SMB Solution

EXCLUSIVE NETWORKS

FORTINET

Source: Why Fortinet Guide, Fortinet partner portal

#BFF
Be Forever Fortinet

Who is Fortinet?

#1 Cybersecurity Innovator

Nearly 3x more patents than our nearest competitor

Most 3rd Party Validated

More tested and proven than any other network security vendor

Most Deployed NGFW

~30% of Global Firewall Shipments and counting across industries

Source: Why Fortinet Guide, Fortinet partner portal

SMB Customer Challenges

Source: Why Fortinet Guide, Fortinet partner portal

SMB Customer Challenges

- Attack surface is expanding and becoming harder to maintain V&C
- Handing more valuable data
- Lack staff to manage best-of-breed and remote locations
- Managing disparate and poorly integrated solutions
- Aggregating reporting / logs
- Responding to conflicting alerts

Source: Why Fortinet Guide, Fortinet partner portal

SMB Customer Challenges

- Attack tech easier to use and consume
- SMBs are handling more mature data and sharing like enterprises
- Attackers know SMB not as many resources to stop and security not as high priority
- When business shifts, security falls away
- SMBs unsure whether existing security is effective

Source: Why Fortinet Guide, Fortinet partner portal

SMB Customer Challenges

- High powered firewalls are pricey
- Unsure who to believe for SMB use-case
- Consumer-grade tools unable to meet future growth needs (performance/function)

Source: Why Fortinet Guide, Fortinet partner portal

Questions that Come to Mind…

Complexity

SMBs are consuming more tech

- How well have you been able to maintain V&C through the shift?
- We're hearing a lot of issues and worry around endpoint hygiene, how are you handling?
- How many different security and networking vendors are you trying to integrate? Across how many locations?

Advanced Threats

SMBs targeted with more sophisticated threats

- Others are seeing more sophisticated malware starting to come through and are evading detection – how do you feel?
- How do you vet your security to know it's working?
- How much time do you have to spend checking and working on firewall administration?

Value and ROI

High costs for performance

- When you were originally comparing vendors, did you look at Fortinet's price and performance benchmarks?
- Why didn't you choose Fortinet? Willing to take another look?

Source: Why Fortinet Guide, Fortinet partner portal

Business Challenges / Fortinet Solutions

Performance and Security

Fortinet routinely performs multiple times faster than similarly priced competitors without sacrificing security

Year after year, Fortinet is validated by third parties as one of the leading network security vendors on the market

Visibility and Control

Fortinet boasts the broadest, most integrated security platform on the market with products designed to work together

Maximizing Resources

Fortinet is consistently recognized by industry leaders and analysts including Gartner and NSS Labs as a leader in cybersecurity and has higher performance than similarly priced competitor devices

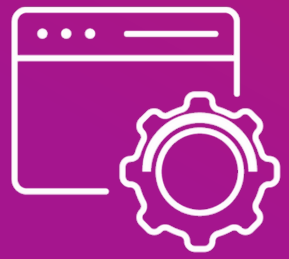
Source: Why Fortinet Guide, Fortinet partner portal

Business Opportunity

43% **of cyber attacks target SMBs**

89% **of SMBs consider cybersecurity a top priority**

Fortinet SMB Security Solutions provide a path to **complete protection** that delivers clear return on investment without sacrificing security



SMBs can take advantage of **tight integration**, **automation**, and **visibility** across the entire cybersecurity footprint to improve effectiveness, reduce cycles, and scale as the company grows

Source: Why Fortinet Guide, Fortinet partner portal

Our mission

With Fortinet, we can deliver **complete protection**, **everywhere you need it**

And we're designed to **maximize simplicity** without sacrificing the important capabilities and performance you need to grow

We deliver this through:

1. **A complete cloud-managed networking and security platform for lean IT teams**
2. **With proven security that automatically adapts to changing business requirements and threats but doesn't sacrifice performance**
3. **At a price point designed to allow any size business to get the solution they need to handle modern challenges like shifting to a hybrid workforce**

Source: Why Fortinet Guide, Fortinet partner portal

You Need A Smarter Approach

Intelligent enough to handle modern threats and requirements…

built to maximize limited resources

Source: Why Fortinet Guide, Fortinet partner portal

Consolidated Management

A complete cloud-managed networking and security platform for lean IT teams

Source: Why Fortinet Guide, Fortinet partner portal

Unified visibility control

of all your Switches, APs, Firewalls and SD-WAN into a **single device**, the **FortiGate NGFW**

Intent-based policies

maintain consistency with policies built around users, devices and applications that easily scale and adapt when things change

Centralized cloud-management

gives you the freedom to manage and troubleshoot any device, anytime, from anywhere and save money by eliminating onsite IT staff at remote locations

Consolidated Management

A complete cloud-managed networking and security platform for lean IT Teams

Maintain consistency with intent-based policies built around users, devices and applications that easily scales and adapts when things change

Intent based policies and segmentation allow you to start building towards a **zero-trust network**

Integrated endpoint and **network visibility** enables you to control endpoint hygiene and network access based on risk

Build an adaptive hybrid environment with network access controls based on endpoint risk

Simplify management by consolidating visibility and control of all your Switches, APs, NGFWs and SD-WAN into a single device, the FortiGate NGFW

Modernize policy management by merging control of networking and security into a single, unified policy organized on a single screen and eliminate the need to shift across poorly integrated devices, management consoles and platforms

Build a smarter more secure network around how your business operates with an understanding of users, groups, devices and applications that maintains consistency and automatically adapts as your business changes

Fine tune application control and enable safe, business approved capabilities while blocking other risky, potentially dangerous features without shutting down access to the entire application

Source: Why Fortinet Guide, Fortinet partner portal

Consolidated Management

A complete cloud-managed networking and security platform for lean IT Teams

Centralized cloud-management gives you the freedom to manage and troubleshoot any device, anytime, from anywhere and save money by eliminating onsite IT staff at remote locations

Designed for growth allowing you to scale from small local deployments to large scale, diversified enterprises (FortiDeploy)

Eliminate the need for on-site IT staff

ZTP

Cut through the noise with intuitive dashboards, monitoring and centralized logging to alert you when something's off and automate response

Comprehensive monitoring integrates real-time and historical data into practical dashboards to help you quickly understand and identify key areas of improvement and understand how your network is operating

Visualize your entire network with an easy-to-use GUI, drill downs and out of the box reporting to easily explain quickly prove compliance

Stop endlessly hunting through policies and logs and quickly find what you're looking for with advanced search capabilities and fully customizable time parameters

Source: Why Fortinet Guide, Fortinet partner portal

Proven Security

Peace of mind your security works and can adapt to changing business requirements and threats

Implement enterprise security and automation

without an enterprise bill that delivers threat intelligence in minutes to prevent advanced threats

Maintain performance

even with security and decryption fully engaged thanks to Fortinet's dedication to R&D and parallel path processing

Trust

in a vendor that's been thoroughly tested and vetted by security experts and publicly validated

Source: Why Fortinet Guide, Fortinet partner portal

Proven Security

Peace of mind your security works and can adapt to changing business requirements and threats

Implement enterprise security and automation without an enterprise bill that delivers threat intelligence in minutes to prevent advanced threats

Broadest natively integrated security platform on the market

Threat intelligence automatically shared across the entire Fortinet Security Fabric in minutes, not hours or days

Automation capabilities based on **IoC**

Trust in a vendor that's been thoroughly tested and vetted by security experts and publicly validated

Leading **IPS** technology

Gartner critical cap

ZTP

Source: Why Fortinet Guide, Fortinet partner portal

Networking and Security Converged

Consolidated Security in a Single Device

Application Control

Quickly create policies to allow, deny, or restrict access to individual applications or entire categories

Adv. Malware Protection

Protects against the latest viruses, spyware and other threats. Includes: Antivirus, Sandboxing, Anti-Botnet, Virus Outbreak Protection

Intrusion Prevention (IPS)

Provides near real-time updates and threat intelligence to proactively block attacks

Web & Content Filtering

Provides protection through blocking access to malicious, hacked and inappropriate websites

VPN (IPsec & SSL)

Creates an encrypted tunnel to enable secure remote access for employees and branch locations

Source: Why Fortinet Guide, Fortinet partner portal

Automated Security

Threat sharing and intelligence derived from billions of sensors

Information feeds

200+

CYBER THREAT ALLIANCE

KISA

INTERPOL

NATO OTAN

EUROPOL

465K+ customer networks

across all major threat vectors

Firewalls

Emails

Web

Endpoints

ML and AI platform speeds detection and protection

100B+ Events

Worldwide team of threat hunters, researchers, analysts, tool developers and data scientists

Prevention
Known attacks

Detection
Unknown attacks

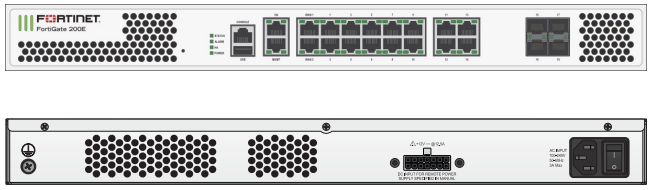
Intelligence
Playbooks, IR

Source: Why Fortinet Guide, Fortinet partner portal

Secure Office Networking

Critical networking components tightly integrated for superior performance

FortiGate



- Most widely deployed NGFW on the market
- Lowest cost per protected Mbps
- Integrated Secure SD-WAN

FortiSwitch

- Multiple Gigabit ports
- Stackable
- Power over Ethernet options

FortiAP

- Wi-Fi 6 Ready
- Indoor and Outdoor options
- Strong connectivity even in dense environments

Source: Why Fortinet Guide, Fortinet partner portal

Best Price to Performance

FortiGate 60F Security Compute Rating Comparison

Specification	FortiGate 60F (SOC4 ASIC)	Industry Average	Security Compute Rating[1]	Palo Alto Networks PA-220	Checkpoint SG-1550	Cisco Meraki MX67	Sophos XG125	SonicWall TZ400
Firewall	10Gbps	2.05Gbps	**5x**	0.5Gbps	1Gbps	0.45Gbps	7 Gbps	1.3 Gbps
IPsec VPN	6.5Gbps	0.8Gbps	**8x**	0.1Gbps	1.3Gbps	0.2Gbps	1.5 Gbps	900 Mbps
IPsec GW to GW tunnels	200	537	**-**	-	-	50	-	20
Threat prevention	0.70Gbps	0.38Gbps	**2x**	0.15Gbps	0.45Gbps	0.3Gbps	400 Mbps	600 Mbps
SSL Inspection	0.75Gbps	0.14Gbps	**5x**	0.065Gbps	-	-	170 Mbps	180 Mbps
Concurrent Sessions	700,000	80,000	**9x**	64,000	500,000	-	-	125,000
Connections per second	35,000	8,000	**4x**	4,200	14,000	NA	-	6,000

1. **Security Compute Rating**: Benchmark (performance multiplier) that compares FortiGate NGFW performance vs the industry average of competing products across various categories that fall within the same price band

Source: Why Fortinet Guide, Fortinet partner portal

Maximum Value

A smarter investment to get the networking, security and performance you need today and for the future

Source: Why Fortinet Guide, Fortinet partner portal

Designed for growth

with right-sized solutions and purpose-built fabric connectors that deliver turnkey deployment and deeper integration vs. basic API integrations

Support your vision

with a trusted platform that helps you -not one that leaves you building workarounds and adding complexity as you grow

Stretch your budget

don’t overpay for performance or make sacrifices when it comes to functionality, Fortinet leads the way in ROI

Maximum Value

A smarter investment to get the networking, security and performance you need today and for the future

Price to Performance

Consistently recognized **leader** by industry analysts including **Gartner, NSS** and of course our **customers**

Superior security compute **ratings** compared to competitors

No charge Cyber Threat Assessment Program to help discover what may be lurking in your network so you can take action

Designed for Growth

Right sized options and capabilities to fit your true needs with consistent look and feel enable you to expand when you're ready from local SD-Branch deployments to large scale enterprises

Fortinet's open ecosystem architecture enables **Fortinet Security Fabric** to quickly integrate with other vendors and share information and perform coordinated actions

Purpose-built Fabric Connectors deliver turnkey API-based integration with as little as a single click free of charge and facilitate **real-time communications** and **automatic updates** between Fortinet and 3rd party solutions

Source: Why Fortinet Guide, Fortinet partner portal

Key Differentiators

Networking and Security Converged	The **FortiGate NGFW** brings advanced threat protection, IPS, web filtering, SD-WAN and more in a single device without sacrificing security or adding complexity
Automated Security	**FortiSandbox Cloud** is an as-a-service Sandbox that simplifies deployments and maintenance, and reduces
Broadest Integrated Platform	Fortinet prides itself on limited acquisitions to grow our capabilities and continues to boast the broadest offering in the industry
Industry-leading Price to Performance	Multiple times better performance than similarly priced competitors with **the lowest total cost of ownership** (TCO)
Smarter Long-term Investment	Extensive security and management-as-a-service offering for SMBs looking to take advantage of cloud security and flexibility from a **single vendor**
Most Deployed NGFW in the World	Fortinet has more **third-party validations** than any other network security vendor

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

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

EXCLUSIVE NETWORKS

FORTINET

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