FORTINET

Partner Pipeline Toolkit

Grow Your Deal Size. Provide complete protection.

Your opportunity

Channel Marketing assets

FortiGuard Services

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

Market size: **$11.6B in 2023** with a **16.9% CAGR**[1]

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

Presentation **Call script**

Sell Sheet **Infographic**

Network Security

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% CAGR**[3]

Partners who added Fortinet's **Network Security solutions** to their FortiGate sales saw an average revenue increase of 2.4x[4]

Presentation **Call script** **Video**

Sell Sheet **Email campaign**

SASE

Cloud-delivered security and networking for hybrid workers

Market size: **$9.2B in 2023** with a **30% CAGR**[5]

75% of respondents already **have/are planning to adopt SASE** by year-end 2024 or later[6]

Presentation **Call script** **Infographic**

Sell Sheet **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% CAGR**[7]

85% of organizations will have adopted a **zero trust network access** (ZTNA) approach by 2024, **up from 10% in 2021**[7]

Presentation **Call script** **Video**

Sell Sheet **Email campaign**

1 Future Market Insights, Threat Intelligence Market Snapshot, Dec. 2022
2 Fortinet estimate based on the 2023 Fortinet Pricelist
3 Gartner, June 2023 - Forecast: Enterprise Network Equipment by Market Segment, Worldwide, 2021-2027, 2Q23 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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