

Digital Transformation: Cure-all, Placebo or Poison Pill?

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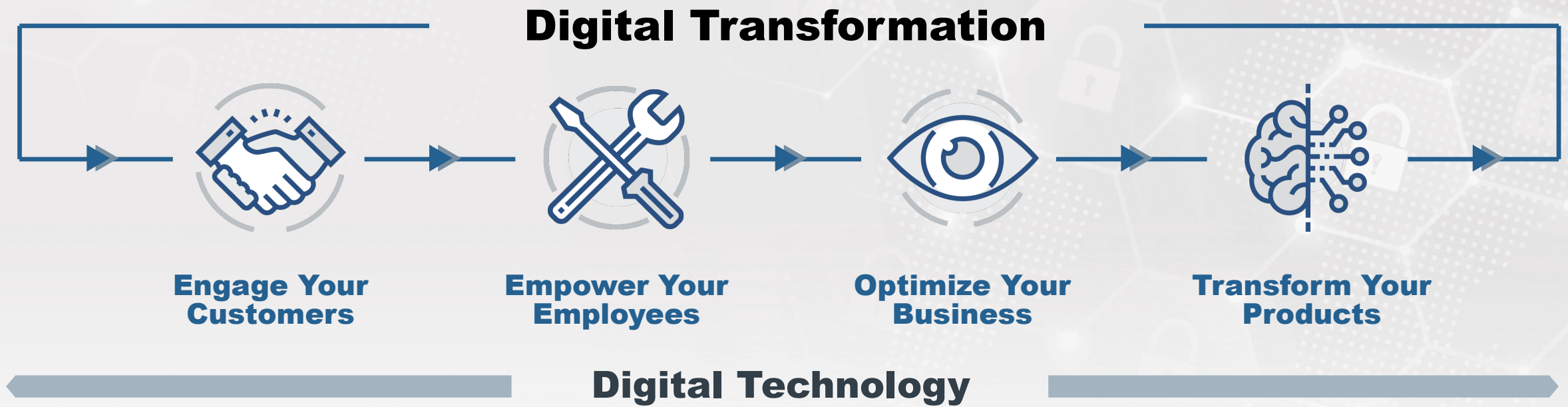
The background is a high-angle, night-time aerial photograph of a city, showing a dense grid of illuminated buildings and streets. Overlaid on this image are several semi-transparent icons: a large 'DX' in the top left, a Wi-Fi symbol in a dashed circle in the top right, a radio tower in a dashed circle on the left, a house with an upward arrow in a dashed circle in the center, a gear in a dashed circle on the right, and a building with an upward arrow in a dashed circle in the bottom right. Thin white lines connect these icons, forming a network-like structure.

DX

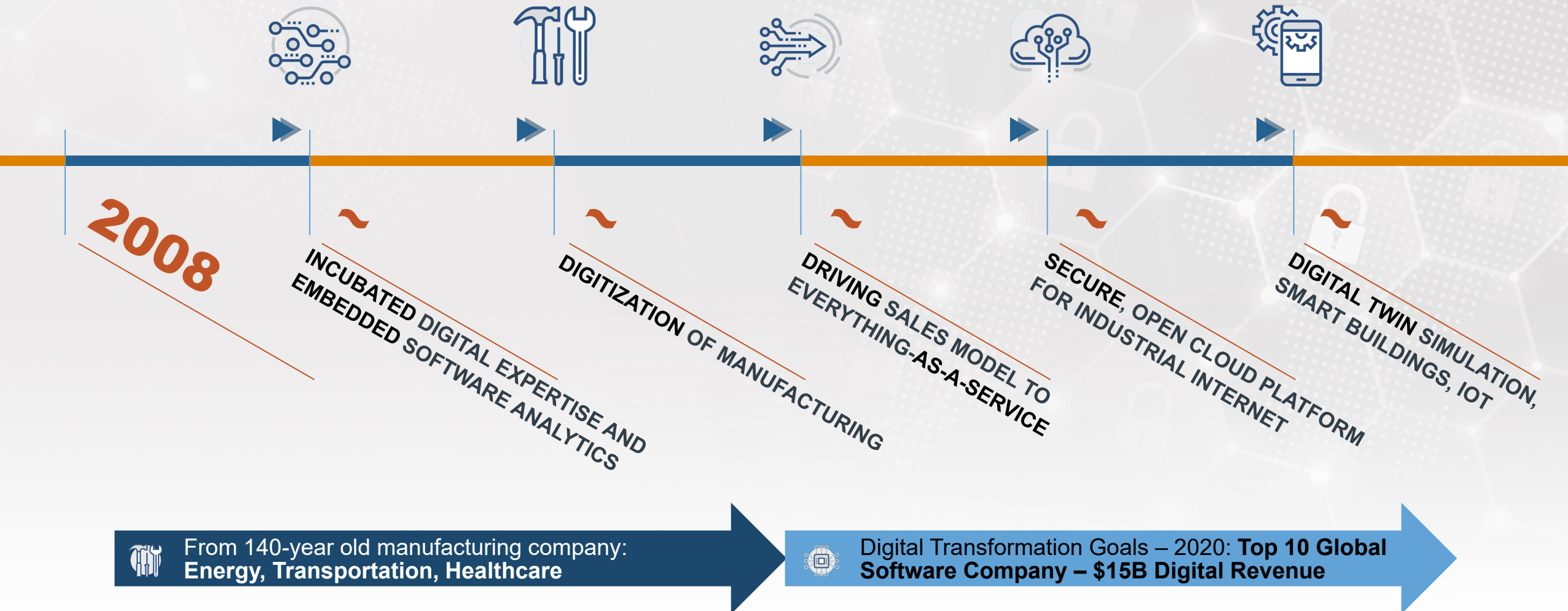
[Digital Transformation]

is the integration of digital technology into all areas of a business, resulting in fundamental changes to how businesses operate and how they deliver value to customers

Digital Transformation



Real Life Digital Transformation



Obstacles to Digital Transformation

Security is the largest factor standing in the way of enterprise digital transformation efforts. More than half (55%) of companies said that security was the No. 1 challenge they face when implementing digital enablement technologies

Source: SoftServe 2017

Cybersecurity one of Top 10 obstacles to Digital Transformation

Source: Harvard Business Review 2017

The biggest disruptive technologies cited by global respondents are the cloud (58%), mobility and collaboration (54%), big data (52%)...IoT (43%)

Source: BT CIO Report 2016

“Security nearly always tops the list of digital transformation obstacles”.

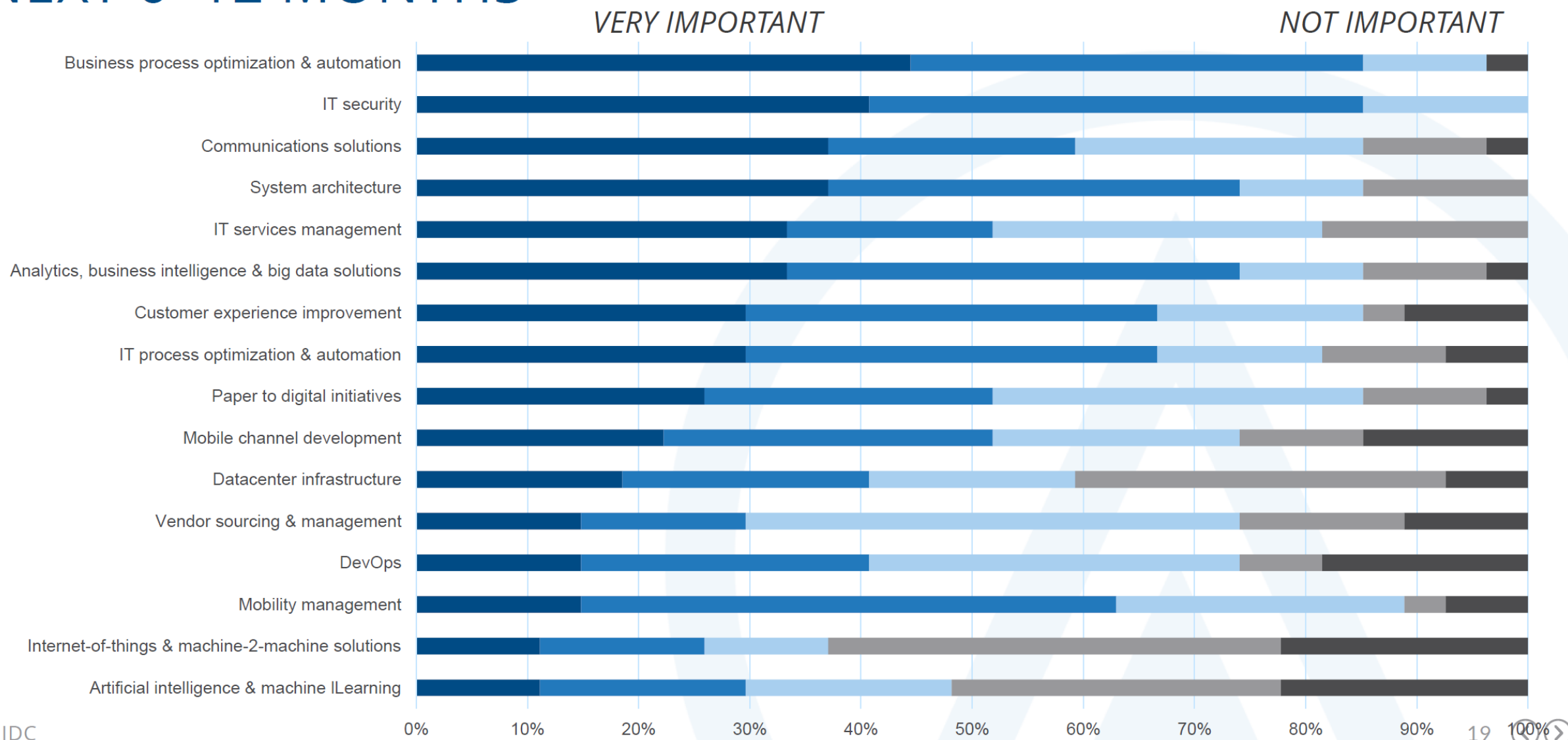
Marc Cecere, Forrester, ZD Net, 2017

Some 57% of businesses reported major issues finding and recruiting talented IT security staff—a problem as digital transformation efforts move more data and systems to the cloud, and cyber attacks grow more sophisticated.

Source: Osterman Research 2017



INVESTMENT FOCUS FOR THE NEXT 6-12 MONTHS

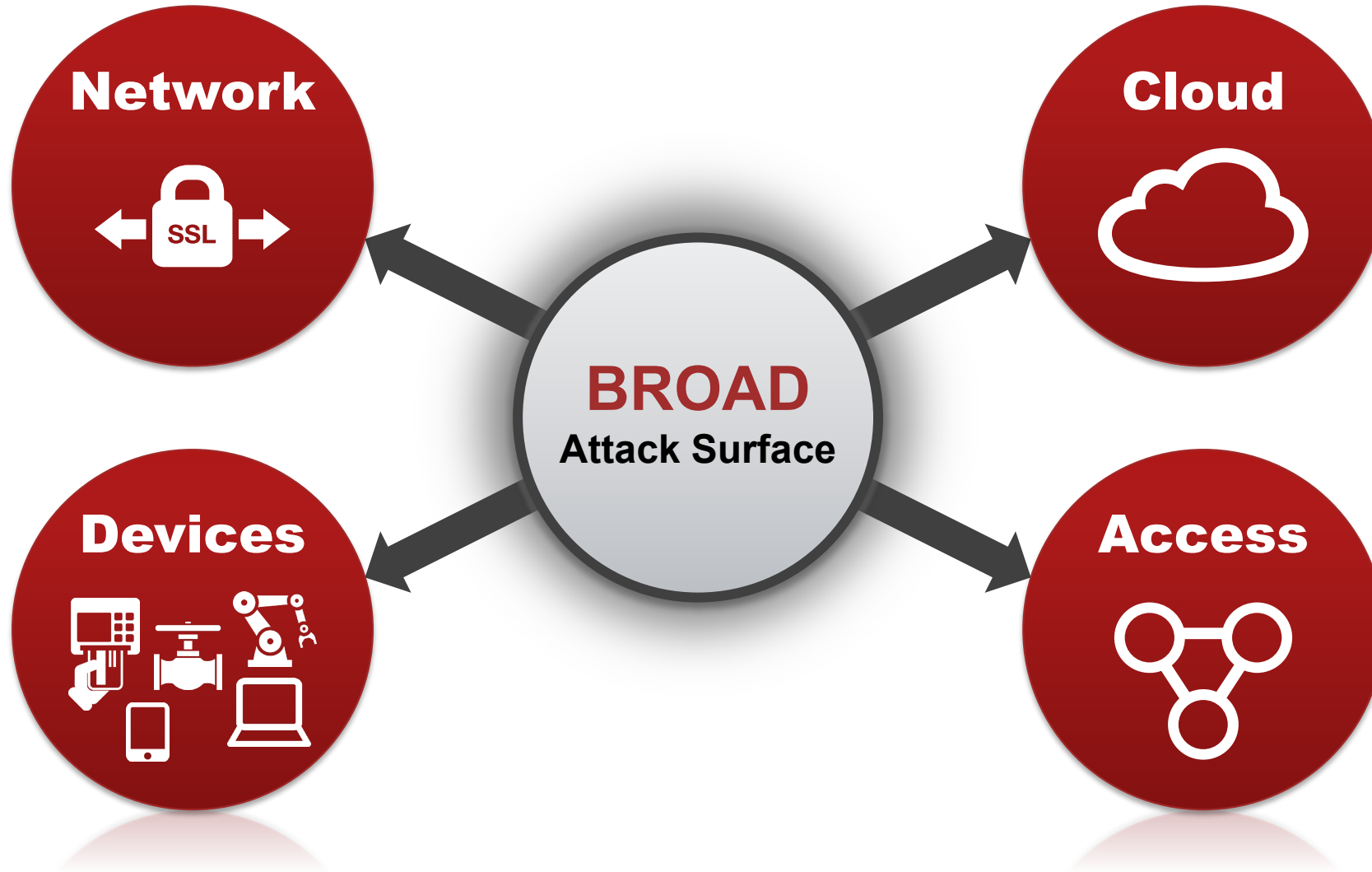


SX

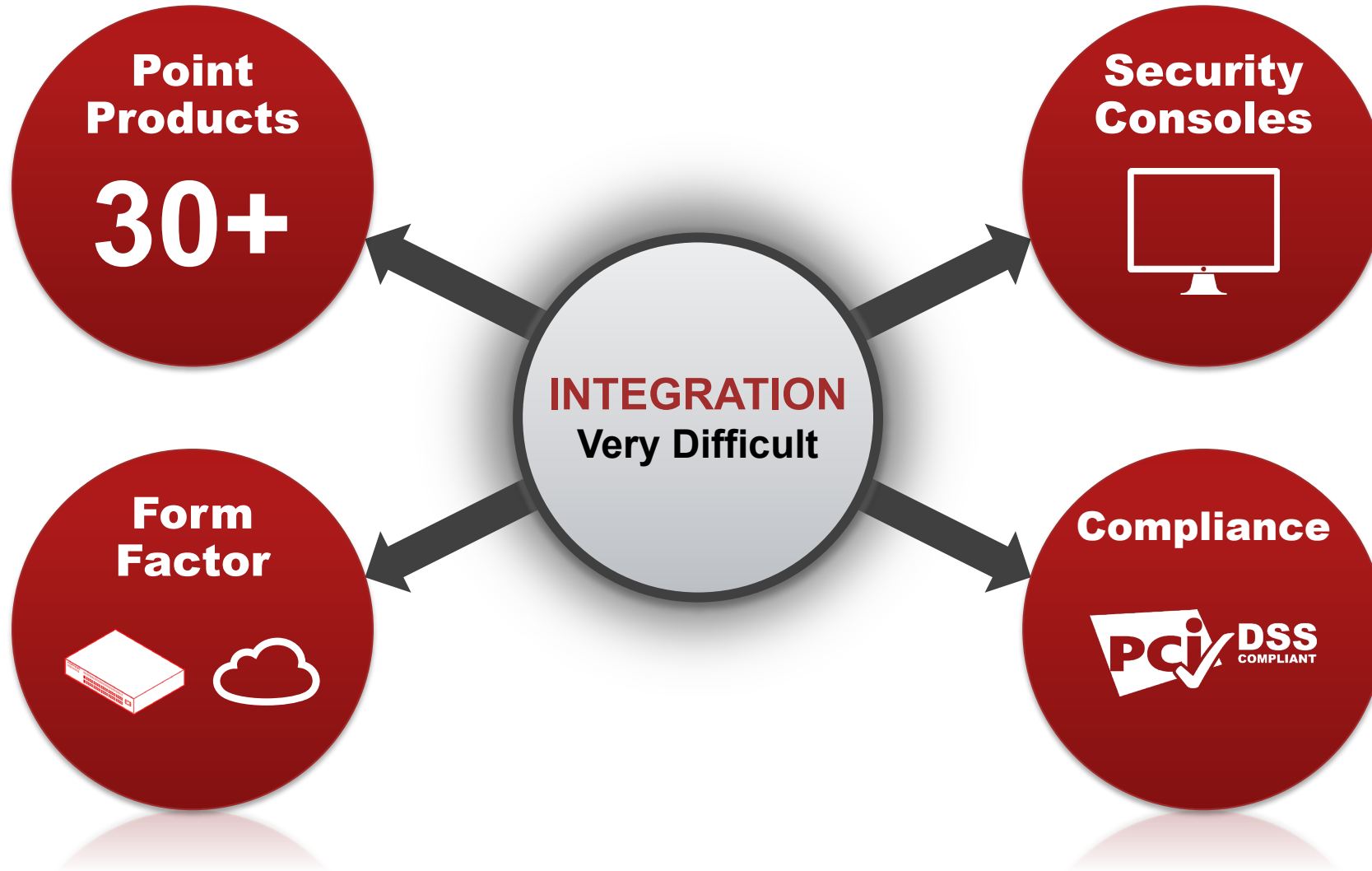
[Security Transformation]

is the integration of security into all areas of digital technology resulting in fundamental changes to how security is architected, deployed and operated.

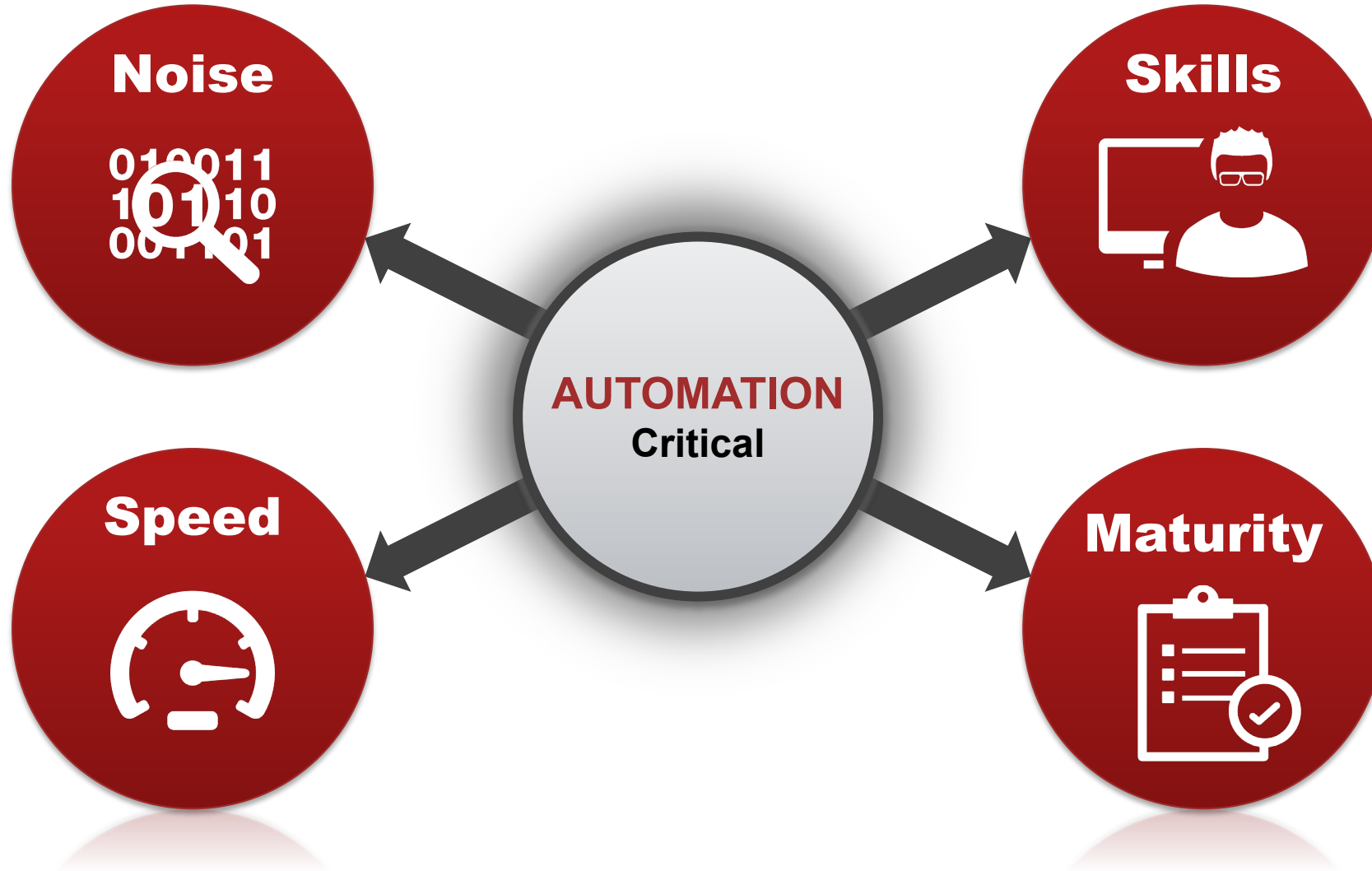
Attack Surface Expanding and Becoming Invisible



Too Many Point Solutions and New Regulations



Rapidly Changing Advanced Threats and Lack of Resources and Expertise



Fortinet Security Fabric

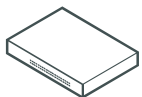
A Security Architecture that provides:

BROAD Visibility & Protection of the Digital Attack Surface

INTEGRATED Detection of Advanced Threats

AUTOMATED Response & Continuous Trust Assessment

Delivered as:



Appliance



Virtual Machine



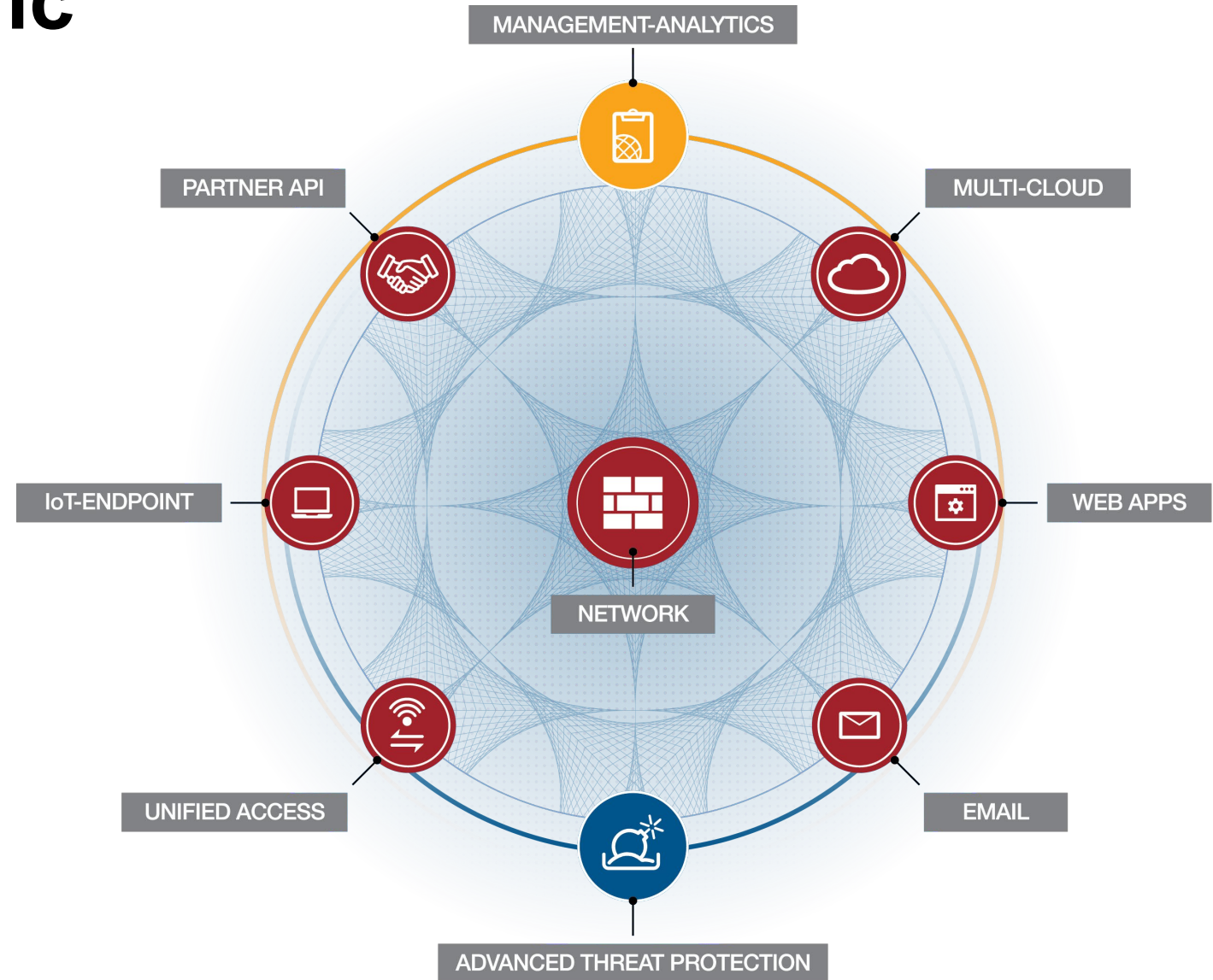
Hosted



Cloud



Software



Conclusion

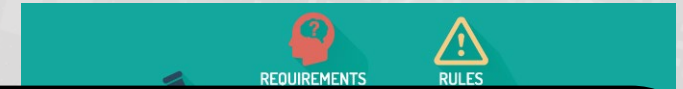
Changing Business Objectives and Requirements



Threat Landscape



Regulatory Pressure



The Fortinet Security Fabric IS the One Constant in this Sea of Change



Digital Transformation is today's focus but that will change...



Organizations create cyber value, Hackers are there to take it away – how they do it will continue to change...



GDPR shifts the focus from collecting data to protecting it. How much of a change will it have?

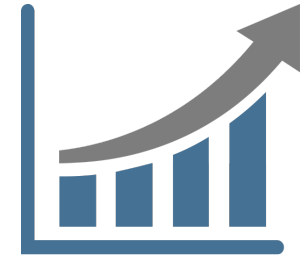
Fortinet Corporate Overview

Network Security Leader

Fortinet is among the **top 2** public cybersecurity companies in the world. Its broad portfolio of solutions spans Network, Infrastructure, Cloud, and IoT Security.



\$14.6B Mkt Cap



\$2.2B – 2018
(revenue)



350,000 + Customers



**30% of Appliance
Shipments Worldwide**

Fortinet & Pronet

- Pronet is a private held company established in 1992
- Has more than 25 engineers for project delivery and technical support
- Works with Fortinet from 2005
- Has delivered, maintained and supported Fortinet solutions in 40 countries across the globe
- Has under its management approx. 1.000 devices of all sizes
- Offers additional services like Solution design and optimizations, Advanced Troubleshooting and CTAP
- Has NSE-7, NSE-6, NSE-5, and several NSE-4 on board, certified engineers