

CLOUD & Managed Security Services

INFOCOM Security

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Regional Sales Manager

Agenda



- A few words about Fortinet
- The New Nature of Breaches
- The MSS Market Opportunity
- Managed Security Drivers
- Securing Virtual Machines
- FortiCloud
- Fortinet Advantages
- FortiGuard
- MSSP Fortinet Award

A Global Leader and Innovator in Network Security

Fortinet Quick Facts

Global presence and customer base

- Customers: **218,000+**
- Units shipped: **1.8+ Million**
- Offices: **80+** worldwide

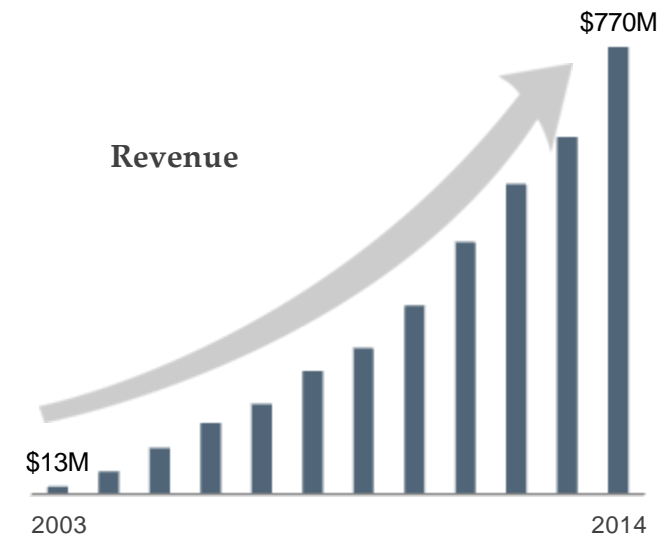
Founded **2000**, 1st product shipped **2002**,
IPO **2009**

HQ: Sunnyvale, California

Employees: **2800+** worldwide

Consistent growth, **gaining** market share

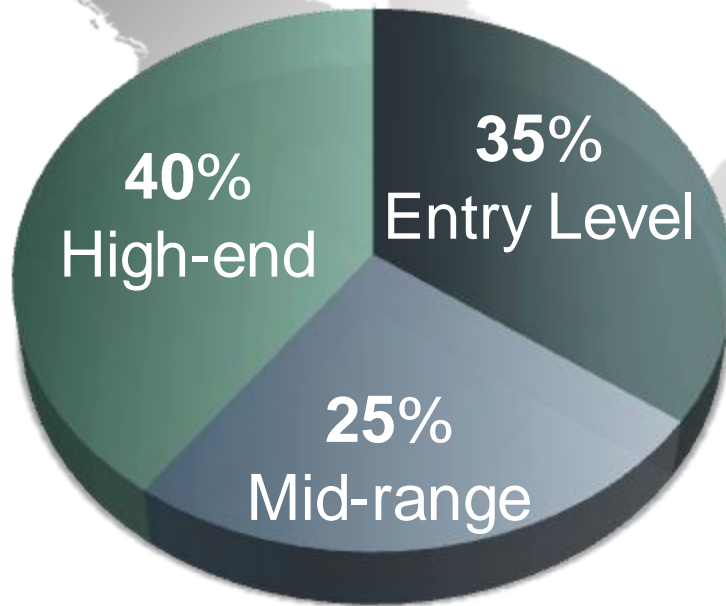
Strong positive cash flow, **profitable**



- FortiGuard: 200+ industry-leading threat **research team**
- Market-leading technology: 194 **patents**, 156 pending

A Global Leader and Innovator in Network Security

Balanced, but Enterprise & Carrier Driven



Billings by Product Segment

Q4 2014

9 of Top 10
Global 100

7 of Top 10
Global 100
Major Banks

7 of Top 10
Global 100
Computer
Services

9 of Top 10
Global 100
Aerospace
& Defense

Scareware, Ransomware, Blastware & Mobile Threats



- New category of wiper malware
- Built in, sophisticated self-destruct mechanisms
- Cover their tracks
- More destructive form of ransomware
- Potential physical damage to Industrial Control Systems
 - » *Mobile attacks:*
- Reveton Mobile
- Operation Emmental mobile banking fraud
- Mobile payment systems breach (Apple Pay&CurrentC)
- In 2015, the cumulative Android Threat Volume will reach 8Million.

#1 Security Threat - The Human Error



Cloud Computing Security Challenges

- **On Demand services.** without the long delays that have characterized traditional IT.
- **On-demand network access.** Ability to access the service via standard platforms (desktop, laptop, mobile, etc.) and networks (Internet, wireless).
- **Shared pool.** Resources are pooled across multiple customers.
- **Rapidly provisioned and released.** Agility and elasticity. Capability can scale to cope with demand peaks.

MARKET GROWTH – 17.3% FROM 2014 TO 2019

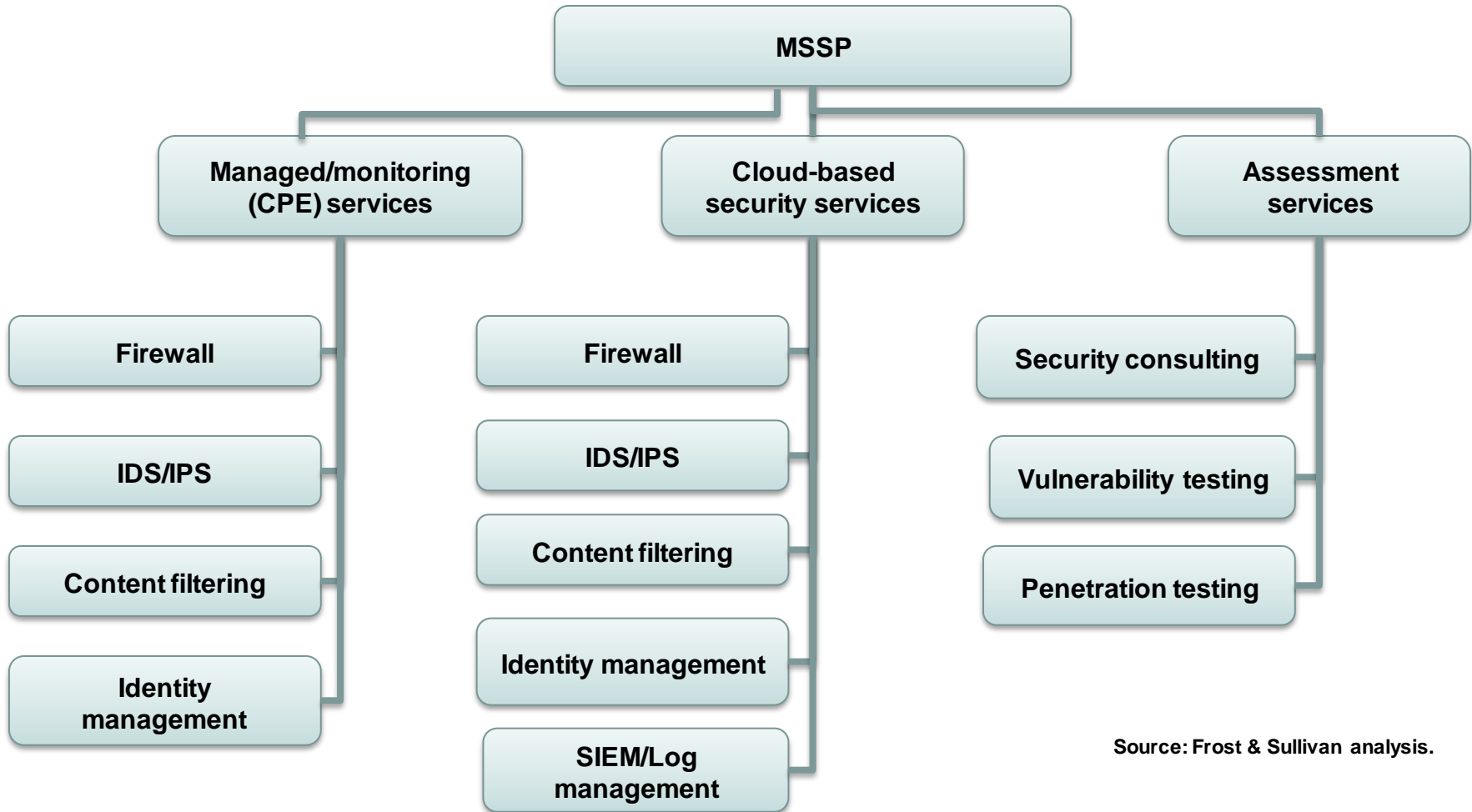
- MSS market reaching \$32B in 2019
- Global MSS market \$14B in 2014
- EMEA share = \$7.13B
- MSS Market Evolution
- Cloud MSS grows to 69% of market over next 5 years
- CPE MSS dropping to 50%(from 57%)



- **Mainstream Coverage**
 - » Awareness is up - Cultural event, not just technology
- **Cost Reduction**
 - » OpEx and CapEx Reduction
- **Security Expertise Limited**
 - » Security engineer unemployment rate – .065%
- **Governance Looming**
 - » Compliance – Regulation increasing

Market Overview—Segmentation

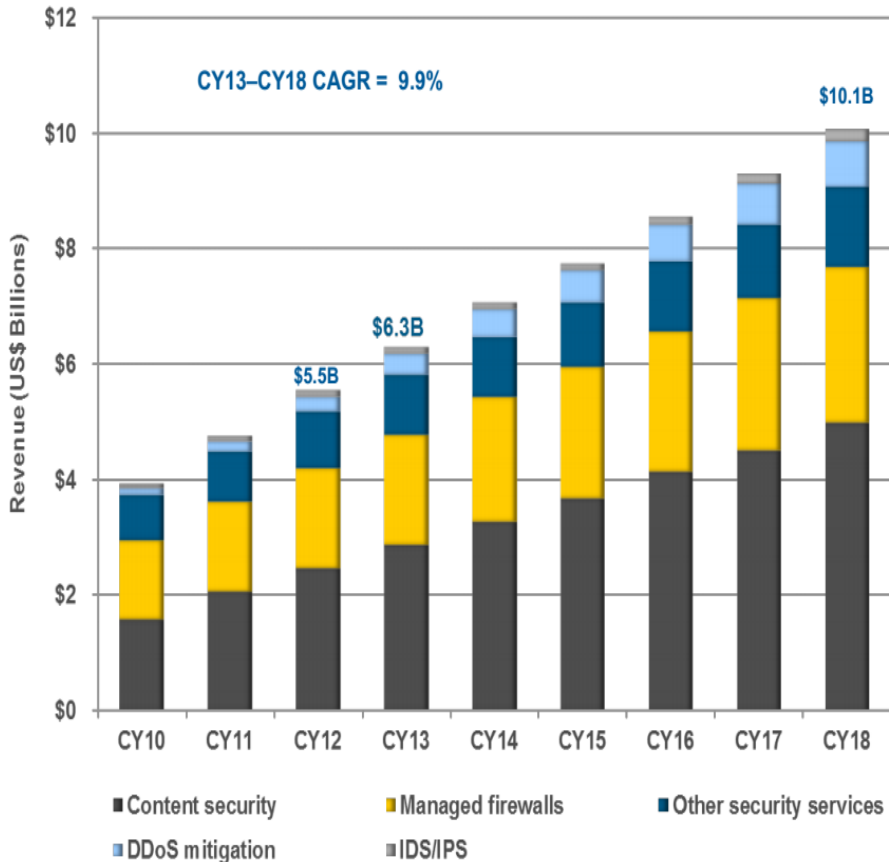
Total MSSP Market: Market Segmentation, Global



Source: Frost & Sullivan analysis.

Cloud Based MSS Market Growth

Worldwide Cloud-Based Service Revenue Share by Technology



60% growth over next 5 years

- Content Security
 - Multi-threat security leads demand
 - 30% of revenue in 2013, 49% by 2018
- Managed Firewall Service
 - Clean Pipe & Hosted Asset FW
 - 30% total revenue 2013, 27% by 2018

**Infonetics 2014 MSS Market*

Top Revenue Generating MSS Controls

Application Control

- Major threat vector – readily apparent value

Web Content Filtering

- Heavy demand for content control – highly subjective

Intrusion Prevention

- Security ‘check-box’ – set it and forget it

Sandbox-as-a-Service

- APT mitigation; cooperative, adaptive security

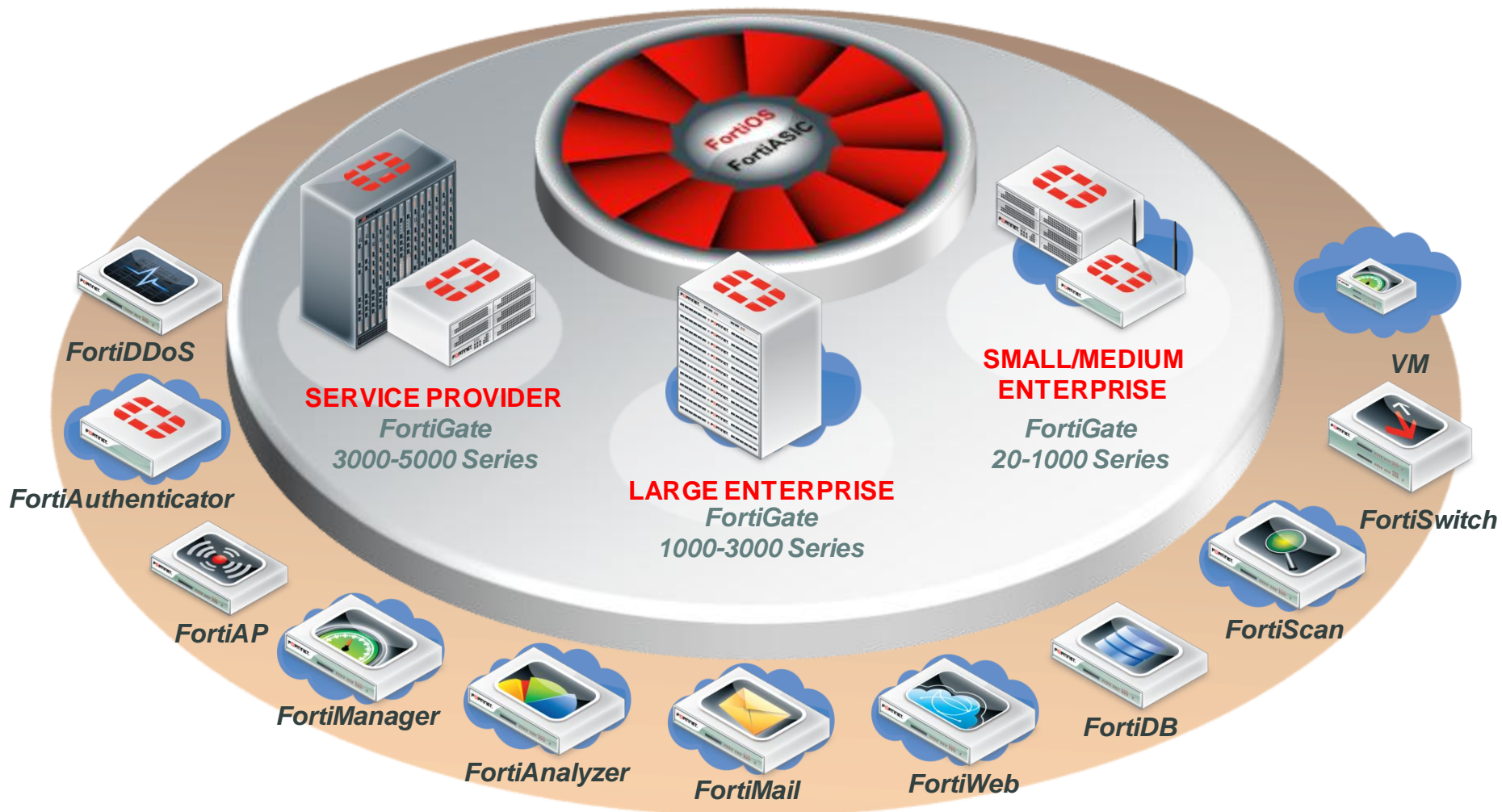
Secure WLAN

- Security integrated WiFi, low-touch cloud deployment

Email Security

- Cooperative security layer, large market opportunity

Broad Product Portfolio



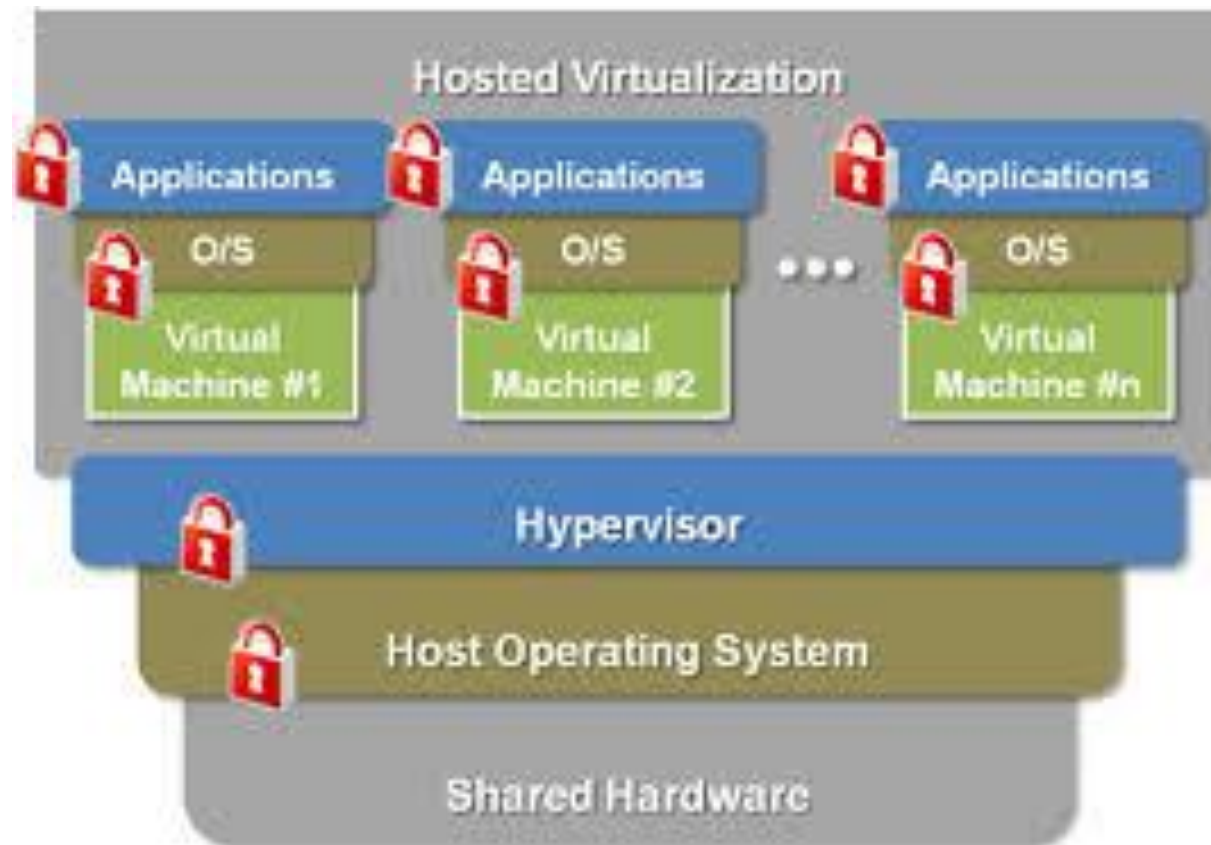
What is a VDOM?

- **Key Advantages for MSSPs:**
 - Each VDOM acts as a virtual FortiGate
 - Each VDOM can support a customer
 - Each VDOM supports independent services
 - All FortiGate security & networking is virtualized
 - FortiGates 50 series through 5000 series include
 - 10 VDOMS in base price

✓ **Awarded Frost & Sullivan Product Line Strategy
Virtual Security Products North America, 2011**

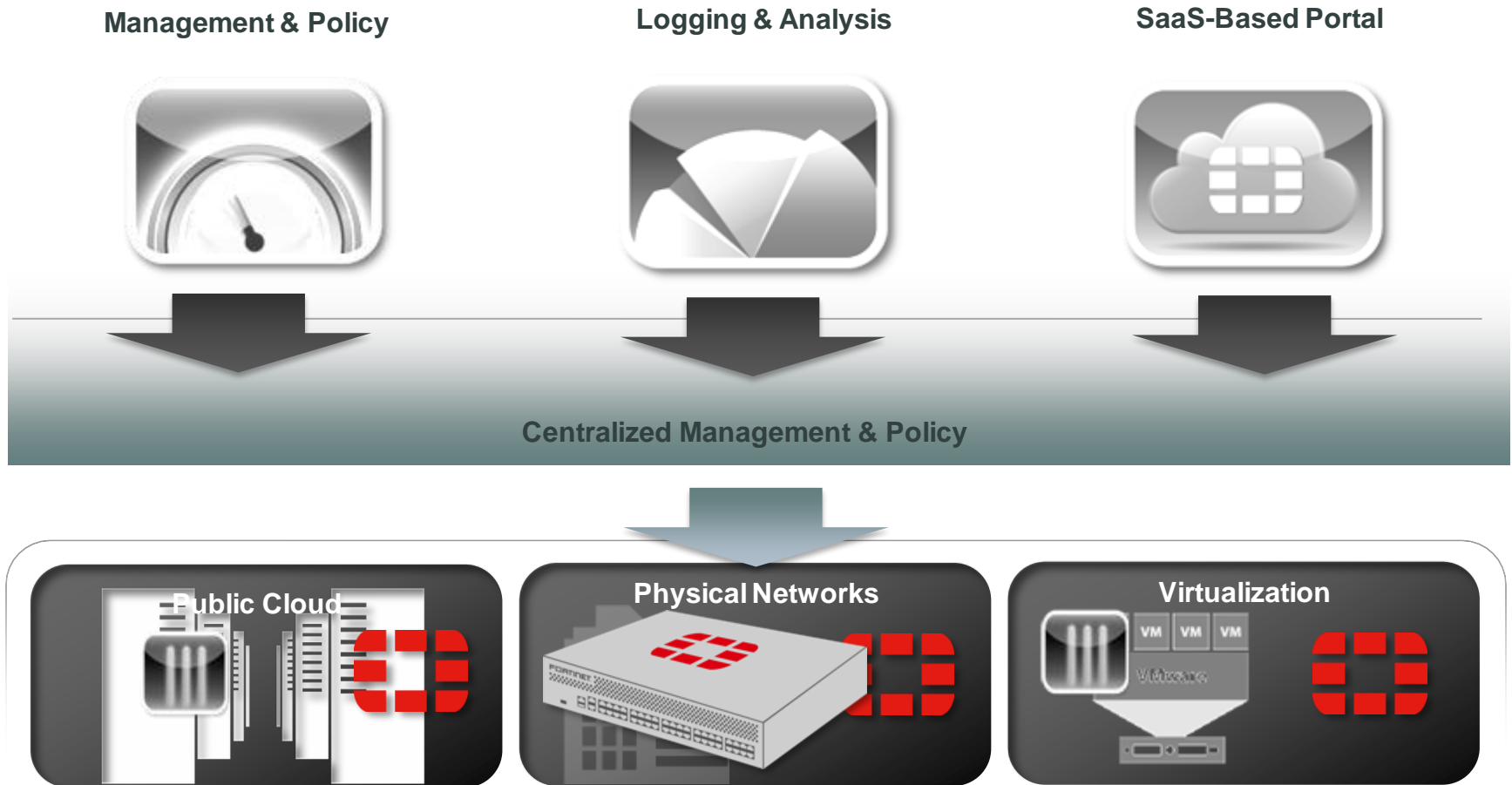


Securing Virtual Machines



Single Pane-of-Glass Management Across Hybrid Cloud

Consistent Policy Across Public and Private Clouds



FortiPrivateCloud



- Cloud-based Management
- Simplifies co-admin for MSSPs
- Rich Security analytics
- Controlled co-administration
- Multi-Level aggregation
- Multi-tenant
- Elastic scaling
- Build vs. Buy



Fortinet Development Network with
Toolkits and User Community for
API/Automation

FortiDeploy Automated Provisioning

Flexible MSSP Models

PAY-AS-YOU-GROW MODELS

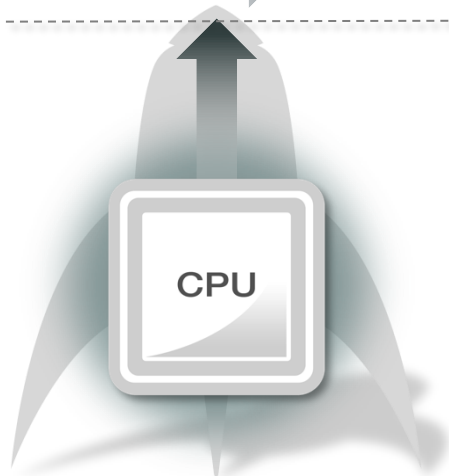


Fortinet Advantage – FAST

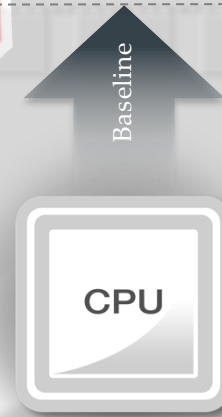
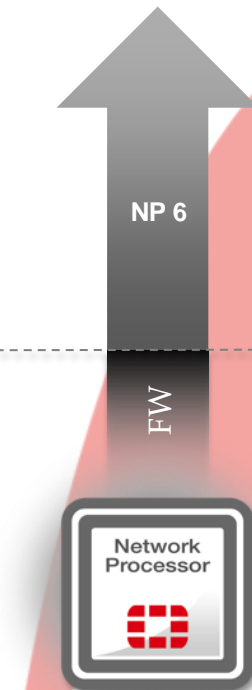
FortiASICs Dramatically Boost Performance

- **10X** data center firewall performance
- **5X** NGFW performance
- Security that **keeps up** with growing bandwidth requirements

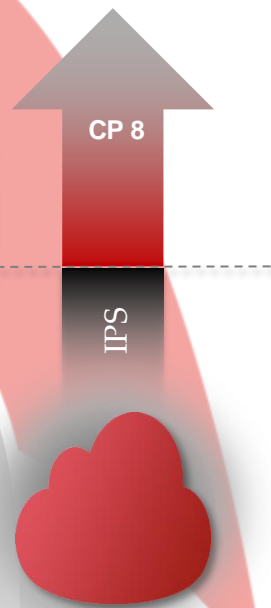
FW → 6Gbps
VPN → 2Gbps
IPS → 3.5Gbps



FW → **40Gbps**
VPN → **25Gbps**



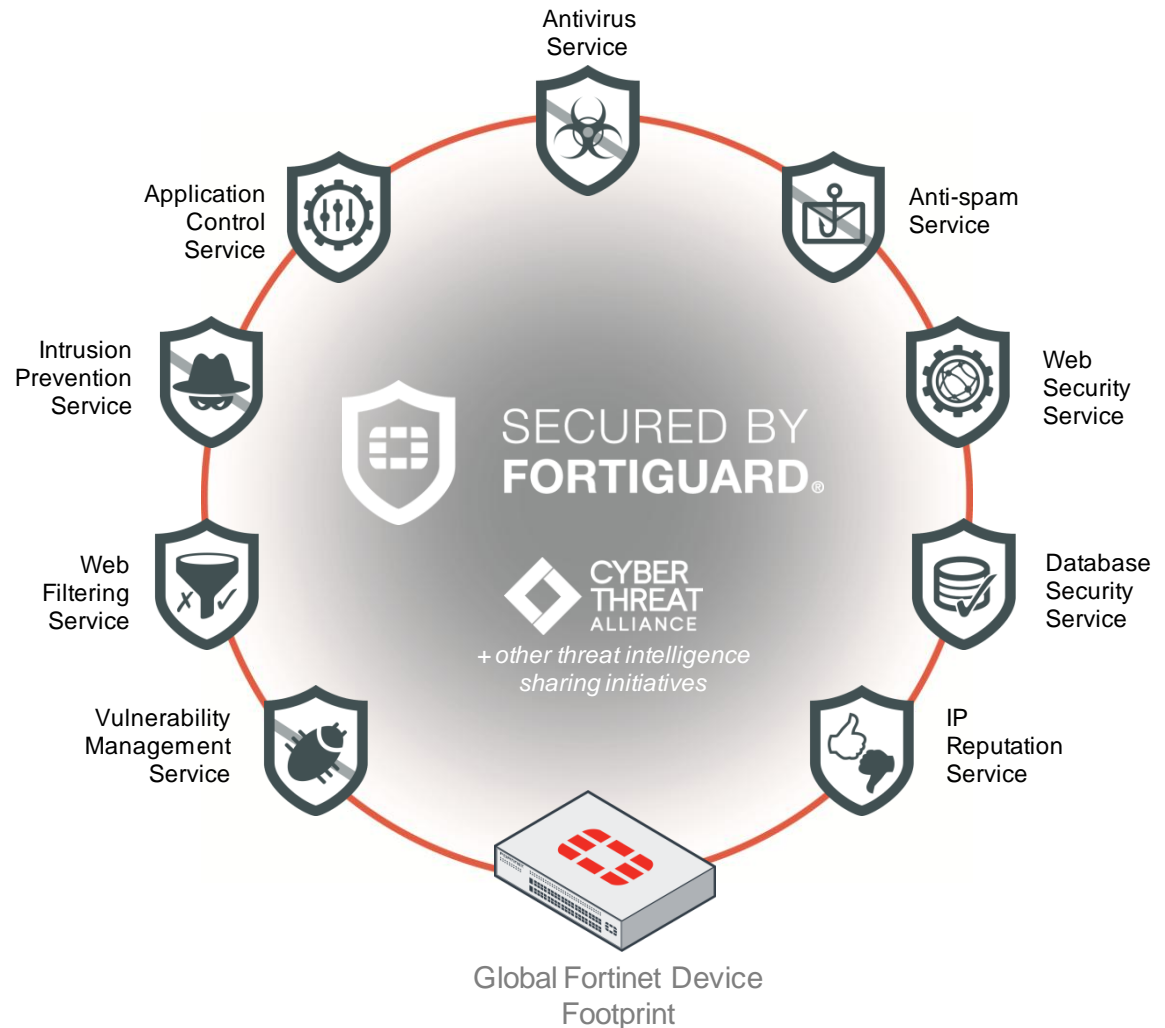
IPS → **10Gbps**
VPN → **9Gbps**



Fortinet Advantage – SECURE

FortiGuard Labs Threat Research

- Large **global threat research team** located around the world
- **Discovers** new threats and **delivers** protective services across a **rich array of in-house** security technologies
- Updates are delivered **instantly**, 24x365
- **Independently** validated as **highly effective** versus today's threats



Fortinet Advantage – SECURE

FortiGuard Labs Is An Industry Leader in Threat Research



SECURED BY
FORTIGUARD®

Awards & Certifications



35 Awards



SECURED BY
FORTIGUARD®

Partnerships & Industry



ICS-CERT

INDUSTRIAL CONTROL SYSTEMS CYBER EMERGENCY RESPONSE TEAM

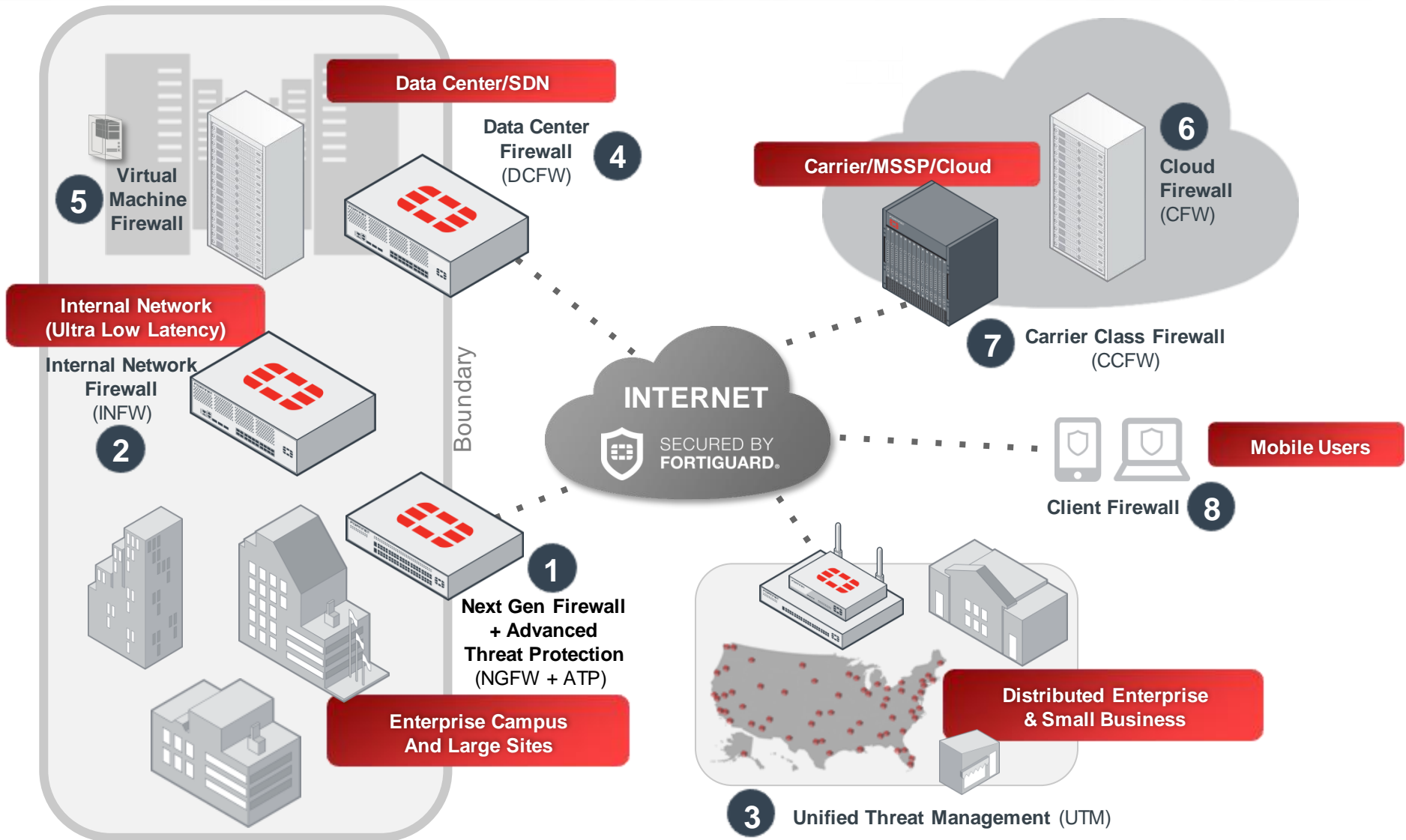


Founded by Fortinet

additional members include Palo Alto Networks, McAfee and Symantec

Fortinet Advantage – GLOBAL Platform

FortiOS & Scalable High Performance Architecture Enable Deployment Across The Entire Enterprise



FortiGuard Threat Research & Response



Strength

- 200+ in Security Operations
- 200,000+ Customers
- 90+ Global Servers
- Proactive Patents

Proactive Defense

- 35M+ threat events (per minute)
- 220 Botnets tracked live
- 143+ zero days discovered
- 35 VB100 awards

FortiGuard Intrusion
Prevention Service



SECURED BY
FORTIGUARD®

FortiGuard Web
Security Service

Visibility

- 2M+ threat sensors
 - » Organic network
- Early warning systems
- Horizontal & vertical coverage

Research

- 76 exploit kits analyzed
- 30 whitepapers since 2010
- 1M mobile viruses tracked
- Hundreds of discoveries

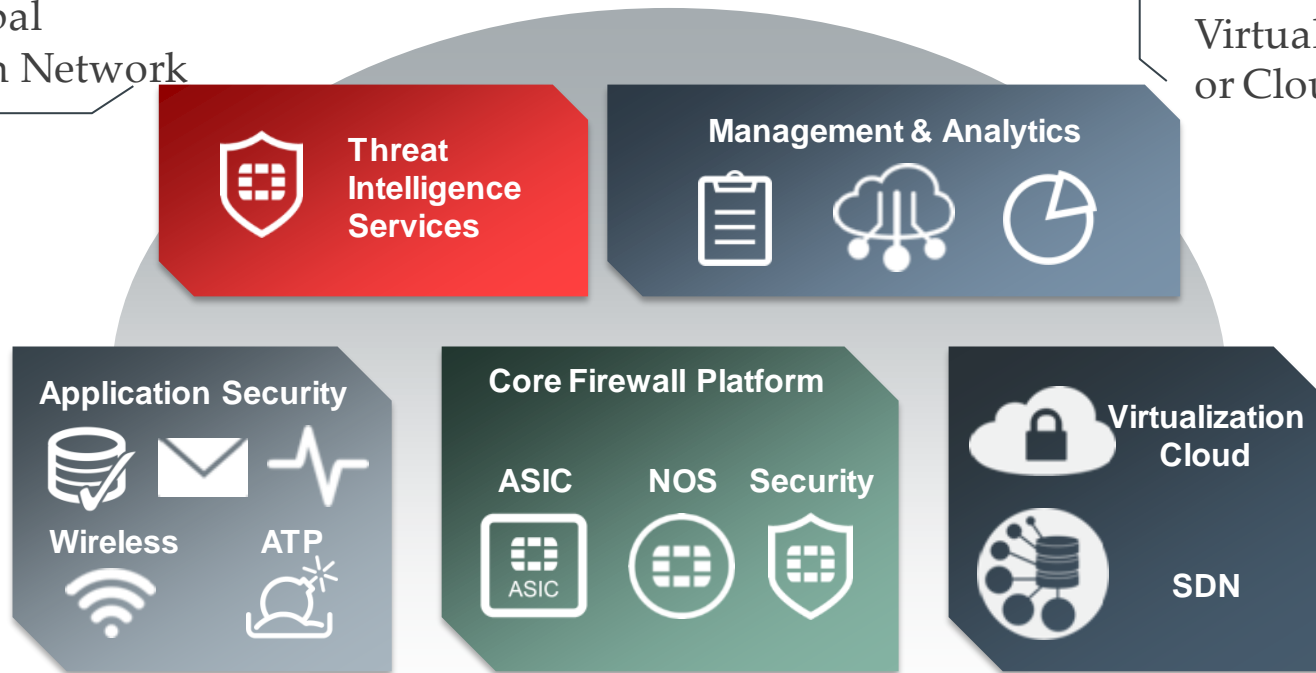
Forti-botnet

Fortinet Scalable Security Services Platform



Advanced Threat
Research and delivery
via the Global
Distribution Network

Policy Management
and Analytics via
central Appliance,
Virtual Machine
or Cloud



Extended Platform
Elements such as
Advanced Threat
Protection (Sandbox)
and Wireless Access
Points (APs)

Scalable and flexible
core Firewall
Platform with real
time security updates

Integration into
major Virtualization,
Cloud and SDN
Platforms

2014 Global Managed Security Service Provider Market Leadership Award



- Growth Strategy Excellence
- Implementation Excellence
- Brand Strength
- Product Quality
- Product Differentiation
- Technology Leverage
- Price/Performance Value
- Customer Purchase Experience
- Customer Ownership and Service Experience
- Customer Acquisition/Retention of End Customers

Thank You

FORTINET®