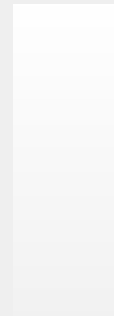
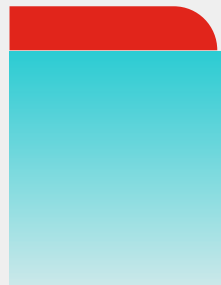


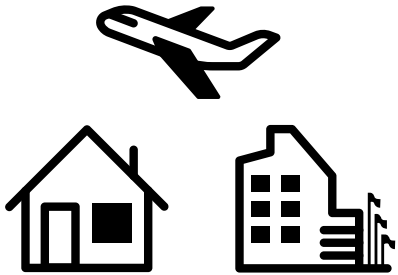
FORTINET[®]

Fortinet Security Fabric: Cybersecurity Mesh Platform





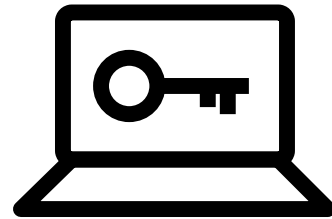
Customer Trends



Enabling Work From Anywhere

“The shift to remote work is expected to persist even after the pandemic. **52% of CIOs expect work from home to increase in 2021**”

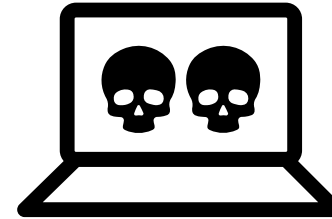
Gartner – Top Priorities for IT: Leadership Vision for 2021



Securing Digital Acceleration

“**69% of boards have responded to COVID-19 with digital business acceleration**, while 60% have chosen improving operational excellence through digital business”

Gartner – Top Priorities for IT: Leadership Vision for 2021



Preventing Cyber Attacks

36% organizations state the growing sophistication of the threat landscape is the top challenge in preventing ransomware attacks.

Fortinet – Ransomware survey 2021



Cybersecurity Skills Shortage

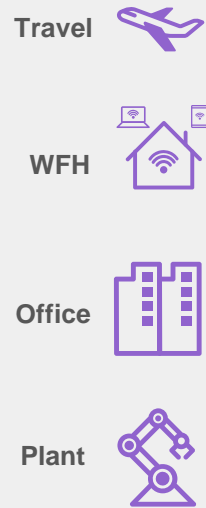
73% of organizations had at least one intrusion/breach over the past year that can be partially attributed to a gap in cybersecurity skills

Fortinet – Cybersecurity Skills Survey 2,500 US and Canadian companies 2021

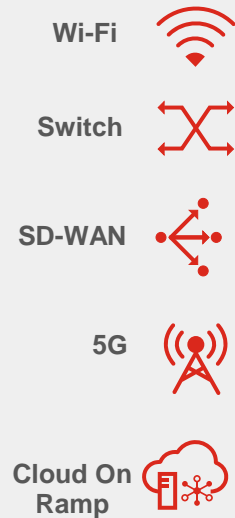
Resulting Cybersecurity Challenges

A lot of challenges across a lot of edges that can lead to a lot of products, complexity, and threats

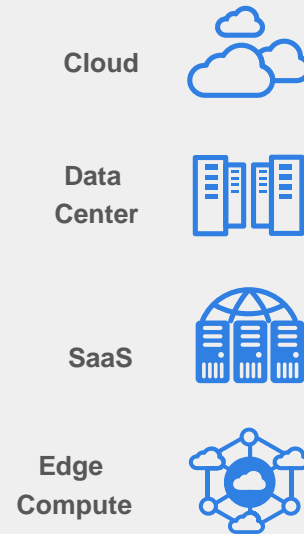
Users & Devices



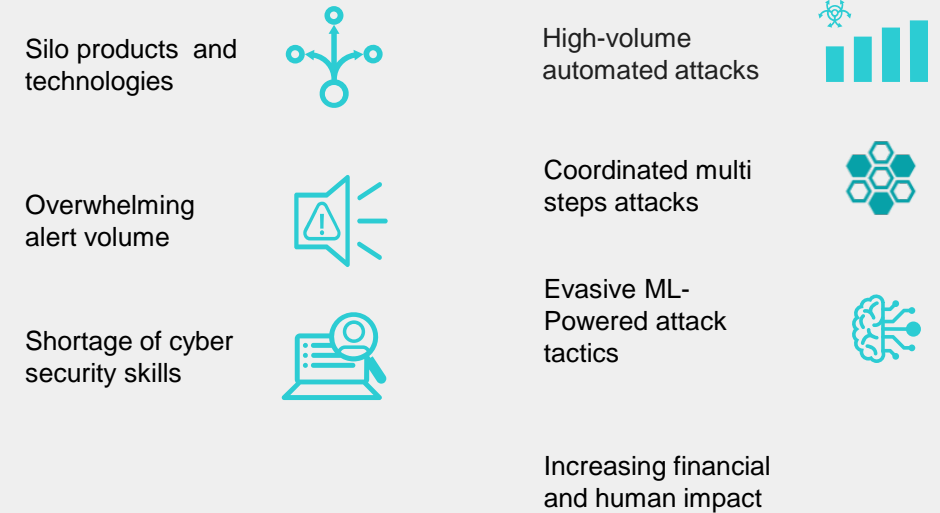
Networks



Applications



SecOps



Ensuring consistent enterprise class security independent of device type & location

The Perimeter has expanded across the entire network creating more edges which need to be secured

Applications continue to move and are spread across multiple cloud creating complex operational overhead that result in security challenges

The volume of security products and information overwhelms teams chronically short of skilled staff, slowing the ability to detect and respond to incidents

Attackers will continue to innovate leveraging AI driven insights and large scale automated execution across the full attack surface and cycle



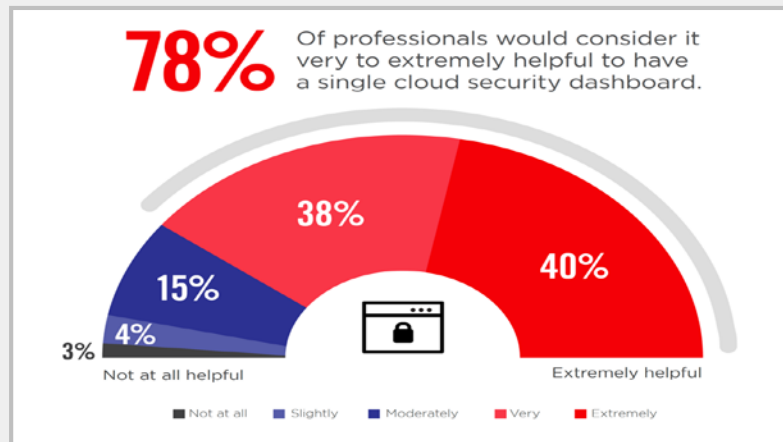
Voice of the Customer

A ubiquitous desire for consolidation, interoperability, and automation

What Enterprises are saying...



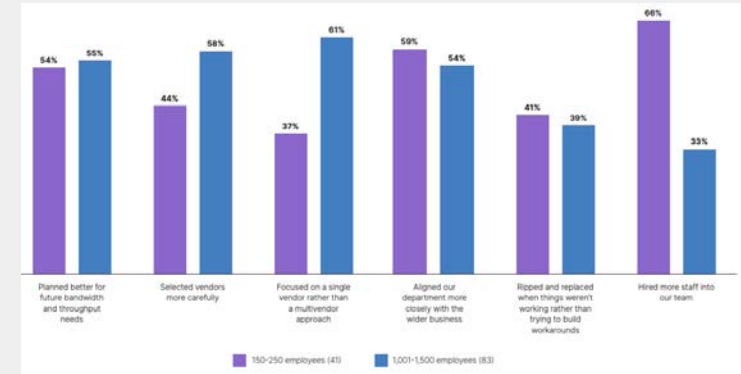
Lack of visibility, control, and staff/expertise are the top barriers to faster cloud adoption.



Desire for a single cloud security platform for consistent security policy across all cloud environments

<https://www.fortinet.com/content/dam/fortinet/assets/threat-reports/report-cybersecurity-cloud-security-report-fortinet-2.5.pdf>

What SMBs are saying...



"Lack of simple interoperability and automation between security products" is the #1 thing holding security back – according to companies with less than 500 employees...

61% of companies 1000-1500 admit in hindsight if they had to do it over again, they would have gone with a single vendor strategy

https://www.fortinet.com/content/dam/maindam/PUBLIC/02_MARKETING/02_Collateral/eBooks/ebook-avoiding-complexity-smb.pdf



Fortinet Security Fabric

Broad

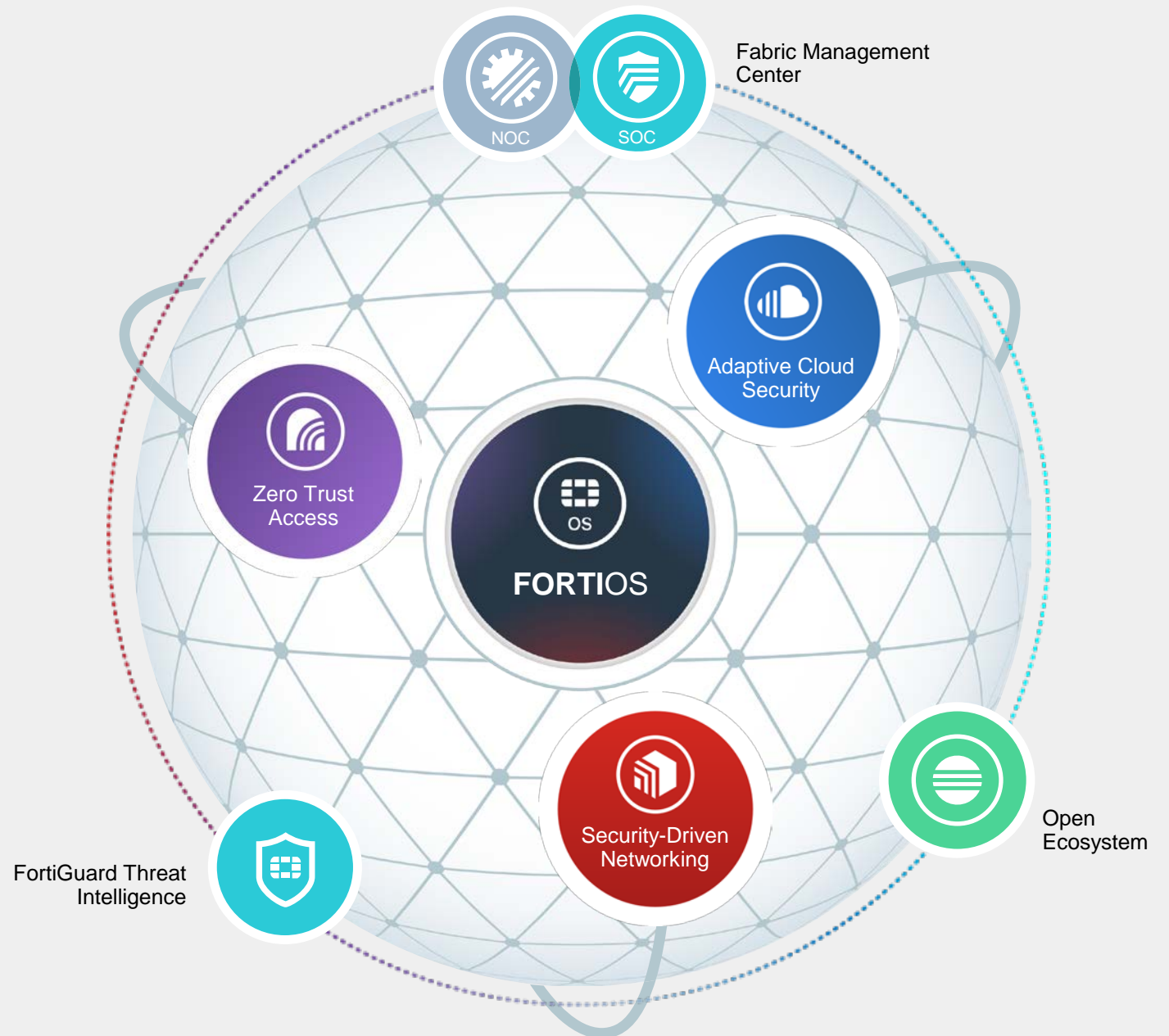
visibility and protection of the entire digital attack surface to better manage risk

Integrated

solution that reduces management complexity and shares threat intelligence

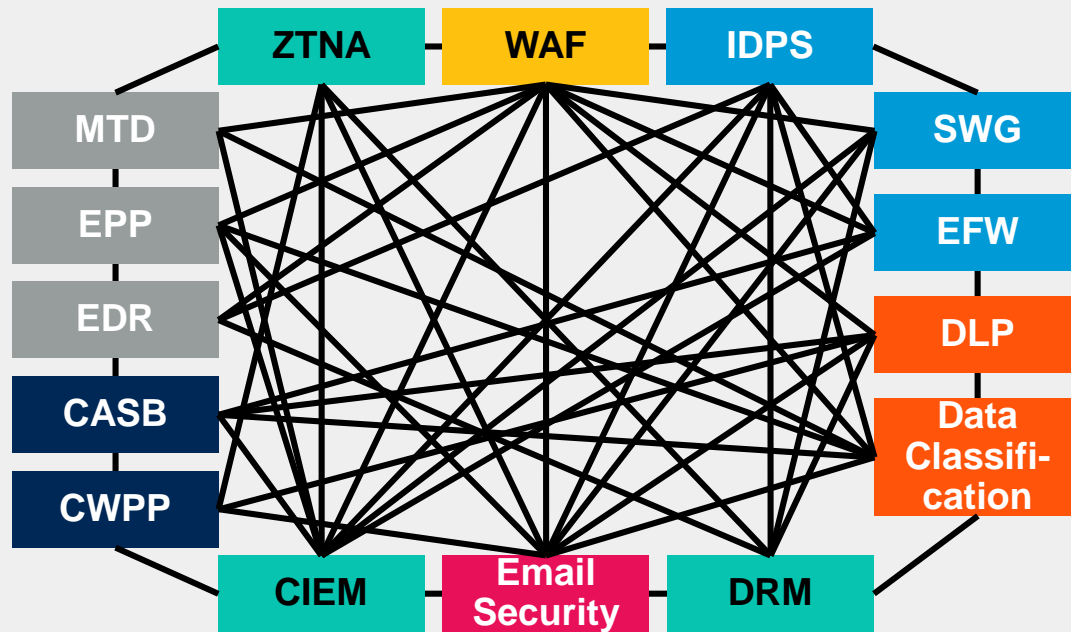
Automated

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

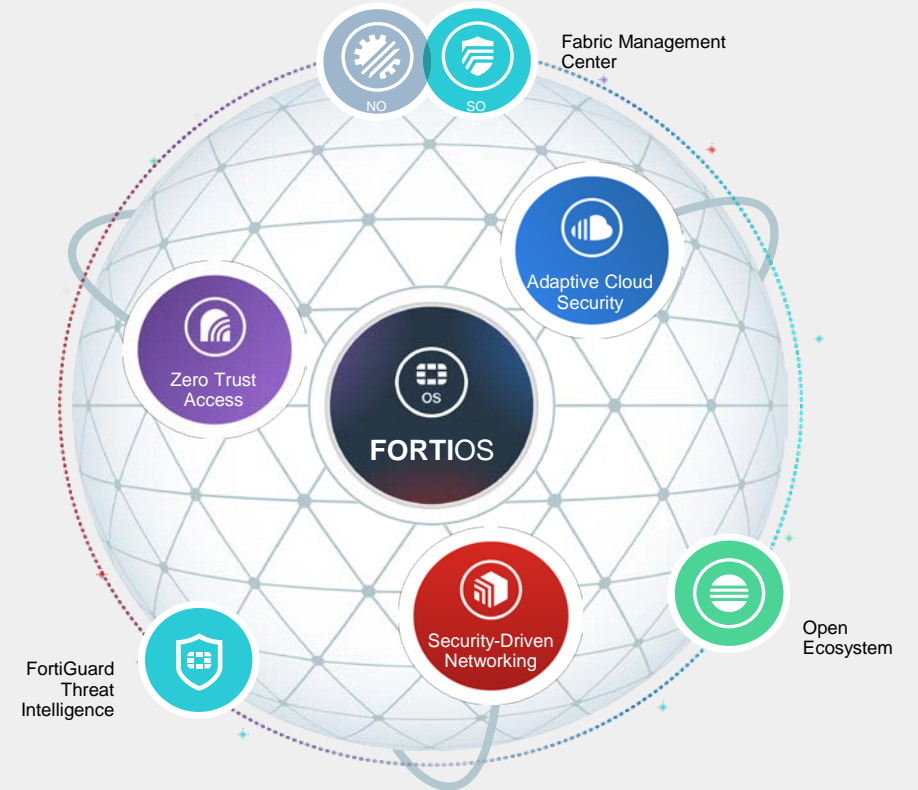


Gartner Cybersecurity Mesh Architecture

Gartner®



FORTINET®



Executive Guide to Cybersecurity Mesh, 2022

Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi. As of October 2021

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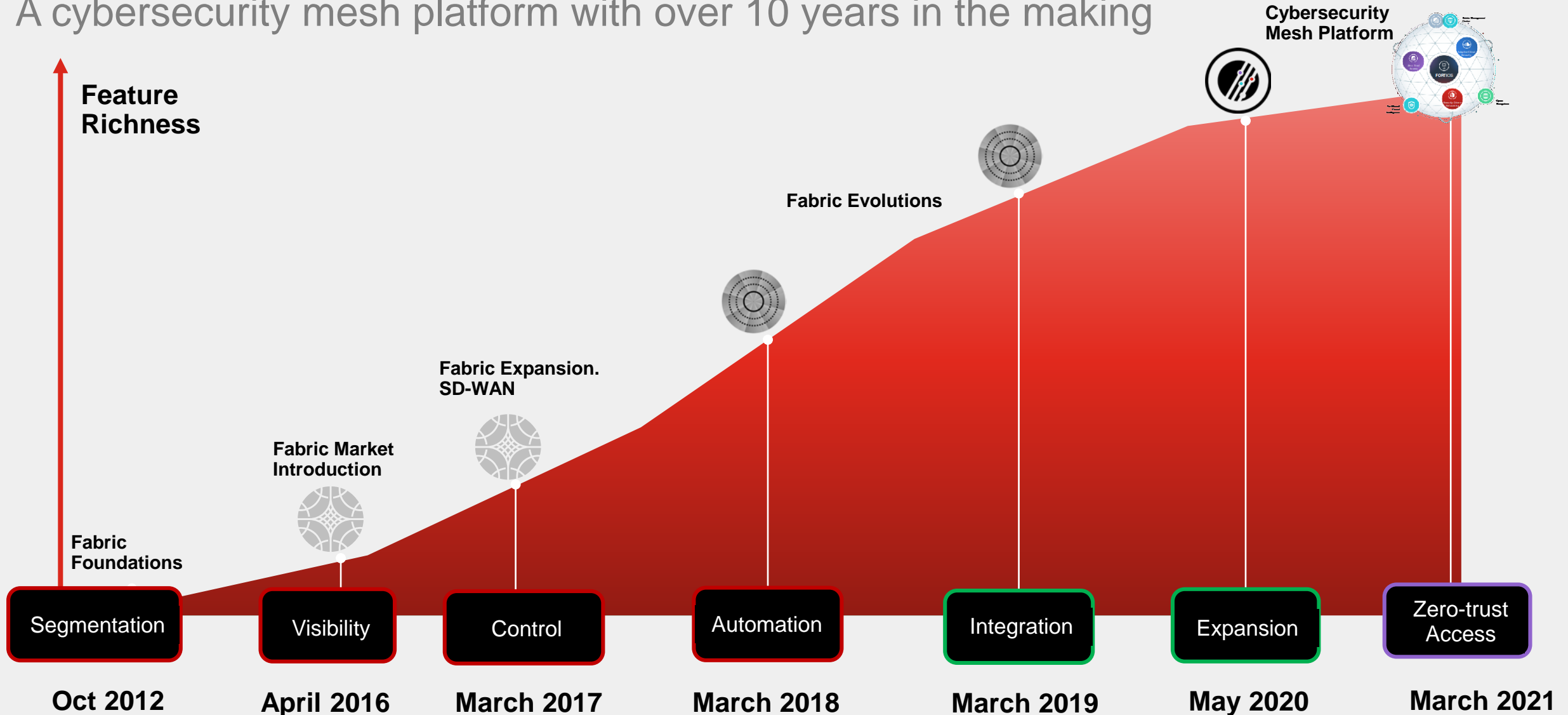


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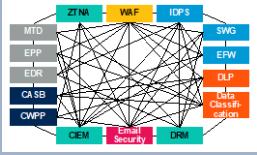
Evolution of the Fortinet Security Fabric

A cybersecurity mesh platform with over 10 years in the making



Fortinet PoV: Fortinet Security Fabric IS a Cybersecurity Mesh Platform

Gartner CSMA



Identity, Access, & Content Control

Security Intelligence, Analytics, Detection & Response

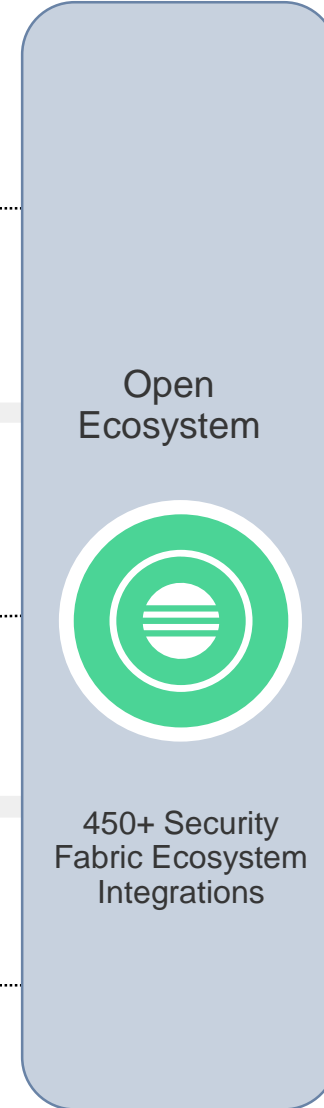
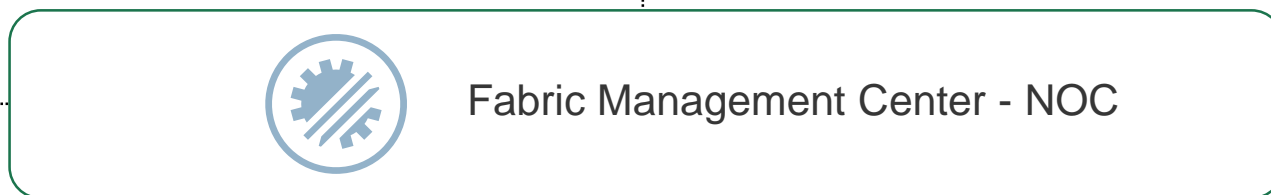
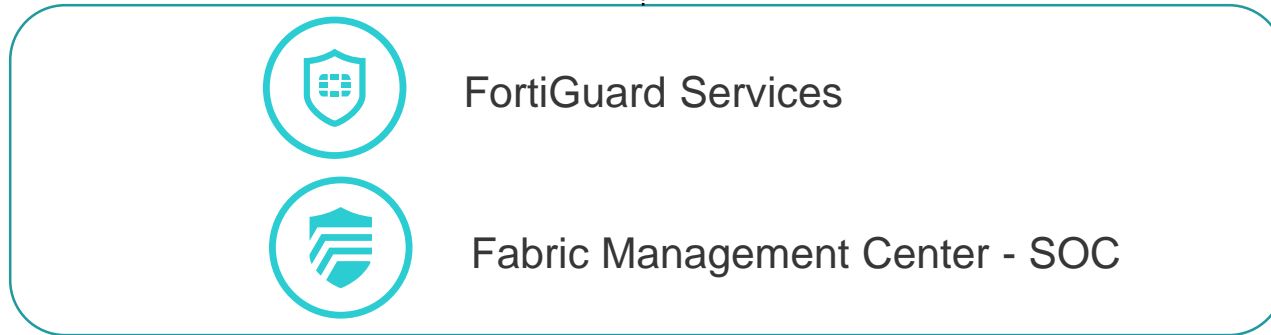
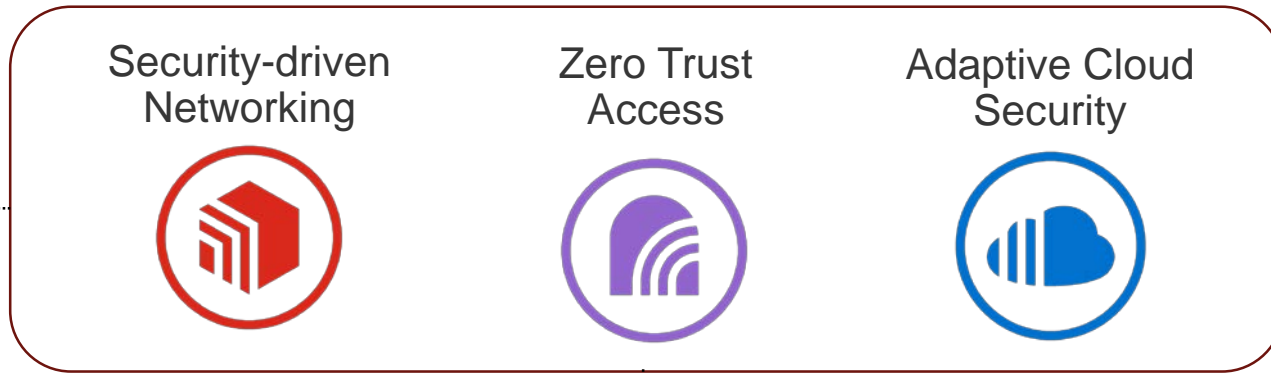
Policy Management & Orchestration, Dashboards

Executive Guide to Cybersecurity Mesh, 2022

Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi. As of October 2021

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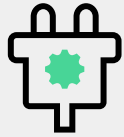
Fortinet Security Fabric





Extensive Cybersecurity Ecosystem

450+ Open Ecosystem Integrations



Fabric Connectors (13)

Fortinet-developed deep integrations that automate security operations and policies



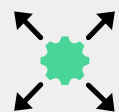
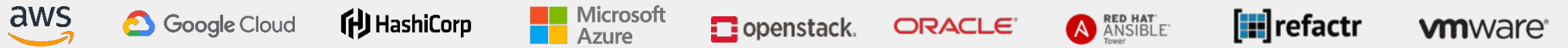
Fabric APIs (248)

Partner-developed integrations using Fabric APIs that provide broad visibility with end-to-end solutions



Fabric DevOps (10)

Community-driven DevOps scripts that automate network and security provisioning, configuration, and orchestration



Extended Security Fabric Ecosystem (200+)

Collaboration with threat sharing organizations and integrations with other vendor products



Note: Logos are a representative subset of the Security Fabric Ecosystem

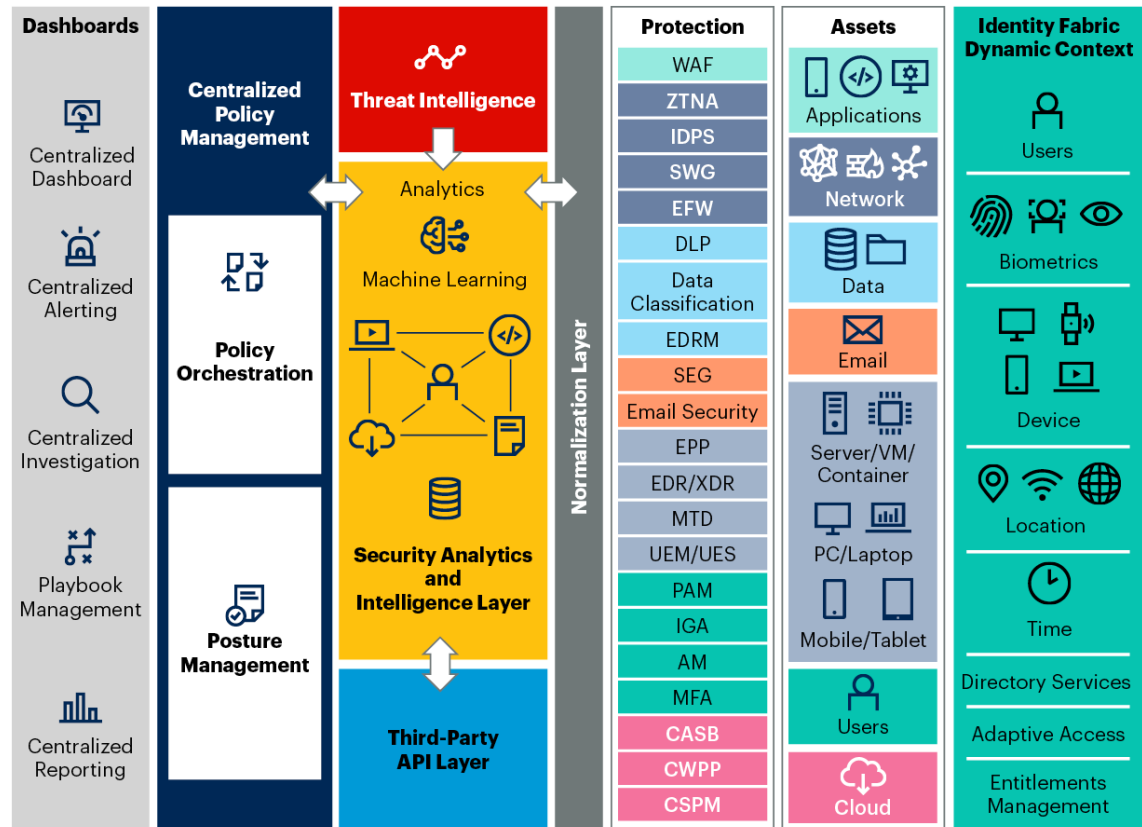
Figures as of June 30, 2021



Fortinet Makes Cybersecurity Mesh Architecture Possible



Cybersecurity Mesh Architecture



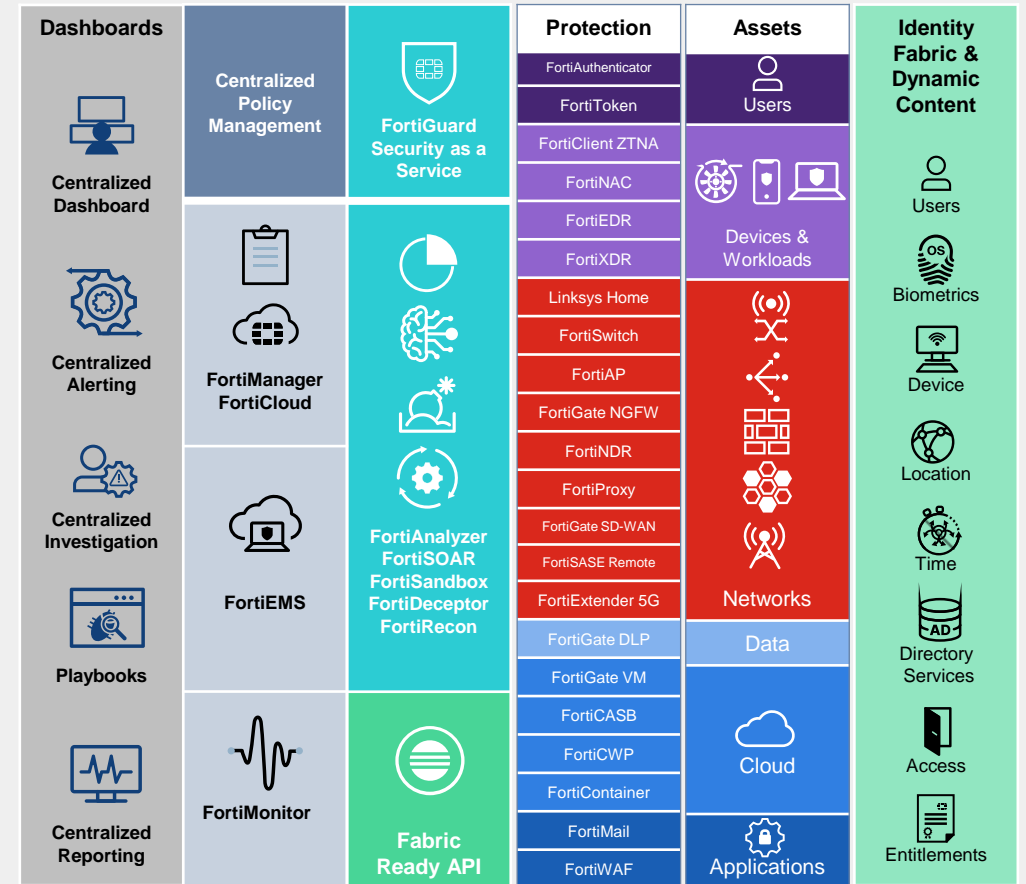
Source: Gartner 756156_C

Source: Gartner "Guide to Cloud Security Concepts", Patrick Hevesi, Richard Bartley, Dennis Xu. 21 September, 2021

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Fortinet Broad Product Portfolio



FortiGuard Security Services

SOC & NOC

- Content Security
- Web Security
- Advanced SOC/NOC

User Security

- User Security
- Device Security
- Bundled 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
- FortiVoice
- FortiToken
- FortiAuthenticator
- FortiCamera



Security-Driven Networking

LAN Edge

- FortiAP
- FortiSwitch

WAN Edge

- FortiGate SD-WAN
- FortiExtender

DC Edge

- FortiGate
- FortiProxy

Cloud Edge

- FortiSASE
- FortiSolator



Adaptive Cloud Security

Network

- FortiGate VM
- Multi-cloud SD-WAN
- FortiDDos

Platform

- FortiCASB
- FortiCWP
- Cloud Security Posture Management

Applications

- FortiWeb
- FortiMail
- FortiADC
- FortiGSMB



Appliance



VM



Hosted



Cloud



Software



Container



Fortinet Customer Case Study

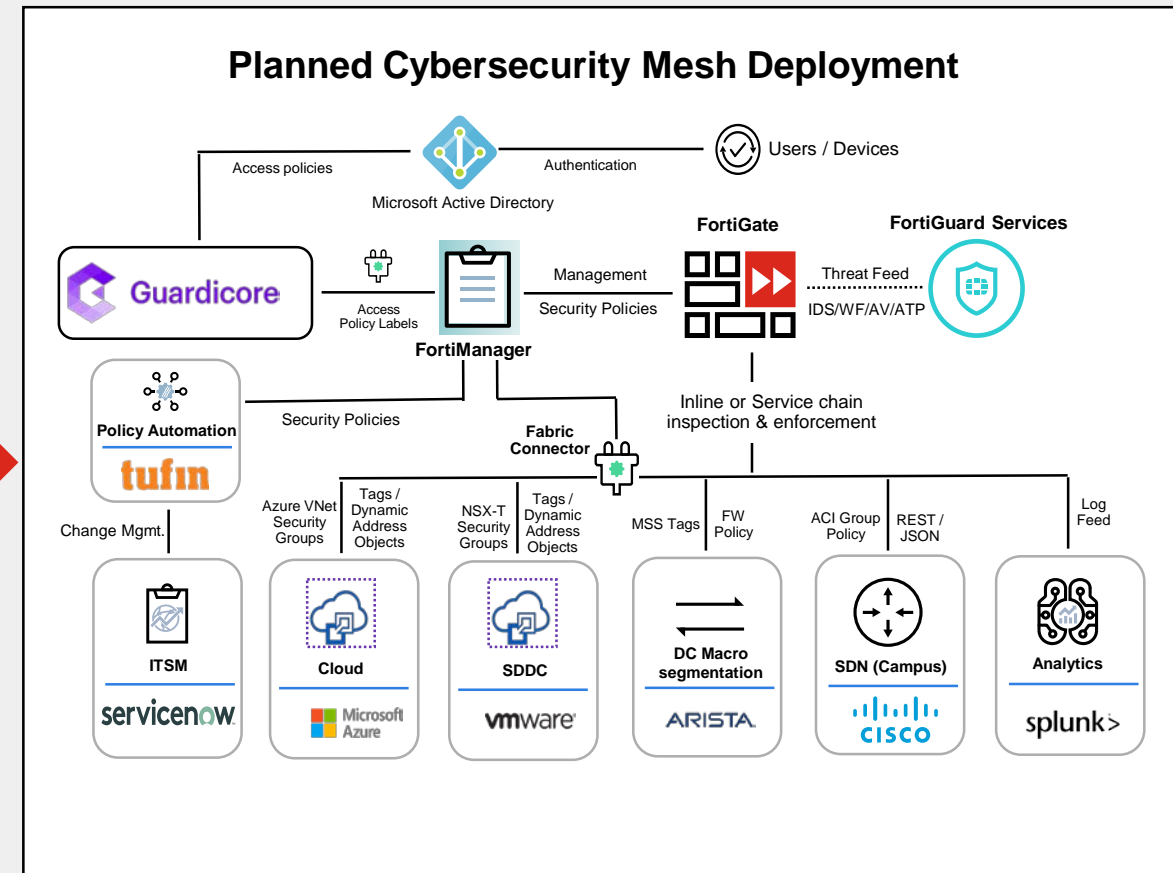
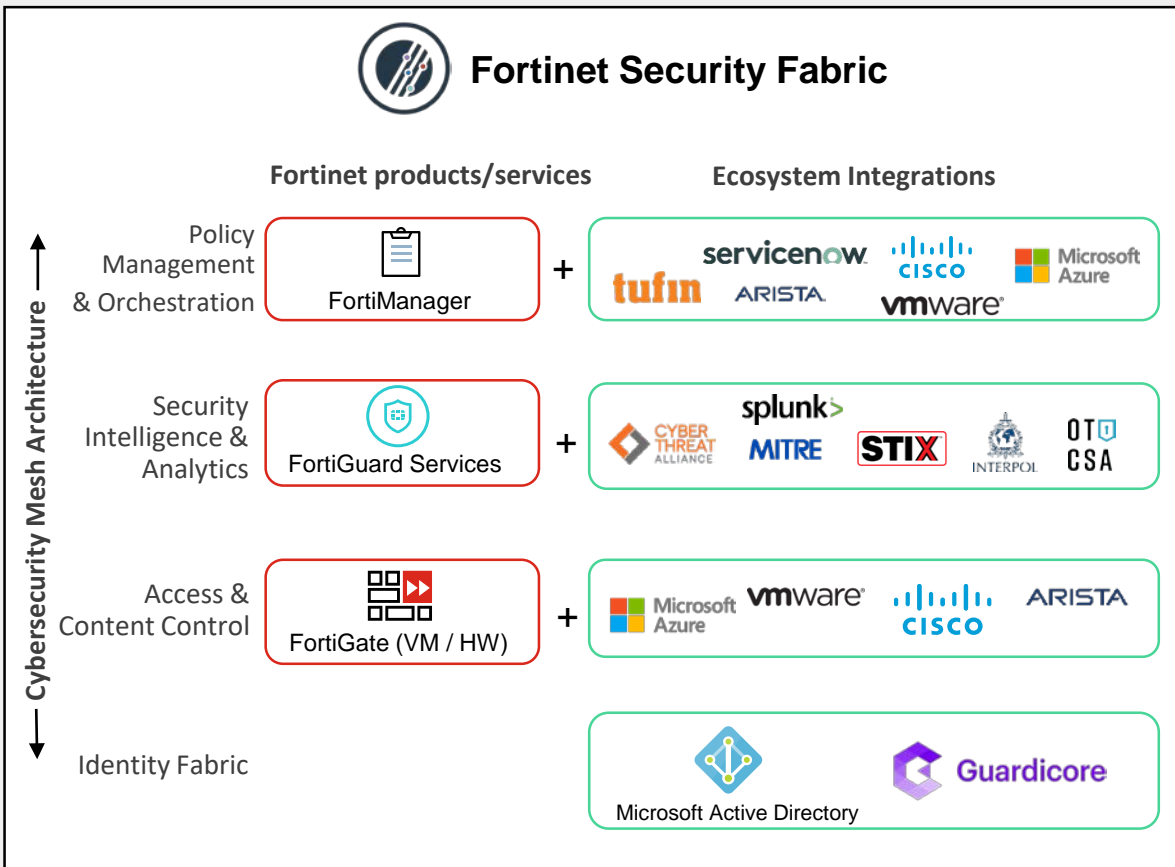
Challenge

Large European Bank was having difficulty coping with:

- Expanding attack surface: cloud, campus, branch
- Partial visibility across the attack surface
- Inefficient security infrastructure contributing to high OPEX and capital expenses

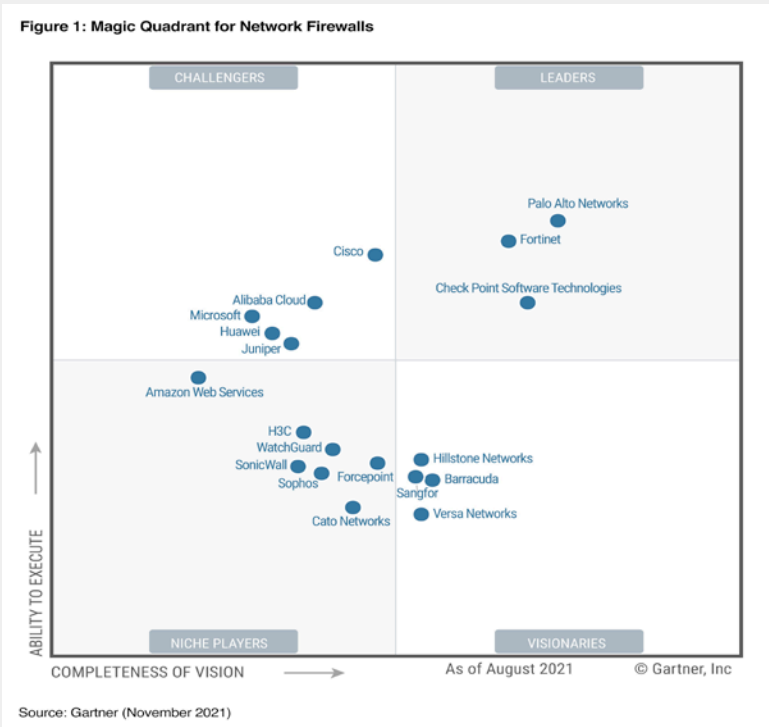
Solution Benefits

- Unified policy management and orchestration
- Coordinated security across all enforcement points
- Integrated visibility, fast detection and automated response
- Reduced complexity and increased Operational efficiency
- Readily benefit from FortiGuard Labs real-time intelligence and protection across all Fortinet Security Fabric deployments



Recognized As a Leader in the 2021 Gartner® Magic Quadrant™ for Network Firewalls and WAN Edge Infrastructure and as a Visionary in the 2021 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure

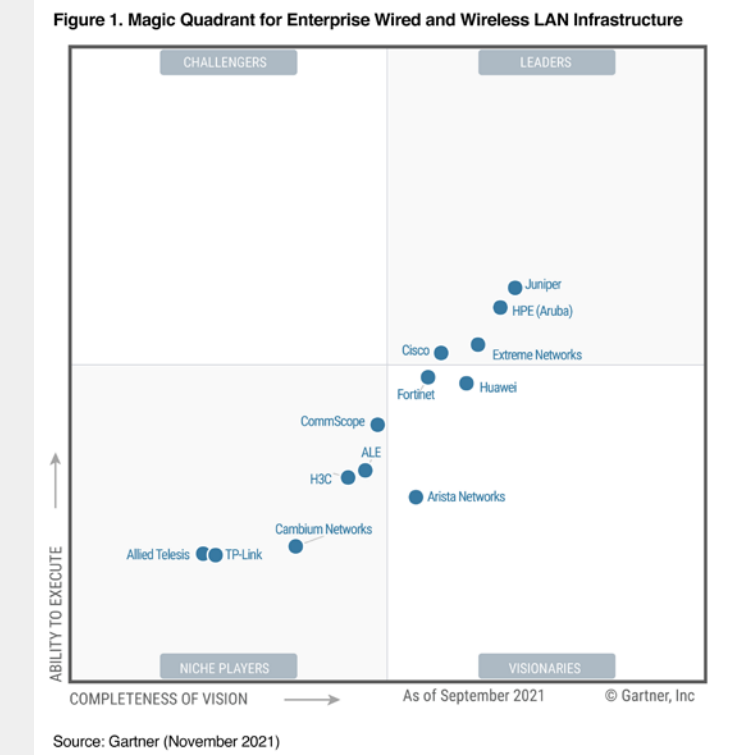
2021 Gartner® Magic Quadrant™ for Network Firewalls



2021 Gartner® Magic Quadrant™ for WAN Edge Infrastructure



2021 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure



Gartner, Magic Quadrant for WAN Edge Infrastructure, By Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng, 20 September 2021

Gartner, Magic Quadrant for Network Firewalls, By Rajpreet Kaur, Jeremy D'Hoinne, Nat Smith, Adam Hills, 1 November 2021

Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Bill Menezes, Christian Canales, Tim Zimmerman, Mike Toussaint, 16 November 2021.

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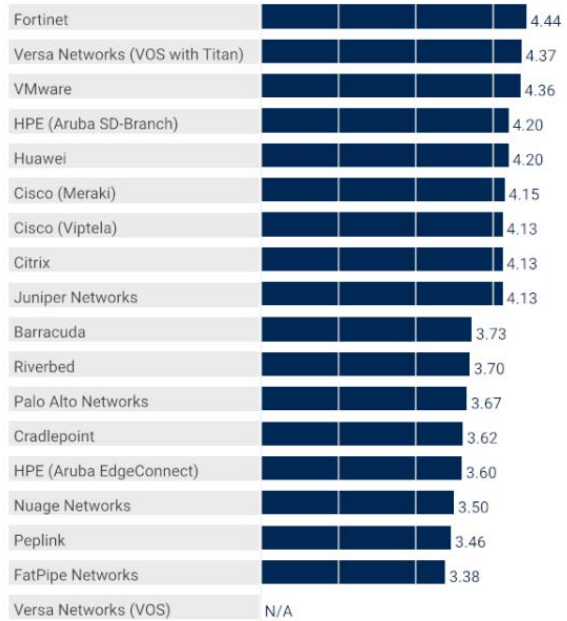
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Ranked #1 in Three of Five Use Cases in the 2021 Gartner® Critical Capabilities Report

Highest vendor to get #1 ranking on use cases

Ranked #1 Two Years in a Row Small Branch WAN Use-case

Product or Service Scores for Small Branch WAN



As of 14 September 2021

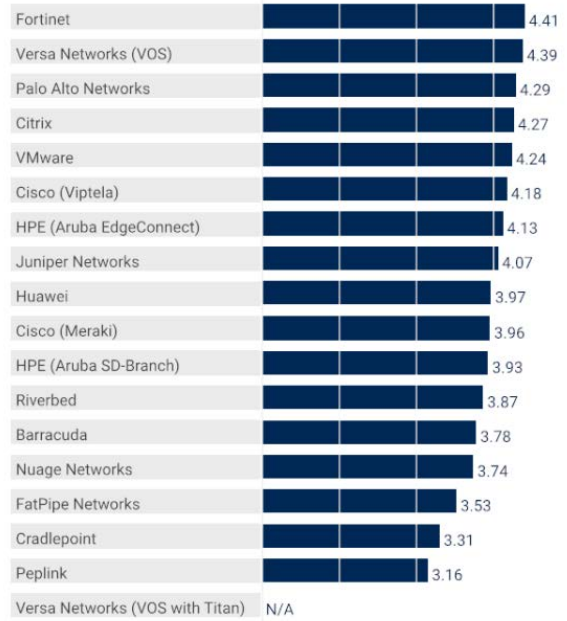
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Source: Gartner (September 2021)

Ranked #1 Three Years in a Row Security-sensitive Use-case

Product or Service Scores for Security-Sensitive WAN



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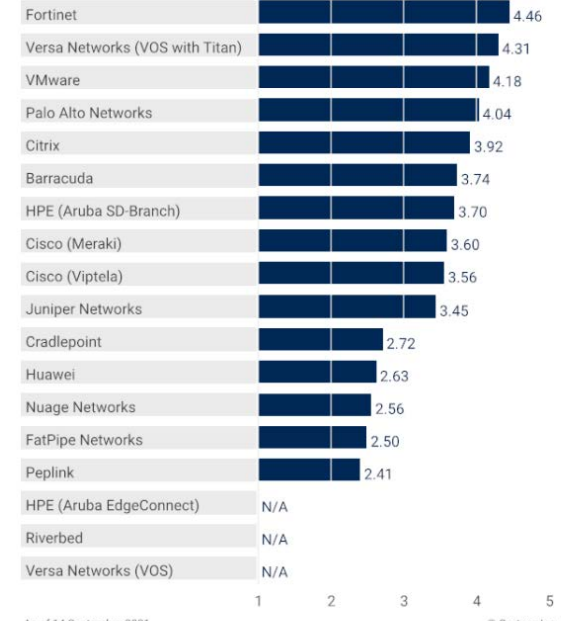
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Source: Gartner (September 2021)

Remote Worker Use-case

Product or Service Scores for Remote Worker



As of 14 September 2021

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Source: Gartner (September 2021)

Gartner, Critical Capabilities for WAN Edge Infrastructure, Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng, 21 September 2021.

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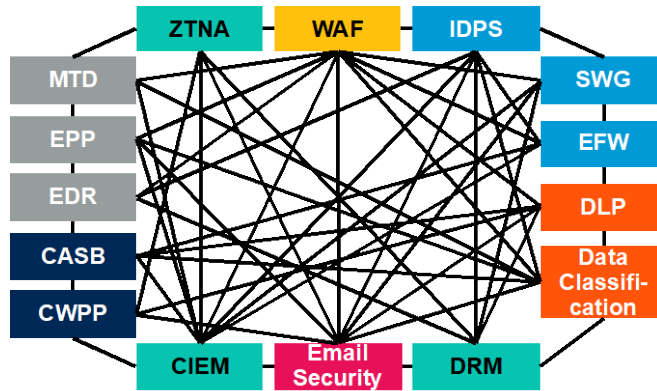
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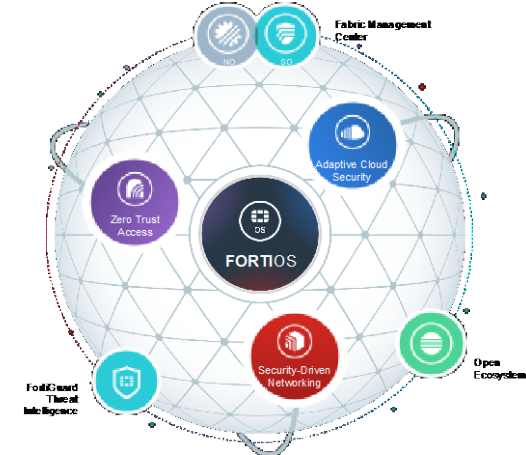


Key Takeaways

Gartner®



FORTINET®



“By 2024, organizations adopting a cybersecurity mesh architecture to integrate security tools to work as a collaborative ecosystem will reduce the financial impact of individual security incidents by an average of 90%”

“Top Strategic Technology Trends for 2022: Cybersecurity Mesh, Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi, 18 October 2021”

*Executive Guide to Cybersecurity Mesh, 2022
Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi. As of October 2021*

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Fortinet Security Fabric delivers benefits of a cybersecurity mesh architecture today

- Deep visibility across all edges
- Centrally managing distributed solutions
- Consistent enforcement of policies
- Real-time global threat intelligence across Fortinet Security Fabric deployments
- Automating actionable responses
- Broadest, most integrated open ecosystem

F**RTINET**®