

FORTINET®



We want to partner with you

Find out more about the opportunities available to you

**WHY
FORTINET?**

TOP 5

REASONS TO CHOOSE FORTINET

1

MATURITY: Dependability, Reliability and Expertise

Founded in 2000 and headquartered in California, with 7,500+ employee around the world, Fortinet are the #1 cybersecurity company worldwide with the most adopted network security solution, shipping 30% of global Network Security Appliances to over 455,000 customers.

2

INNOVATIVE: Long Term Vision and Innovation

With over 660 global patents issued (more than 4 times the nearest competitor), Fortinet continues to be the most patented security innovator in Network Security.

3

UNPARALLELED: More independent certifications than any competitor

Fortinet are widely validated by industry analysts, independent testing labs, business organisations and media outlets worldwide. NSS Labs, Gartner, ICASA, AV Comparatives, Virus Bulletin and other independent testing organisations have consistently recognised the effectiveness of Fortinet solutions.

4

FORTIGUARD LABS: Extra Layer of Protection

215+ expert security engineers and forensic analysts working 24x7x365 with the sole purpose of protecting customers, the FortiGuard labs team threat research and response team are dedicated to identifying new or unknown threats and creating fixes which are pushed out to all 'in support' Fortinet appliances worldwide to ensure up to the minute protection.

5

BROADEST SECURITY PROTECTION

Fortinet has security solutions for all parts of the network designed to work together as a simple integrated security fabric with a single management interface. The leading security architecture enabling collaboration across all areas of security infrastructure including non-Fortinet products, the Fortinet Security Fabric is broad, integrated and automated, meaning it protects the whole network from IOT to the Cloud.

Meet The Team

Here to support you with the growth of your Fortinet business

FORTINET Channel Team



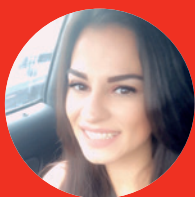
Carl Berry
UK&I Regional
Sales Manager



Richard Graham
UK Distribution
Channel Manager



Stephen Martin
Channel Account
Manager



Danielle Bright
Channel Account
Manager



Nicolina Coppolaro
Channel Marketing
Manager



Dedicated Fortinet Business Unit Team



Neil Brosnan
Business Unit
Director



Mike Ryan
Vendor Manager



Tim Wiggins
Product Sales
Specialist



Rhea Skelton
Product Sales
Specialist



Tony Burke
Product Sales
Specialist



Ryan Boyle
Product Sales
Specialist



Tom Usher
Product Sales
Specialist



Chris Pritchard
Security Consultant &
Pre-Sales Manager



Sarah Duce
Vendor Marketing Manager

Small- and medium-size businesses (SMBs) can no longer afford to assume that cybercriminals won't consider them a viable target due to their size.

Housing the same personal, proprietary and financial data as enterprise-level organisations often with a less-rigid security posture, they are actually viewed as an **EASIER** target for cybercriminals — with equal payoff.

To effectively protect their networks, SMBs need to be equipped with up-to-date, advanced threat intelligence that can help accurately guide their cybersecurity strategies, identify key vulnerabilities and keep up with the ever-expanding threat landscape.

THE INCREASED IMPORTANCE OF SMB CYBERSECURITY

SMB DATA BREACHES IN THE UK



EVERY 19 SECONDS A
UK SMALL BUSINESS IS
SUCCESSFULLY HACKED



UK COMPANIES HAVE
SUFFERED BREACHES IN
THE LAST 12 MONTHS



65,000

ATTEMPTS TO HACK
SMBs OCCUR IN THE UK
EVERY. SINGLE. DAY



4,500

OF THOSE 65,000
ATTEMPTS SUCCEED
EVERY. SINGLE. DAY

COST OF CYBERCRIME IN THE UK



44%

UK CONSUMERS WILL
STOP SPENDING WITH A
BUSINESS POST-BREACH



33%

UK ORGANISATIONS SAY
THEY LOST CUSTOMERS
AFTER A BREACH



£0.5m

THE AVERAGE
REMEDIATION COST OF A
RANSOMWARE ATTACK



48%

UK ORGANISATIONS HIT
BY RANSOMWARE IN
THE LAST 12 MONTHS

CYBERSECURITY RISKS IN THE UK



88%

DATA BREACHES IN
THE UK ARE CAUSED BY
HUMAN ERROR



80%

WOULD HAVE BEEN
PREVENTED WITH A
THREAT ASSESSMENT



63%

DON'T PROVIDE STAFF
WITH REGULAR SECURITY
AWARENESS TRAINING



31%

HAVE DONE A CYBER
RISK ASSESSMENT IN
THE LAST 12 MONTHS

UK CYBERSECURITY SKILLS GAP



48%

UK COMPANIES REPORT
A BASIC CYBERSECURITY
SKILLS GAP



57%

UK SMBS FEEL
UNPREPARED FOR A
CYBERSECURITY ATTACK



0%

THE CYBERSECURITY
UNEMPLOYMENT RATE IS
APPROACHING 0%



30%

UK SMBS PLAN TO
OUTSOURCE THEIR
CYBERSECURITY

UK REMOTE WORKING



2020

ATTACKS TARGETING HOME
WORKERS HAVE INCREASED
FROM 12% TO OVER 60%



19.9%

LESS THAN 20% OF UK
SMBS HAVE TAKEN OUT
CYBER INSURANCE



667%

THE INCREASE IN UK
PHISHING ATTACKS
SINCE FEB 2020



206

THE AVERAGE NUMBER
OF DAYS IT TAKES TO
IDENTIFY A BREACH

Contact us today to talk about the tools available to help you
maximise the SMB opportunity.

SMB Solutions



**Today's small businesses are going digital like never before ...
but they need your help staying secure.**

Security is confusing for SMBs

They understand they need to implement security and with the high profile spotlight on how customer data is being used, it's more important than ever but the problem for many SMBs is that it's simply too confusing.

Many small businesses take a piecemeal approach to security, mixing and matching different vendors as the needs arise. Long term though, this creates a lot of complexity and finding the right talent with the right experience to properly implement and maintain everything is hard when resources are already stretched thin.

Another key issue for SMBs is that their security solutions struggle to keep up with technology adoption. When a holistic, smart approach to security is taken at the beginning, it sets the business up for tremendous agility and growth in the years ahead. Fortinet's broad product range provides the flexibility

As a Fortinet partner, you can combine your expertise with a worldclass Security Fabric that enables you to strategically right-size an offering that meets your customers' most pressing cybersecurity needs.

Paired with our training and support, you can be up and running quickly, offering more billable features with higher margins and quicker ROI for the OpEx services your SMB customers are demanding.

Unlike other vendors who shoehorn several enterprise technologies into offers for SMBs, Fortinet leads the SMB market with solutions specifically developed for SMBs – and keep our partners' growth at the heart of every solution we build.

Attracting new customers or grabbing wallet share has never been easier.

Use the assets available in the SMB Hub on our Partner Portal to educate yourself on the market and Fortinet solutions, and start taking your share of the opportunity!

Kick Start Your Fortinet Business

With Ready-Made Marketing Campaigns targeting SMBs



Secure Connectivity Campaign

Protect data across the network, enable secure cloud access and safely add devices with Fortinet's Secure Connectivity.



Secure SD-WAN Campaign

Tap into the huge Secure SD-WAN opportunity with promotional tools available in the SD-WAN Hub in our Partner Portal.



Teleworker Solutions Campaign

Enable secure access to critical resources to support a remote workforce with little or no notice while scaling to meet customer demands.



SMB Ransomware Campaign

Attackers are taking advantage of the pandemic. Help prospects better protect themselves from Ransomware during a time of elevated risk.



Secure Web Gateway Campaign

Time for a secure web gateway refresh? Fortinet delivers an integrated, high-performance solution that protects against web threats without compromising user experience.



Retail PCI Compliance Campaign

For retailers, the requirements of PCI DSS and PCI SSF may seem daunting. A holistic, strategic approach to security can solve for security, compliance, and customer experience.

FortiRewards



An incentive program for Fortinet Partners

The FortiRewards program is integrated into the Fortinet Partner Portal and tied directly to your Fortinet Portal User ID.

- The FortiRewards Program enables you to earn points for approved Fortinet activities.
- Complete an activity, submit a claim & your points will be converted into cash!
- The promotions are updated each quarter and detailed on the Fortinet partner portal

If you're an existing Fortinet Partner who's not yet registered for rewards go to: <https://partnerportal.fortinet.com> to register today!

For more details, contact your Fortinet Sales Team or send an email to: EMEA_partners@fortinet.com

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