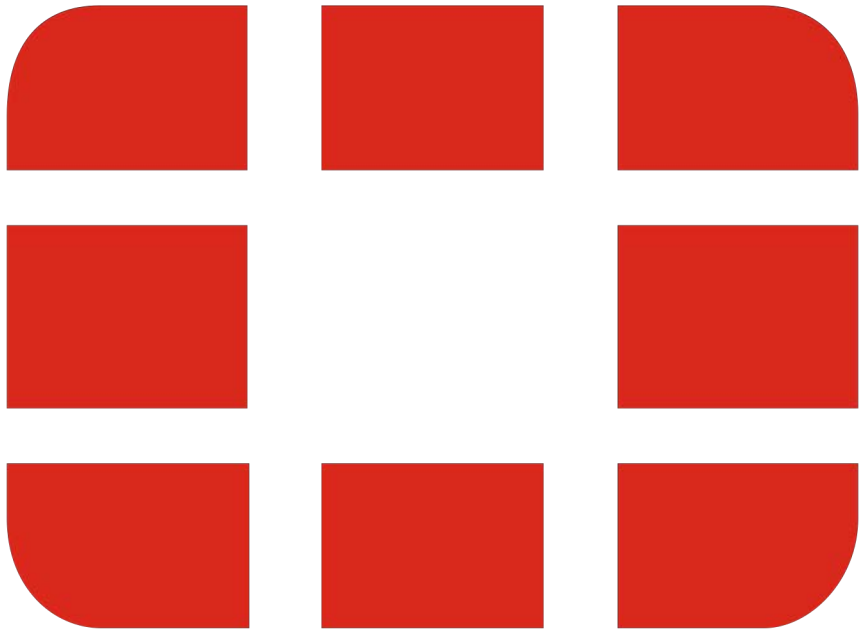
Making possible a digital world you can always trust



Source: Why Fortinet Guide, Fortinet partner portal

OUR MISSION

is to secure people, devices, and data everywhere



Source: Why Fortinet Guide, Fortinet partner portal

Fortinet is recognized as a Leader in 2 Gartner 2020 Magic Quadrant Reports:

Gartner®

Network Firewalls

WAN Edge Infrastructure

Fortinet is also recognized in **4** additional Gartner 2019/2020 Magic Quadrant Reports, including a wide range of technologies:

- Web Application Firewall
- SIEM
- Wired and WLAN
- Endpoint Protection Platforms*

And Fortinet is mentioned as a 'Vendor To Consider' in **2** additional Gartner 2020 Magic Quadrant Reports:

- Secure Web Gateway
- Indoor Location Services

And Fortinet is listed in **6** Gartner Market Guides

- IDPS
- Email
- NAC
- ZTNA
- OT
- SOAR

Source: Why Fortinet Guide, Fortinet partner portal

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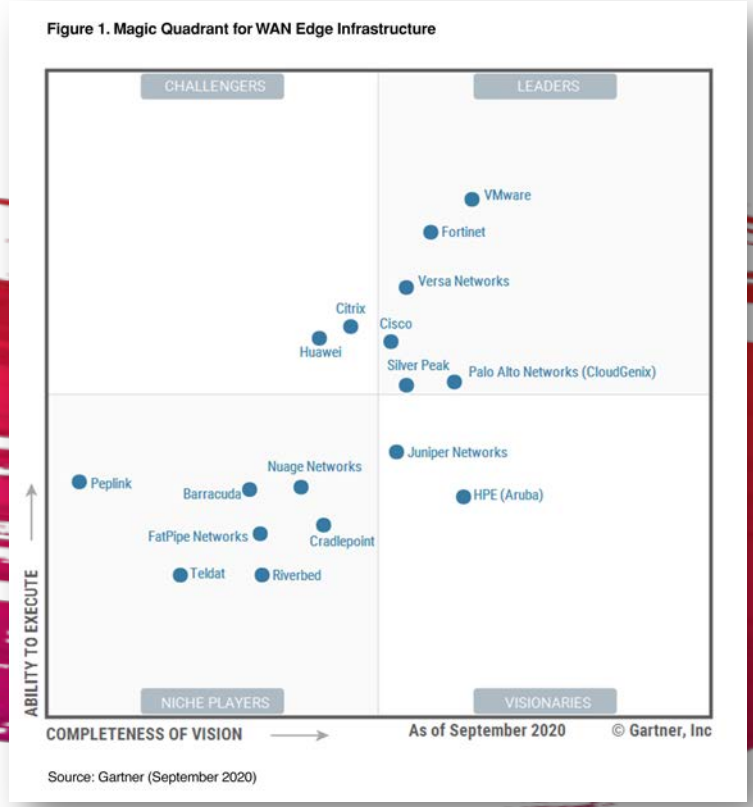
Recognized As a Leader for Network Firewalls and WAN Edge Infrastructure

2020 Magic Quadrant for Network Firewalls

Fortinet Recognized as a Leader

2020 Magic Quadrant for WAN Edge Infrastructure



Fortinet Recognized as a Leader

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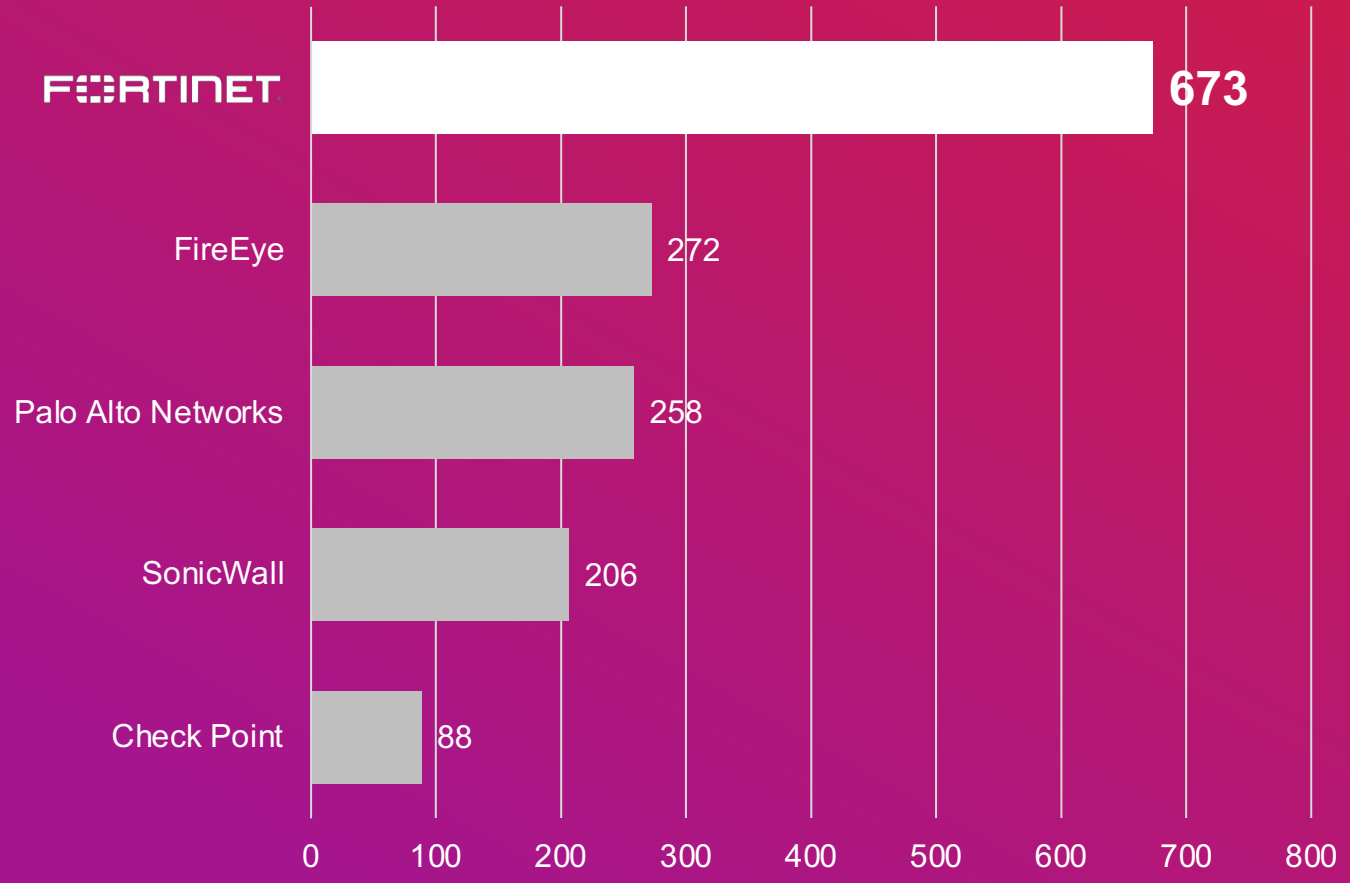
Source: Why Fortinet Guide, Fortinet partner portal

#1 Network Security Innovator

Nearly 3X US patents of the nearest comparable competitor



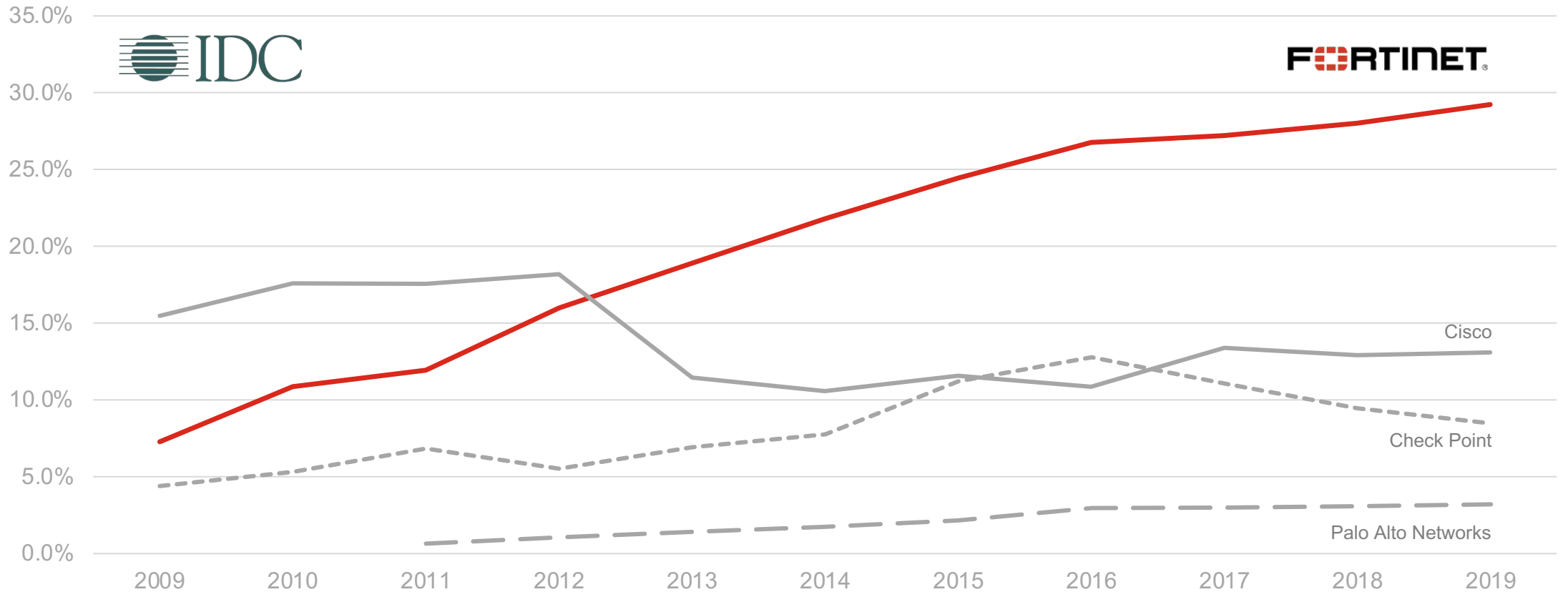
#1 Security Innovator

Competitor data based on patents issued as listed by the U.S. Patent and Trademark Office as of December 31, 2020

673	U.S. Patents
43	International Patents
716	**Global Patents**

Source: Why Fortinet Guide, Fortinet partner portal

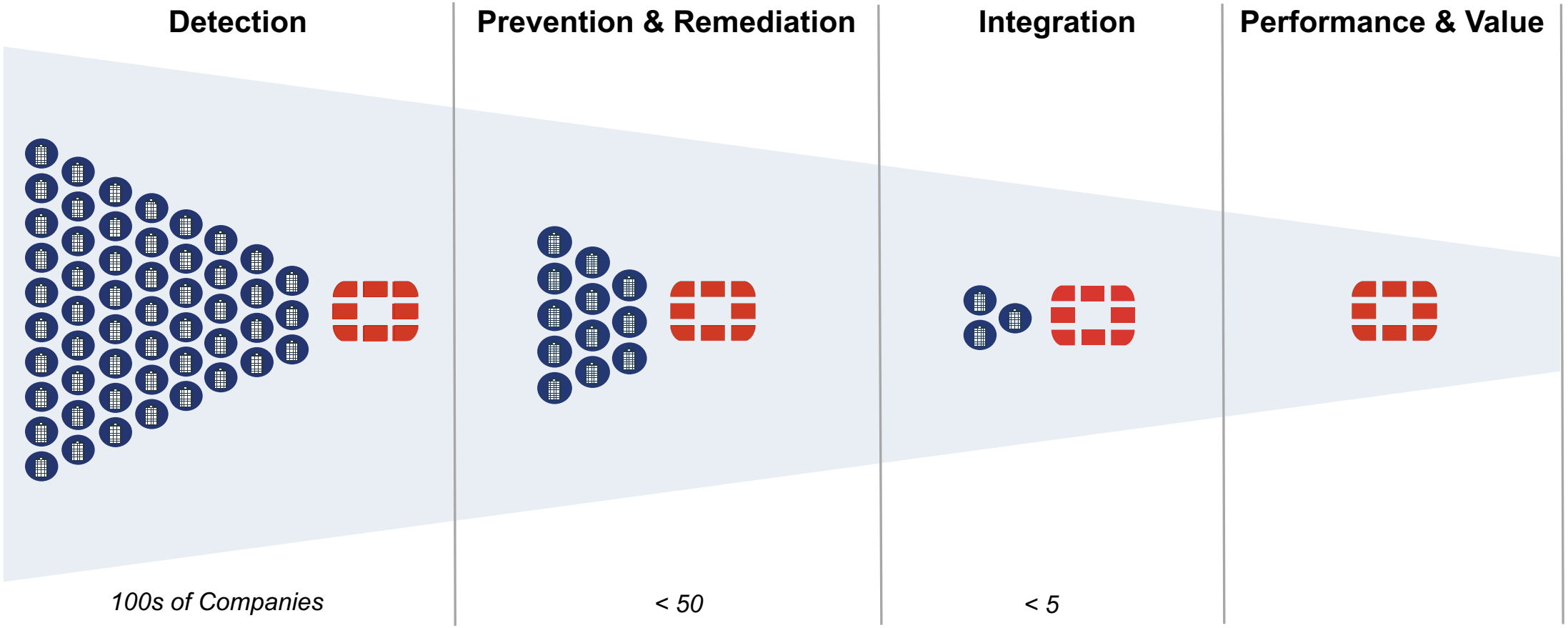
Fortinet - #1 Most Deployed Network Security Solution



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

Source: Why Fortinet Guide, Fortinet partner portal

Fortinet is the Only Company to Excel at All Key Stages of Network Security



Source: Why Fortinet Guide, Fortinet partner portal

Fortinet Security Fabric

Broad

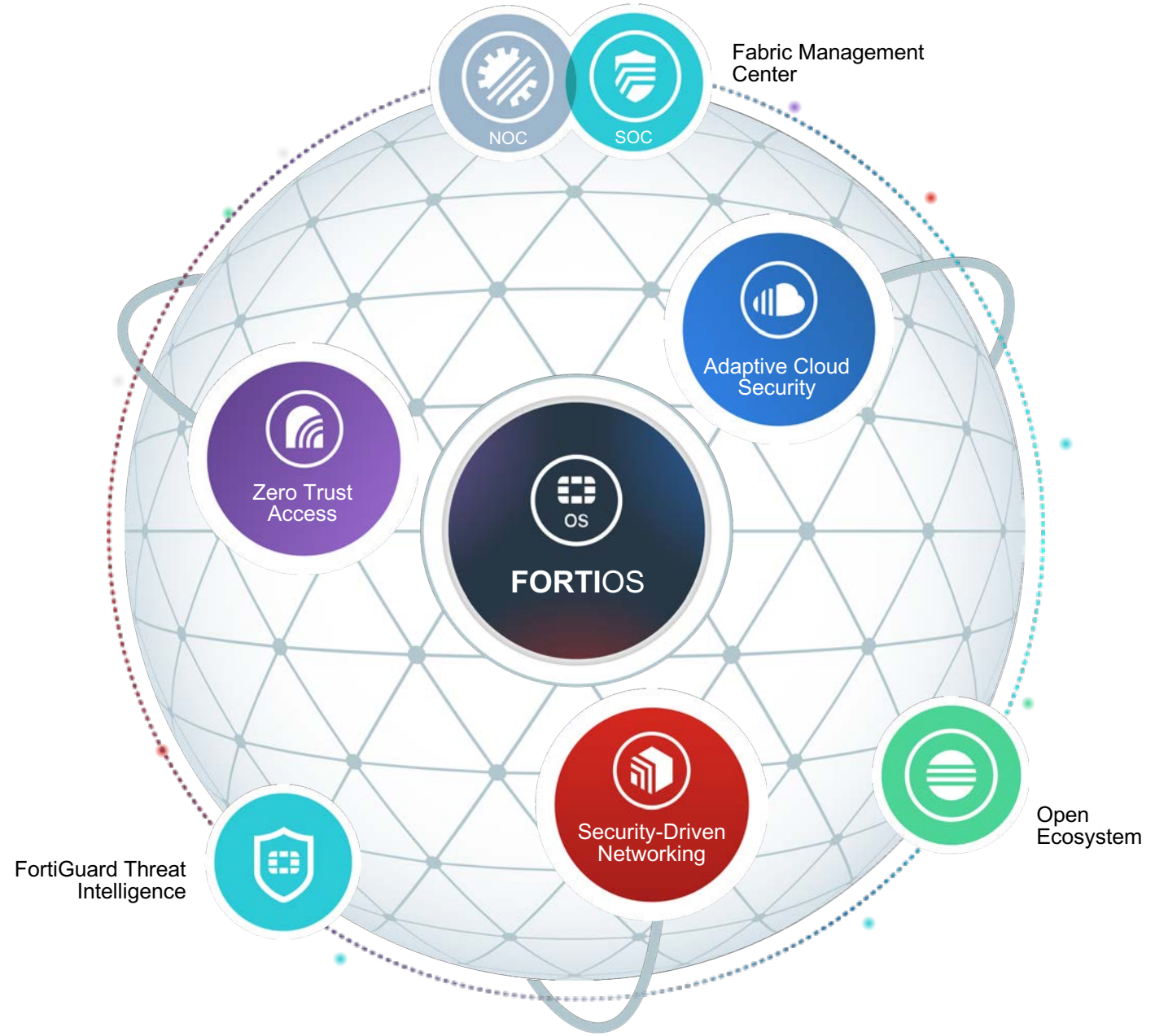
visibility and protection of the entire digital attack surface to better manage risk

Integrated

solution that reduces management complexity and shares threat intelligence

Automated

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



Source: Why Fortinet Guide, Fortinet partner portal

Digital Security, everywhere you need it.

FortiGuard Security Services

SOC & NOC

- Content Security
- Web Security
- Advanced SOC/NOC

User Security

- User Security
- Device Security

Fabric Management Center - SOC

Endpoint

- FortiEDR
- FortiXDR

Breach

- FortiSandbox
- FortiDeceptor
- FortiAI

Incident Response

- FortiAnalyzer
- FortiSIEM
- FortiSOAR
- FortiGuard MDR Service

Fabric Management Center - NOC

- FortiManager
- FortiCloud
- FortiMonitor

Open Ecosystem

- Connector
- Fabric API
- DevOps
- Extended Fabric Ecosystem

Zero Trust Access

- FortiClient
- FortiNAC
- FortiToken
- FortiAuthenticator

Security-Driven Networking

LAN Edge

- FortiAP
- FortiSwitch

WAN Edge

- FortiGate SD-WAN
- FortiExtender

DC Edge

- FortiGate
- FortiProxy

Cloud Edge

- FortiSASE
- FortiIsolator

Adaptive Cloud Security

Network

- FortiGate VM
- Cloud Networking
- FortiDDos

Platform

- FortiCASB
- FortiCWP
- AWS Native
- Azure Native

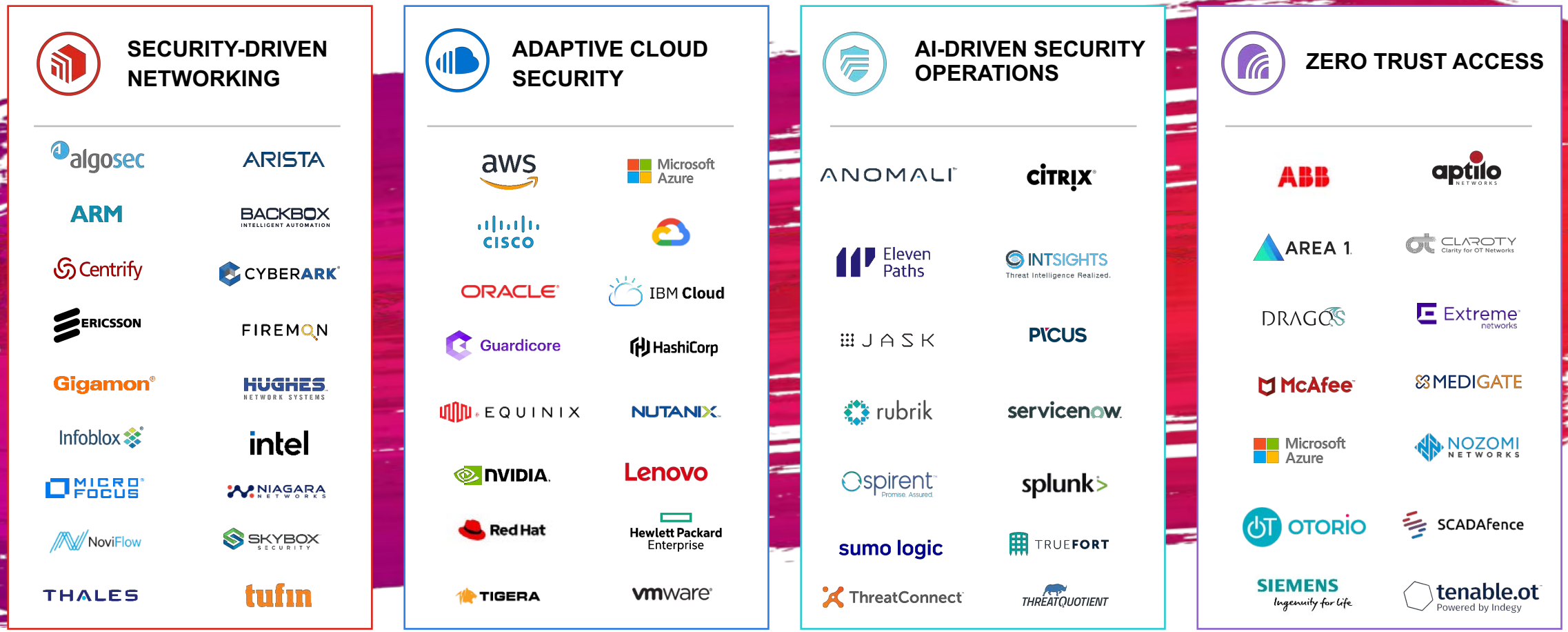
Applications

- FortiWeb
- FortiMail
- FortiADC
- FortiGSLB

Source: Why Fortinet Guide, Fortinet partner portal

Open Fabric Ecosystem

Best-in-class integrated solutions for comprehensive protection



400+ Ecosystem integrations to accelerate and secure digital innovation

Source: Why Fortinet Guide, Fortinet partner portal

Training Investment

No.1 Cybersecurity Training Program

Source: Why Fortinet Guide, Fortinet partner portal

A Technology and Learning Partner

Creating qualified professionals to close the cyber skills shortage

IT Awareness Program

Free set of tools for all customers to use via the Leaning Management System

Strategic Partnerships

Company imports NSE training curriculum into this training platform

Step	Level Objective
NSE 1	Foundation - Public
NSE 2	Solutions - Public
NSE 3	Products
NSE 4	Professional
NSE 5	Analyst
NSE 6	Specialist
NSE 7	Architect
NSE 8	Expert

600,000+
Certifications

350+
Security academies

100+
Countries with ATCs

Cyber Skills Partnerships

Source: Why Fortinet Guide, Fortinet partner portal

Journey to your 1st SMB Sale

Source: Why Fortinet Guide, Fortinet partner portal

Define 30-60-90 Days Plan

Follow Partner Portal Guidelines

First 30 Days

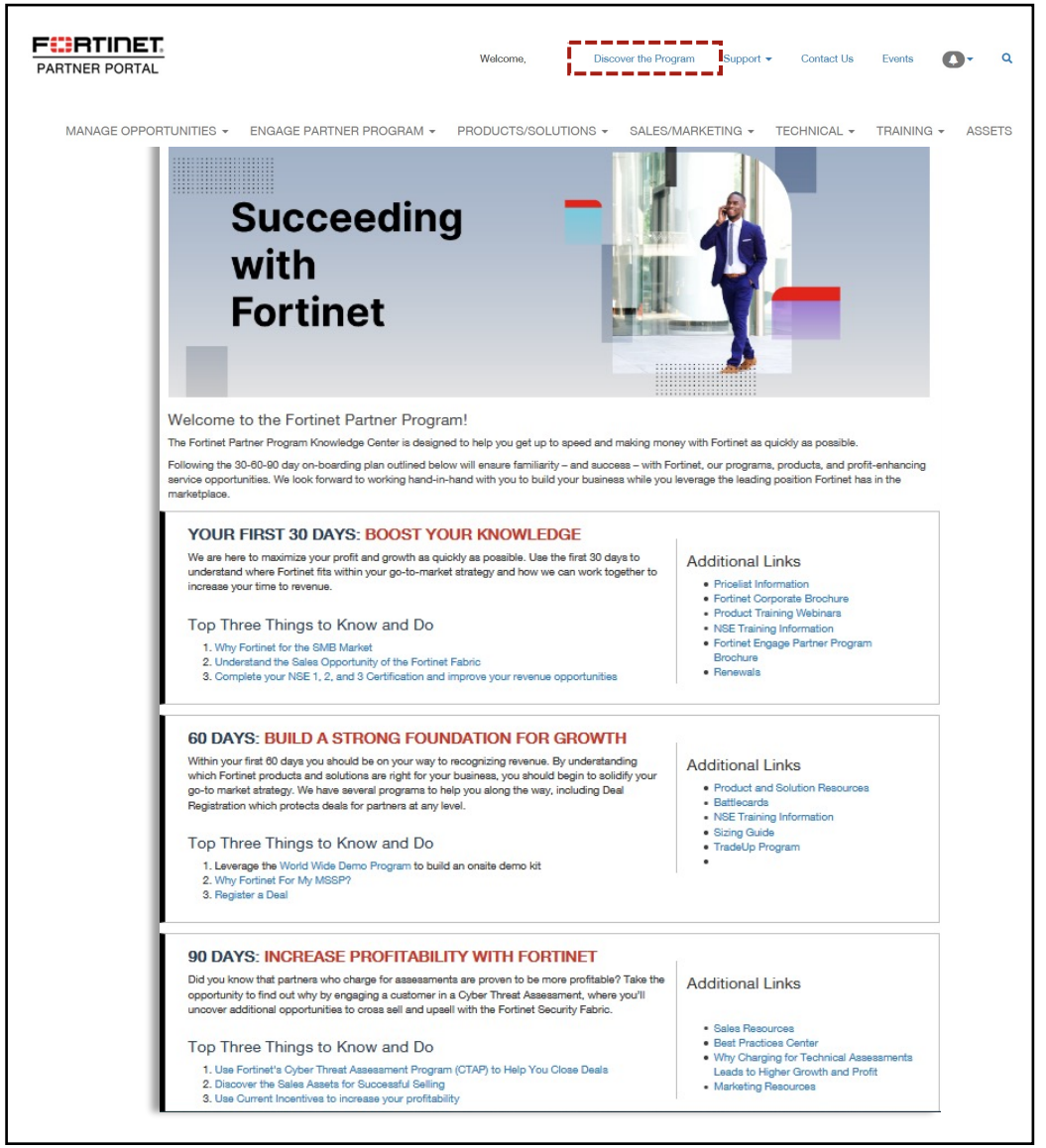
Why Fortinet
Sales Opportunities
NSE 1-2-3 Certif.
…

Within 60 Days

World Wide Demo Program
Why Fortinet for my MSSP?
Deal Registrations
…

Within 90 Days

Use CTAP
Successful Selling
Incentives
…



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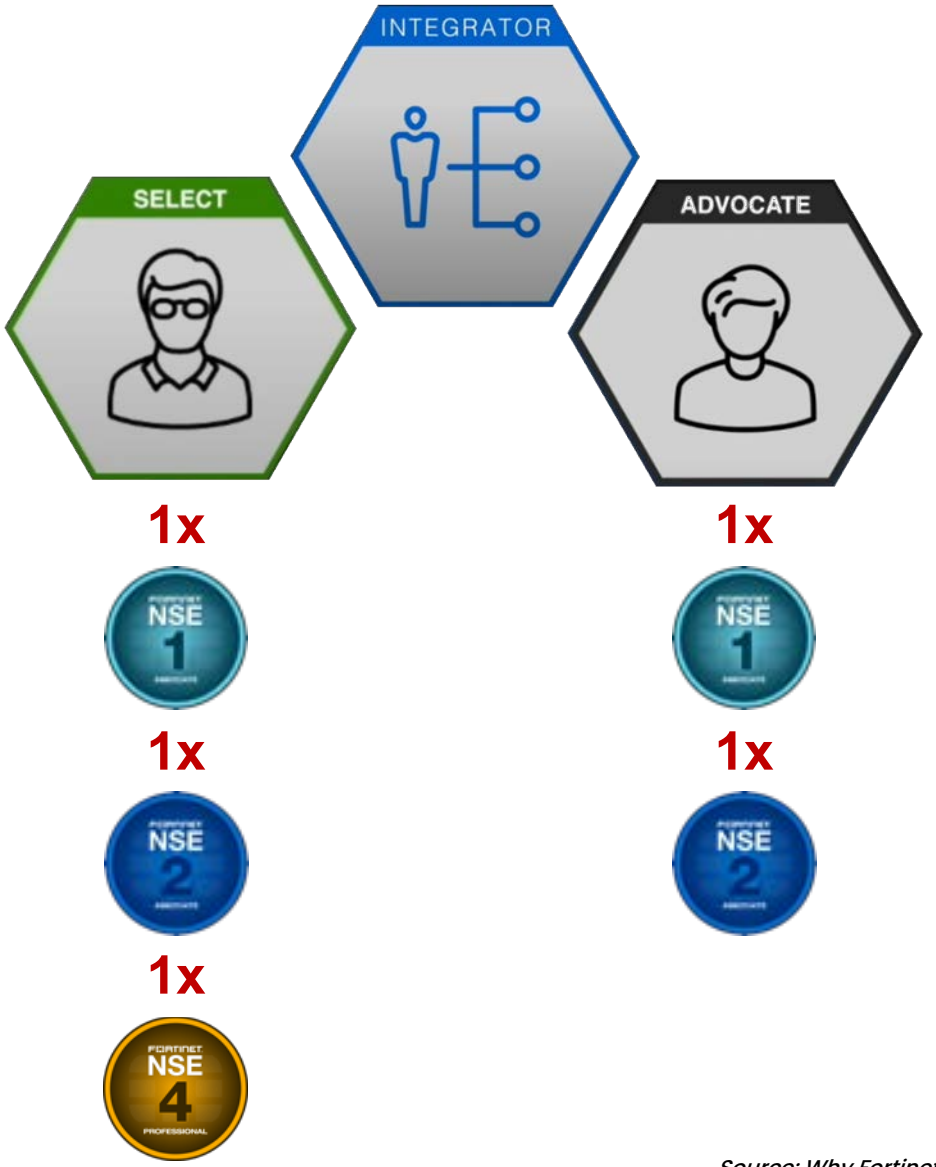
Certification



Certified partners

Multiply Revenue

By 5

Source: Why Fortinet Guide, Fortinet partner portal

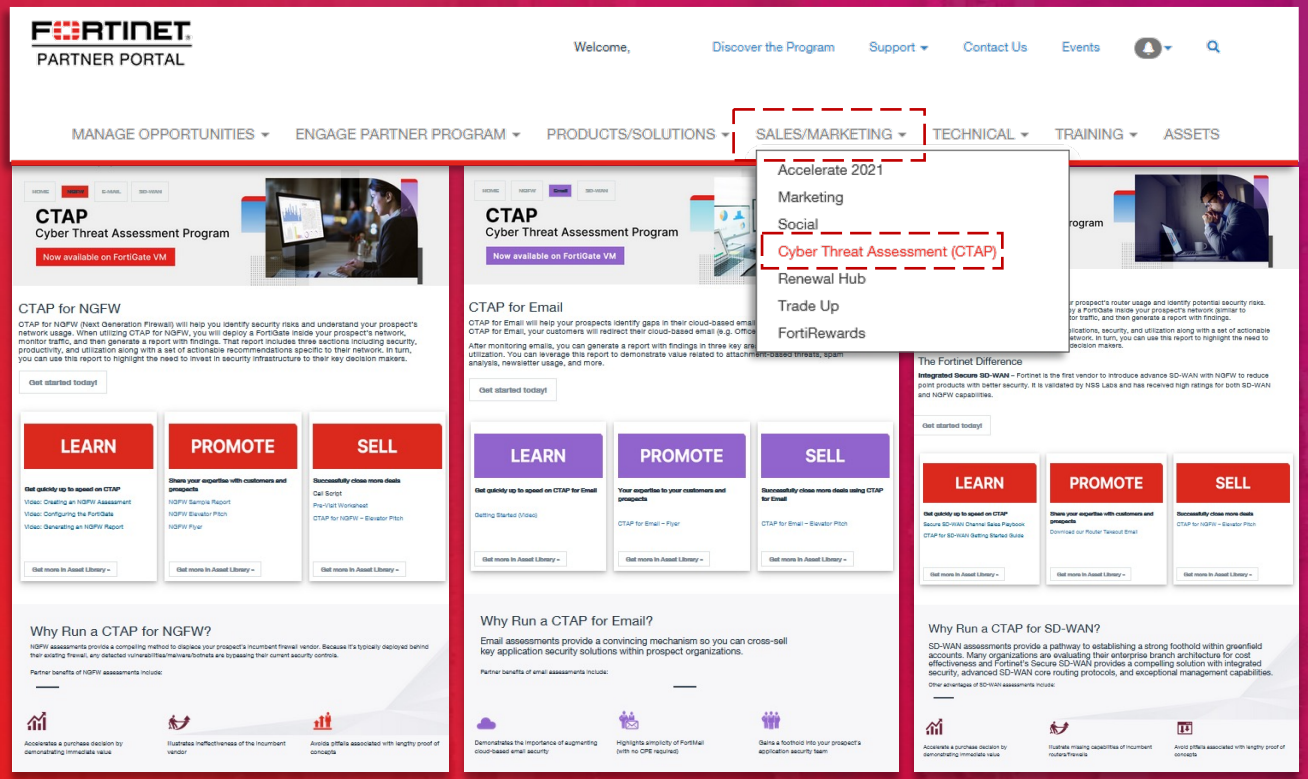
Fasten the sales Cycle: CTAP

Accelerate Purchase

Control Conversation

Become Trusted Advisor

Increase Close Rate to nearly 90%



Source: Why Fortinet Guide, Fortinet partner portal

Set CTAP as a Key Target of 90 Days Onboarding

Free assessment of your prospects network

Shorten the sales Cycle by 50%

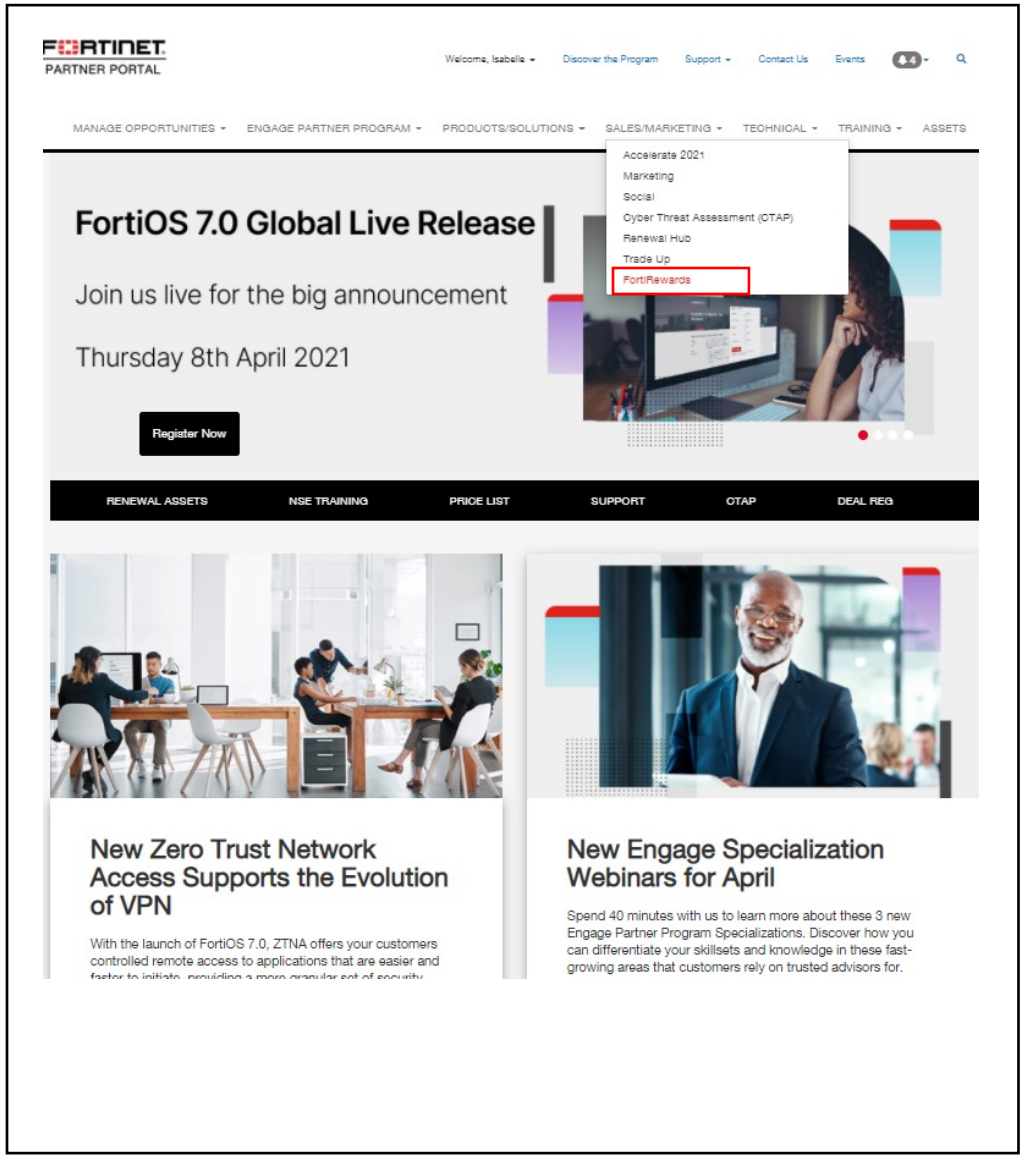
We reward your SMB Sales!

SMB BOOSTER

Earn UP TO 7 500 extra points by closing a SMB deal!

- Every $2,500* deal earns 1000 points ($100)
- Every $5,000* deal earns 2500 points ($250)
- Every $10,000* deal earns 5000 points ($500)
- Every $15,000* deal earns 7500 points ($750)

Source: Why Fortinet Guide, Fortinet partner portal



Go to www.exclusive-networks.com/fortinet-bff/ to learn more and visit your dedicated partner microsite!

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