



# FORTINET®

A Worldwide Leader in Network Security

[www.fortinet.com](http://www.fortinet.com)

FTNT  
NASDAQ  
LISTED

**Year Founded:** 2000

**Stock Symbol NASDAQ:** FTNT

**Headquarters**  
Sunnyvale, California

**Number of Employees**  
1,300+

**Financial Highlights**  
\$400M+ cash and no debt  
Profitable

**First Product Release**  
May 2002

**Units Shipped to Date**  
700,000+

**Customers**  
100,000+ customers

**Market Leadership**  
#1 in WW UTM market  
Top 4 Largest Network Security  
Appliance Vendor

**Patents**  
60+ patents issued  
100+ patents pending

**Industry Accolades**  
80+ awards, including:  
Security Product of the Year  
Best Integrated Security Appliance  
Best IPS solution  
Top Mid-market Solution  
2006 Technology Pioneer  
7 ICSA security certifications  
NSS certified (UTM)  
ISO 9001 certified

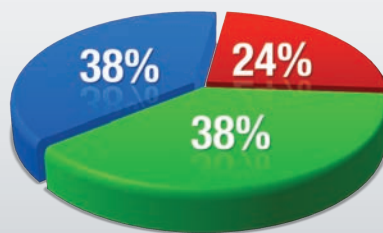
## Overview

Fortinet pioneered an innovative, high performance network security solution that addresses the fundamental problems of an increasingly bandwidth-intensive network environment and a more sophisticated IT threat landscape. We are a leading provider of network security appliances and the market leader in Unified Threat Management, or UTM.

Fortinet's sole focus is on IT security innovation and developing new solutions that help our customers stay ahead of emerging threats. Through our products and subscription services, we provide broad, integrated and high performance protection against dynamic security threats while simplifying the IT security infrastructure for enterprises, service providers and government entities worldwide. As a result, many of the world's largest and most successful organizations rely on Fortinet.

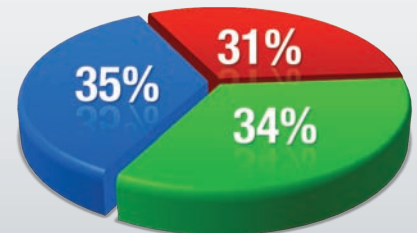


**Revenue by Region (2010)**



■ EMEA  
■ APAC  
■ Americas

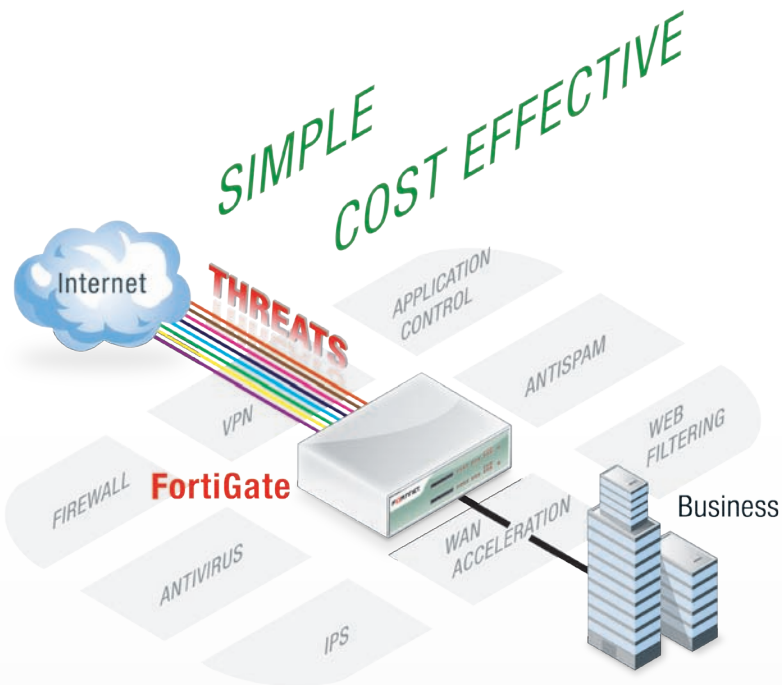
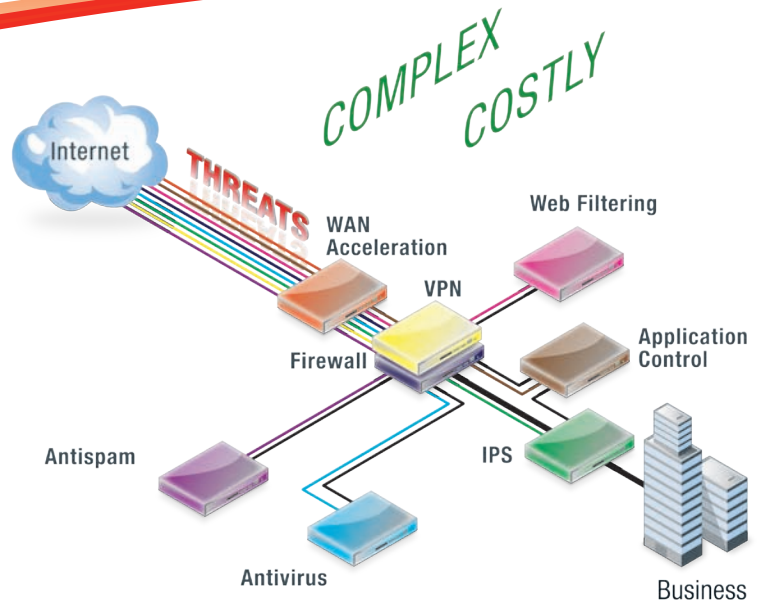
**FortiGate Product Segmentation (2010)**



■ Entry-Level Appliances  
■ Mid-Level Appliances  
■ High-End Appliances

### Typical Security Model

Numerous stand-alone security products from different vendors are costly to deploy, complex to manage, and degrade network performance and reliability.

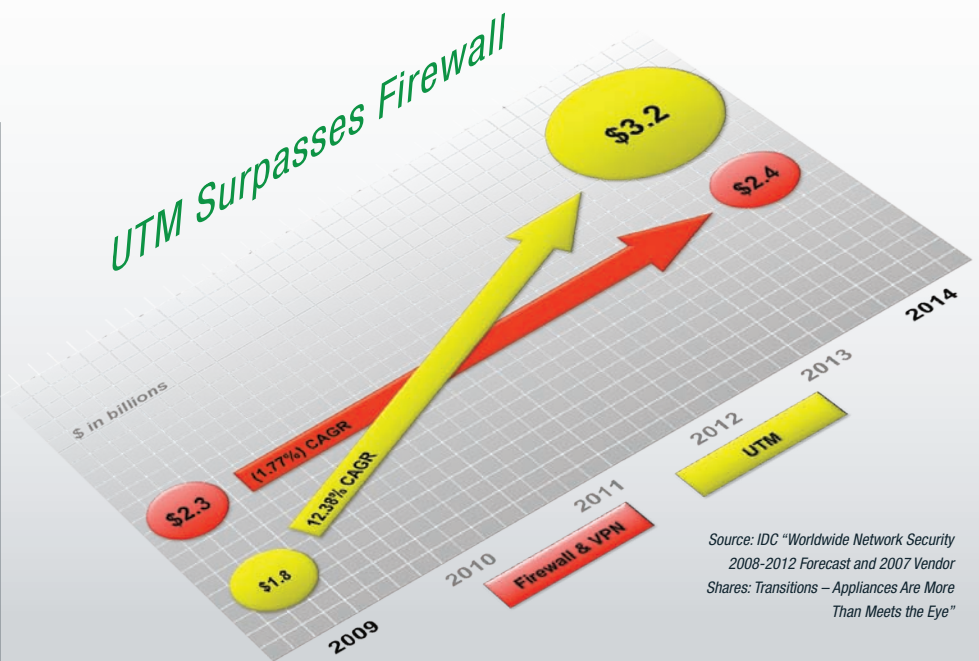


### The Fortinet UTM Model

Fortinet's fully integrated security technologies offer increased protection, improved performance, reduced costs, and greater reliability.

### Market Leadership

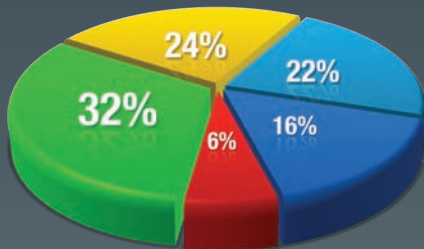
Fortinet is the worldwide leading provider of UTM appliances, with a 15.8% share of the UTM appliance market for Q3 2010, as determined by IDC®. IDC forecasts that the UTM market will grow from \$1.8 billion in 2009 to \$3.2 billion in 2014, representing a compounded annual growth rate of 12.38%. Based on IDC data, the UTM market is the fastest growing segment within the network security market. Fortinet has demonstrated consistent growth, outpacing firewall, IPS, and other security markets.



## Fortinet At A Glance

Fortinet was founded in 2000 by Ken Xie, the visionary founder and former president and CEO of NetScreen. A strong and seasoned management team with deep experience in networking and security leads the company today. Fortinet's position as a leading network security company has been validated by widespread recognition by industry analysts, business organizations, and media.

### Employees by Region



- France (83)
- Canada (430)
- United States (314)
- Other (293)
- China (216)

55 of the Fortune Global 100

7 of the Fortune 100 companies in Americas

8 of the Fortune 100 companies in EMEA

8 of the Fortune 100 companies in APAC

10 of the Fortune 100 telecommunications companies

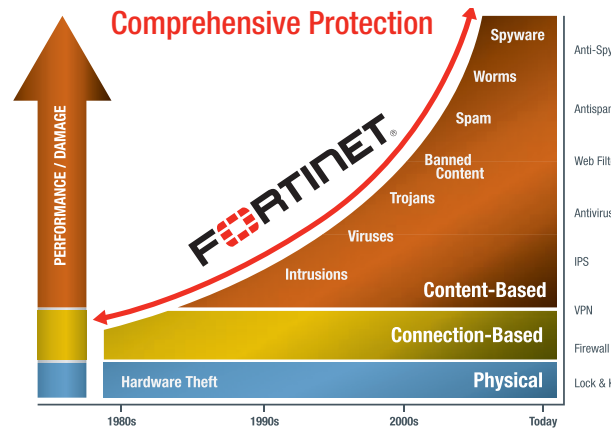
9 of the Fortune 100 banking companies

7 of the Fortune 100 defense/aerospace companies

## Pioneering Security

Fortinet was founded in 2000 to solve the challenges of organizations needing more network protection than existing technologies, such as firewall and VPN, could provide. Other vendors responded to new content-based threats with stand-alone security solutions, adding complexity and cost without providing comprehensive protection.

Fortinet's approach was to create Unified Threat Management. Our solution tightly integrates many functions together into a single platform, including firewall, VPN, application control, intrusion prevention, and Web filtering. Fortinet delivers complete content protection, which is more than simply identifying applications and allowing or denying the traffic. It is application control coupled with identity-based policy enforcement of all content.



\*IDC Worldwide Security Appliances Tracker, July 2010

\*\*IDC: Worldwide Network Security 2009-2013 Forecast and 2008 Vendor Shares December 2009

## The ASIC Performance Advantage

Fortinet's purpose-built architecture delivers very high throughput with exceptionally low latency. Custom FortiASIC™ processors deliver the power you need to detect malicious content at multi-Gigabit speeds. Other security technologies cannot protect against today's wide range of content- and connection-based threats because they rely on general-purpose CPUs, causing a dangerous performance gap. FortiASIC processors provide the performance needed to block emerging threats, meet rigorous third-party certifications, and ensure that your network security solution does not become a network bottleneck.

### Typical Platform

Slow performance with a single processing engine



### FORTINET

Specialized design delivers more processing power



# Market Leadership Across the Board



Worldwide UTM Market Share  
Q3 2010

Rank	Company	Market Share %
1	<b>FORTINET</b>	<b>15.8</b>
2	Check Point	10.6
3	Cisco	9.5
4	Juniper	8.6
5	SonicWALL	7.2
6	McAfee	6.1
7	WatchGuard	4.7
8	Crossbeam	2.6
9	Other	34.9
	<b>TOTAL</b>	<b>100</b>

\*IDC Worldwide Security Appliances Tracker, December 2010 (market share based on factory revenue)



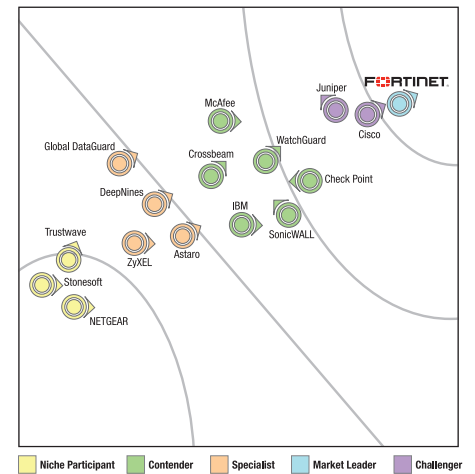
Unified Threat Management  
Magic Quadrant  
October 2010



\*Gartner, Inc., "Magic Quadrant for Unified Threat Management", October 2010



UTM Market  
Competitive Landscape  
3rd Quarter 2009



\*Frost & Sullivan, "World Unified Threat Management, Products Market 2009", 2010

## Vision and Execution

In its **Unified Threat Management Magic Quadrant**, Gartner recognized Fortinet for both its **"completeness of vision"** and **"ability to execute"** based on evaluation of its FortiGate® consolidated security appliances. According to the Gartner report, the continued evolution of threats, as well as audit and regulatory demands, will require businesses to move toward the more advanced features of UTM, which include multiple security functions in a single appliance. Quantifying this growth, the Gartner report states that in 2009, the worldwide UTM market was worth approximately \$1.5 billion, representing 25% growth over Gartner's 2007 estimate, with a forecast of 20% to 25% compound annual growth rate through 2012.

**"Fortinet is the worldwide leading provider of UTM appliances."**

— IDC Worldwide Security Appliances Tracker, December 2010



## Industry Recognition

### Worldwide Leader in UTM

(IDC; Frost & Sullivan)

### “One of Top 4 Network Security Appliance Vendors WW”

(IDC)

### Leader in Gartner Unified Threat Management Magic Quadrant

(Gartner)

### Ranked Tier 1 Enterprise Security Vendor

(Current Analysis)

### ISO 9001:2000 Certified for Quality Management Systems standard

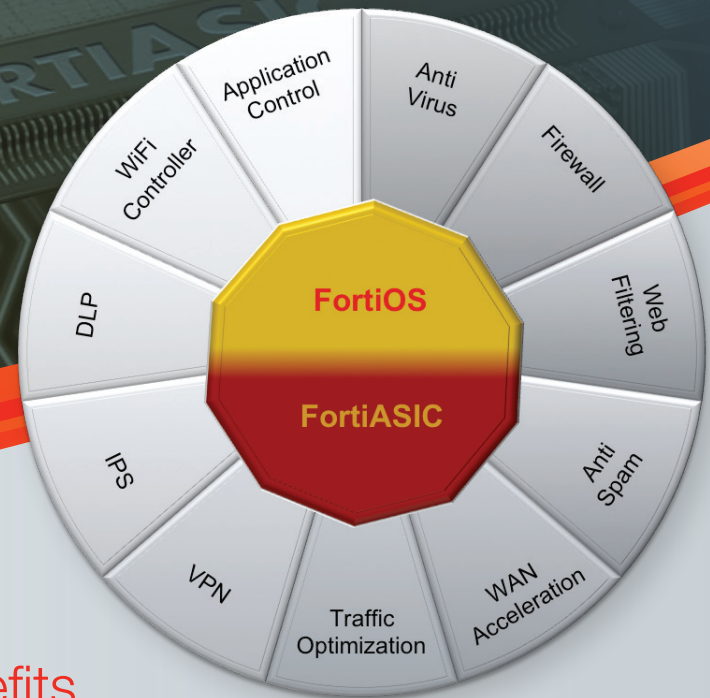
### Voted one of Best Places to Work in Silicon Valley 2009

(San Francisco Business Times)



## Securing More with Less

Fortinet's consolidated security strategy and market-leading technology enable you to improve your security posture while reducing your costs and simplifying your security infrastructure. Through our products and subscription services, we provide broad, integrated and high performance protection against dynamic security threats. Our singular focus on network security gives us the ability to anticipate the continued evolution of the threats you face, and deliver the innovative, effective solutions you need. Enterprises, service providers, and government entities worldwide rely on Fortinet solutions to help them reduce security risks and increase ROI.



## Key Benefits

**Accelerated, high performance unified threat management.** We offer a high performance UTM solution based on our proprietary technology platform, FortiASICs and FortiOS.

**High quality security functionality.** Our broad set of integrated, high quality security functions enable the most sophisticated and demanding end-customers to avoid the shortcomings of a traditionally fragmented security point product infrastructure.

**Lower total cost of ownership.** By consolidating security functionality into a single device, reducing network complexity, and centralizing management functions, Fortinet solutions significantly reduce our end-customers' total cost of ownership.

**Superior flexibility and ease of deployment.** Our UTM solution enables end-customers to activate additional security functions and subscription services on an on-demand basis as their security needs evolve.

**Broad, end-to-end security protection.** We offer a broad range of appliances and software to help end-customers defend against today's broad range of security threats, from the endpoint to core.

## The Fortinet Advantage

Consolidated security technologies, hardware-accelerated performance, and global threat research and support are the three defining advantages that set Fortinet apart from every other security vendor.

### Consolidated, Comprehensive Security:






























This approach enables higher throughput and lower latency, with greater visibility and control over users, applications, and data.

### Hardware-Accelerated Performance:

We designed our FortiASIC custom processors specifically to accelerate the processing-intensive tasks required to secure networks in today's sophisticated threat environment.

### Global Threat Research and Support:

Our global FortiGuard® Labs threat research and FortiCare™ support teams deliver the 24/7 real-time protection and support you need to stay ahead of a constantly evolving threat landscape and an ever-changing networking environment.

Comprehensive	High-Performance	Real Time									
<p><b>FortiOS Operating System</b></p> <table border="0"> <tr> <td><b>FIREWALL</b> </td> <td><b>IPS</b> </td> <td><b>VPN</b> </td> </tr> <tr> <td><b>ANTIVIRUS/ANTISPYWARE</b> </td> <td><b>DLP</b> </td> <td><b>WEB FILTERING</b> </td> </tr> <tr> <td><b>ANTISPAM</b> </td> <td><b>APPLICATION CONTROL</b> </td> <td><b>WAN OPTIMIZATION</b> </td> </tr> </table> <p><b>Multi-Threat Security</b></p>	<b>FIREWALL</b> 	<b>IPS</b> 	<b>VPN</b> 	<b>ANTIVIRUS/ANTISPYWARE</b> 	<b>DLP</b> 	<b>WEB FILTERING</b> 	<b>ANTISPAM</b> 	<b>APPLICATION CONTROL</b> 	<b>WAN OPTIMIZATION</b> 	<p><b>FortiASIC Network Processor</b></p>  <p><b>FortiASIC Content Processor</b></p>	<p><b>FortiGuard Subscription Service</b></p>  <p><b>FortiCare Customer Support</b></p>
<b>FIREWALL</b> 	<b>IPS</b> 	<b>VPN</b> 									
<b>ANTIVIRUS/ANTISPYWARE</b> 	<b>DLP</b> 	<b>WEB FILTERING</b> 									
<b>ANTISPAM</b> 	<b>APPLICATION CONTROL</b> 	<b>WAN OPTIMIZATION</b> 									





FortiGate-5140



FortiGate-5060



FortiGate-5020



FortiCarrier-3950B



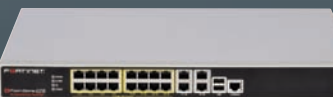
FortiGate-3140B



FortiGate-3040B



FortiGate-1240B



FortiGate-621B



FortiGate-311B



FortiGate-200B POE

# Consolidated Network Security Solutions

Ranging from the FortiGate-50B series for small offices to the FortiGate-5000 series for large enterprises, service providers and carriers, the FortiGate line combines the FortiOSTM security operating system with FortiASIC processors and other hardware to provide a comprehensive and high-performance array of security and networking functions including:

- > Firewall, VPN, and Traffic Shaping**
- > Antispam**
- > Virtual Domains**
- > Intrusion Prevention System (IPS)**
- > Application Control**
- > Virtual Appliances**
- > Antivirus/Antispyware/Antimalware**
- > VoIP Support**
- > SSL Inspection**
- > Web Filtering**
- > Layer 2/3 routing**
- > Endpoint Access**
- > WAN Optimization**
- > IPv6 Acceleration**
- > Vulnerability Mgmt.**

## Rigorous 3rd party certifications validate Fortinet's approach to network security

Fortinet is the only unified threat management vendor to earn certifications across all core security technologies. These independent certifications demonstrate our ability to consolidate multiple security technologies into a single device while still meeting the highest standards of performance and accuracy. Our certifications include:

FIREWALL	IPS	VPN	ANTIVIRUS	ANTISPAM

## Wide Range of Customers and Security Solutions

Fortinet provides integrated security solutions for every size customer, from global carriers to small businesses. We protect organizations in every industry, and almost every country around the globe. Our global customers expose our products to a wide range of networking environments and deployment situations, and our products deliver industry-leading protection and performance in the most demanding environments.

### Carrier/Service Provider Solutions

Fortinet's AdvancedTCA™ FortiGate-5000 series chassis-based systems and FortiGate-3000 series appliance-based platforms provide complete network security, policy enforcement, and QoS management solutions for service providers, large enterprises and telecommunications providers. Native support for high-density Gigabit Ethernet (GbE) and 10-GbE interfaces provides tremendous flexibility and throughput scalability. Consolidated security technologies and support for virtual domains are ideal for high-speed security gateways, managed security services, and complex multi-tenant deployments. **Delivers up to 480 Gbps firewall throughput.**



## Large Enterprise Solutions

Fortinet consolidated security solutions provide the defense-in-depth your large enterprise network needs, as well as flexible deployment options and a scalable path for expansion. The unique combination of ASIC-accelerated performance, integrated threat response, and dynamic threat intelligence delivers the highest level of network and content security while simplifying your network infrastructure. **Delivers up to 120 Gbps firewall throughput.**

## Mid-Enterprise Solutions

FortiGate consolidated security appliances for mid-enterprise deployments deliver fully integrated, essential security and networking functions in a single high-performance device. You can rely on complete content protection to stop complex, emerging threats that evade detection by other stand-alone technologies or legacy products. **Delivers up to 44 Gbps firewall throughput.**

## SMB/Remote Office Solutions

Fortinet appliances integrate all the essential security services needed to protect a business in an affordable package. These easy-to-deploy and manage systems deliver comprehensive protection in a flexible, turn-key platform that is ideally suited to provide smaller locations with the security you need. **Delivers up to 1 Gbps firewall throughput.**

## Wireless Access Solutions

Wireless networks are a significant source of risk for most enterprises, due to the lack of robust security technologies and the use of a separate security infrastructure for wireless networks. Fortinet reduces your WLAN risk with a comprehensive, integrated security solution for your wireless and wired networks. We integrate all wired and wireless traffic into a single FortiGate security platform, giving you unmatched visibility and control of all network threats. You have the flexibility to choose between thick and thin access points (APs), all managed by the integrated Wireless Controllers in FortiGate platforms.

- > Manage all access points from a single 'pane of glass' management console
- > Simplify your network by eliminating a separate Wireless Controller
- > Improve threat visibility and response by eliminating blind spots caused by separate security systems
- > Deploy a secure wireless network in a matter of minutes

### FortiWiFi (Thick AP)

FortiWiFi security appliances integrate Thick AP capabilities with comprehensive enterprise-class protection for smaller locations at an affordable price. Each FortiWiFi model is capable of broadcasting up to seven SSIDs or Virtual Access Points (VAPs) enabling multi-tenant environments in a single device.

### FortiAP (Thin AP)

FortiAP Access Points are affordable, IEEE 802.11n capable Thin APs that provide concurrent security and WiFi client access on both the 2.4 GHz and 5 GHz spectrums. The FortiAP series utilizes industry-leading wireless chip technology that enables the FortiAP to reach wireless association rates as high as 300 Mbps per radio and also allows the coverage to extend twice as far as legacy 802.11a/b/g.



FortiGate-110C



FortiGate-80C



FortiGate-60C



FortiGate-50B



FortiWiFi-50B



FortiWiFi-60C



FortiAP-210B/220B



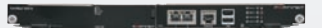
FortiAP-222B



All FortiGate models come with a full-featured and fully integrated Wireless Controller powered by FortiOS.

## End-to-End Solutions

The FortiGate family of security appliances offers a wide range of deployment sizes to meet network requirements and topologies. Fortinet also delivers a complete range of products that enable network managers to control, monitor, and operate networks simply and powerfully.



FortiMail-5001A



FortiMail-3000C



FortiMail-2000B



FortiMail-400B



FortiMail-100C

### FortiMail Secure Messaging

Purpose-built for the most demanding messaging systems, FortiMail provides a fast, accurate, multi-layered approach to blocking spam and malware. Flexible deployment options minimize disruption to existing systems and infrastructure. Identity-based encryption protects regulated content and granular policy enforcement helps achieve compliance. **Provides antispam and AV filtering of up to 1.4 million messages/hour.**



FortiManager-5001A



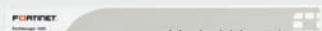
FortiManager-3000C



FortiManager-1000C



FortiManager-400B



FortiManager-100C

### FortiManager Centralized Management

Effectively manage any size Fortinet security infrastructure, from a few devices to thousands of appliances and end-point security agents. **Manages up to 5,000 Fortinet network devices.**



FortiAnalyzer-4000B



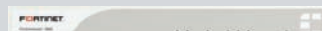
FortiAnalyzer-2000B



FortiAnalyzer-1000C



FortiAnalyzer-400B



FortiAnalyzer-100C



FortiWeb-3000C



FortiWeb-1000C



FortiWeb-400B

### FortiAnalyzer Centralized Analysis and Reporting

Centralized logging, analyzing, and reporting from multiple Fortinet devices, as well as vulnerability assessments and event correlation. **Analyzes up to 6,000 logs/second.**

### FortiWeb Application Firewall

Web application and XML firewalls to protect, balance, and accelerate Web applications, databases, and the information exchanged between them. **Inspects up to 40,000 HTTP transactions/second.**



## Worldwide 24x7 Support

Our **FortiCare** customer support organization provides global technical support for all Fortinet products, with support staff in the Americas, Europe, and Asia. We offer end-users multiple options for FortiCare contracts so that they can obtain the right level of support for their organization's needs. Attractively priced options include 24x7 support with advanced hardware replacement, 8x5 support with enhanced Web features, Premium Support with technical account management, and Premium RMA support with enhanced service levels. **Fortinet Support: 1-866-648-4638**



FortiDB-2000B



FortiDB-1000C



FortiDB-400B

### FortiDB

#### Database Security

Delivers vulnerability assessment, monitoring and auditing capabilities to harden databases and track the flow of information within them.

**Protects up to 60 database instances.**



FortiScan-3000C

### FortiScan

#### Vulnerability Management

Provides end-point vulnerability management, asset compliance evaluation, patch management remediation, auditing and reporting. **Scans up to 5,000 agents**

**up to 60 database instances.**



FortiSwitch-548B

### FortiSwitch

#### Gigabit Switching

Delivers wire speed, resilient, scalable, ultra-low latency fabrics with Gigabit Ethernet (GbE) and 10 GbE switching platforms. **Delivers up to 960 Gbps switch throughput.**



FortiSwitch-248B



### FortiClient & FortiMobile

#### Remote Security

FortiClient PC™ and FortiClient Mobile™ provide comprehensive, dynamic security for personal computers, mobile laptops, and smartphones. **Extends Fortinet's security expertise to endpoint devices.**



FortiBridge-2002



FortiBridge-2002F



FortiBridge-2002X

### FortiBridge

#### Fail-over Protection

Preserves availability of network resources in the event of a power failure or a device malfunction. **Protects up to 2 segments.**



## Global Threat Research and Updates

Our **FortiGuard Labs'** global team of threat researchers continuously monitors the evolving threat landscape. The team of more than 125 FortiGuard Labs researchers provides around the clock coverage to ensure your network stays protected. It delivers rapid product updates and detailed security knowledge, providing protection from new and emerging threats.

**WWW.FORTIGUARD.COM**

### FortiGuard Services

- > Analysis and Management
- > Antispam
- > Antivirus
- > Application Control
- > Database Security
- > Intrusion Prevention
- > Vulnerability Management
- > Web Filtering
- > VOIP
- > Web Security





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