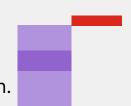


Partner Pipeline Toolkit







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



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



Call script



Sell Sheet

Email campaign

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



www.fortinet.com

Copyright © 2023 Fortinet, Inc. All rights reserved. Fortinet*, FortiGate*, FortiCare* and FortiQuard*, and certain other marks are registered trademarks of Fortinet, Inc., and other Fortinet names herein may also be registered and/or common law trademarks of Fortinet. All other product or company names may be trademarks of their respective owners. Performance and other metrics contained herein were attained in internal lab tests under ideal conditions, and actual performance and other results may vary. Network variables, different network environments and other conditions may affect performance results. Nothing herein represents any binding commitment by Fortinet, dand Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract shall be binding on Fortinet. The product will perform according to certain expressly identified in such binding written contract shall be binding on Fortinet. For absolute clarity, any such warranty will be limited to performance in the same ideal conditions as in Fortinet's internal lab tests. Fortinet disclaims in full any covenants, representations, and guarantees pursuant hereto, whether express or implied. Fortinet reserves the right to change, modify, transfer, or otherwise revise this publication without notice, and the most current version of the publication shall be applicable