

FLEXCARE FACT

Less than 43% of devices that we have in FlexCare are covered by our Breach Detection offering. At \$3.25/device/month this can be a low cost, high return layer to your security model. If you don't have it and want to learn more about Breach Detection, please see your Account Rep.





Unified SASE – Secure Access Solution

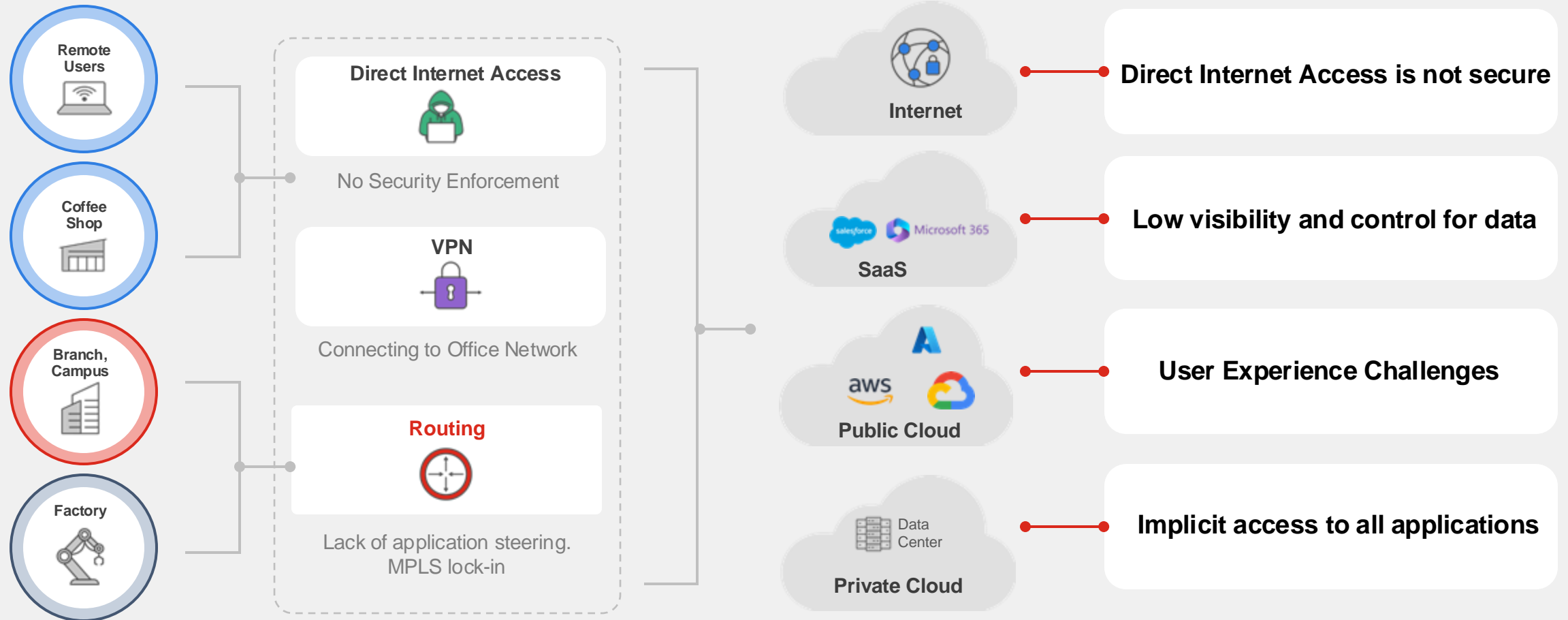
Darrin Hanson – Public Sector Systems Engineering Director



The importance of securing the hybrid workforce



Current Technology Requires Transformation



Zero Trust Mindset

Never Trust, Always Verify for resource protection



Grants network access only after identity is authenticated and authorized



Limits network access only to necessary resources/applications



Continuously adjusts network access in near real time, based on device/user context



SASE and Zero Trust

Principle

Zero Trust

Architecture

SASE

Product

SD-WAN



FortiGate
Secure SD-WAN



FortiSASE

CASB

ZTNA (SSE)

SWG

ZTNA
(Standalone)



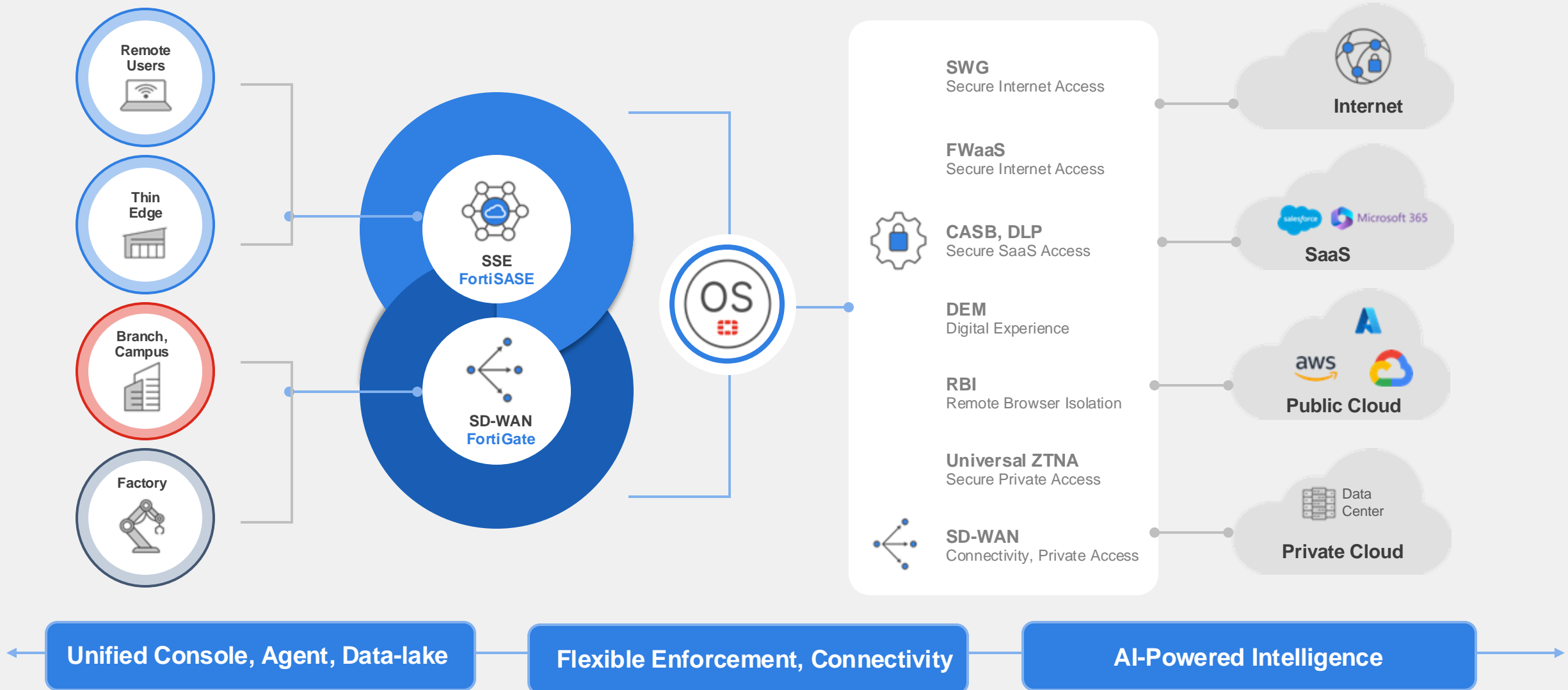
FortiGate
FortiClient

Fortinet Universal ZTNA



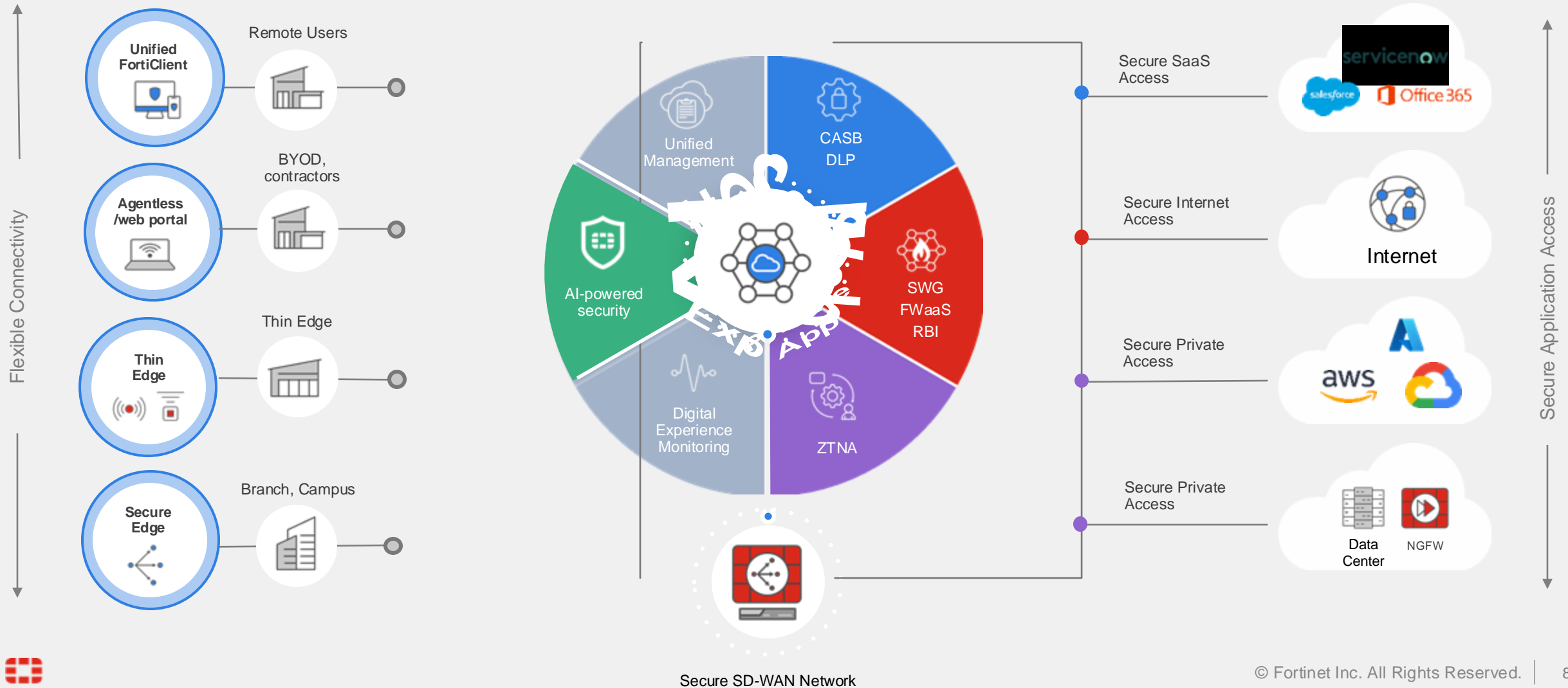
FortiSASE, a key part of Fortinet Unified SASE solution

The Unified SASE solution includes FortiSASE SSE solution with Secure SD-WAN



FortiSASE – Cloud Delivered SSE Solution

Rapid monthly release of new FortiSASE Innovations

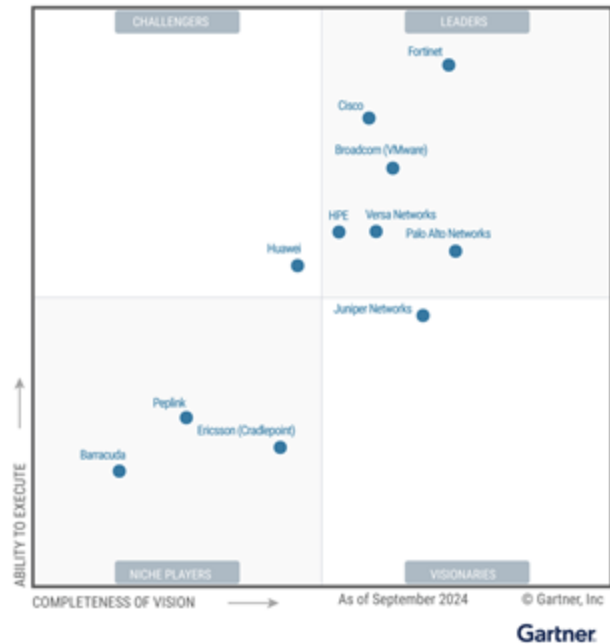


Fortinet Unified SASE Analyst Recognitions

SD-WAN

Sept 2024 Magic Quadrant for SD-WAN

Fortinet Recognized as a Leader



SSE

April 2024 Magic Quadrant for Security Service Edge

Fortinet Recognized as a Challenger



Single Vendor SASE

July 2024 Magic Quadrant for Single-vendor SASE

Fortinet Recognized as a Challenger



Gartner, Magic Quadrant™ for Single-Vendor SASE, Andrew Lerner, Jonathan Forest, Neil MacDonald, Charlie Winckless, 3 July 2024. Gartner Magic Quadrant for SD-WAN, Jonathan Forest, Karen Brown, Nauman Raja, 30 September 2024. Gartner, Magic Quadrant for Security Service Edge, Charlie Winckless, Thomas Lirtemuth, Dale Koeppen, Published 15 April 2024.

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Investing in Owned Global Infrastructure



Global Coverage
\$1B+ Investment
in Infrastructure



3.3M+ Owned
1.0M+ Leased
4.3M+ Total Sq Ft



Cloud Locations
superior user
experience



FortiStack
Organically built
integrated
solutions



Cost Savings
Drive Competitive
Advantage



Foundation of FortiSASE



ONE OPERATING SYSTEM



FortiOS

SD-WAN, SSE, NGFW

UNIFIED MANAGEMENT PLANE



SaaS Management

SSE, DEM, WLAN

ONE ANALYTICS ENGINE



Integration with SOC

Data lake for security operations

UNIFIED ENDPOINT AGENT



FortiClient

EPP, SASE, ZTNA, CASB, DEM

AI-Driven Security Services with Flexible Consumption



FortiGuard Labs

AI-Driven Security Services





FortiSASE use cases



FortiSASE Use Cases

Secure Internet Access for Remote Users



Enable secure web browsing for remote users to protect from known and unknown threats

FortiSASE SIA

Upgrade Remote Access for Private Applications



Explicit application access under a zero-trust access or with SD-WAN integration to ensure secure application access

FortiSASE SPA

SaaS Control and Data Protection



Address Shadow IT visibility challenges by deploying SaaS application control and safeguard data loss prevention

FortiSASE SSA



Secure Internet Access

For Remote Users, Thin Edge and Branch Locations

Safe browsing from anywhere



Malware & Ransomware prevention

Prevent threats with cloud-based Firewall, IPS, Web Filtering, Anti-virus, DNS and File Filtering, Sandbox, RBI



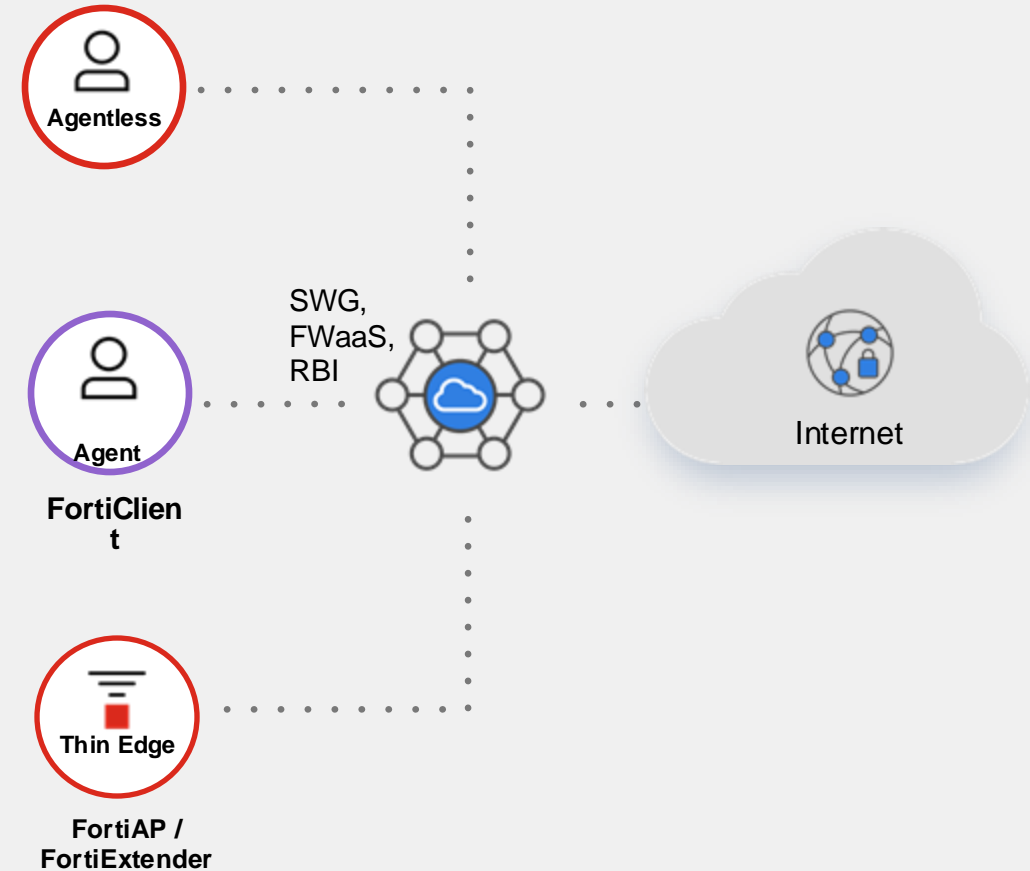
Deep SSL Inspection of end-user activity

Deep inspection of web activity for threats, even when using secured HTTPS access



AI Powered Security Services

Best in class security efficacy and zero-day threat protection with AI powered FortiGuard Security Services



Secure Private Access

With ZTNA and SD-WAN integration

Secure corporate app access



Secure Cloud & datacenter app access

Secure anywhere access to corporate applications in datacenter and cloud with deep security inspection



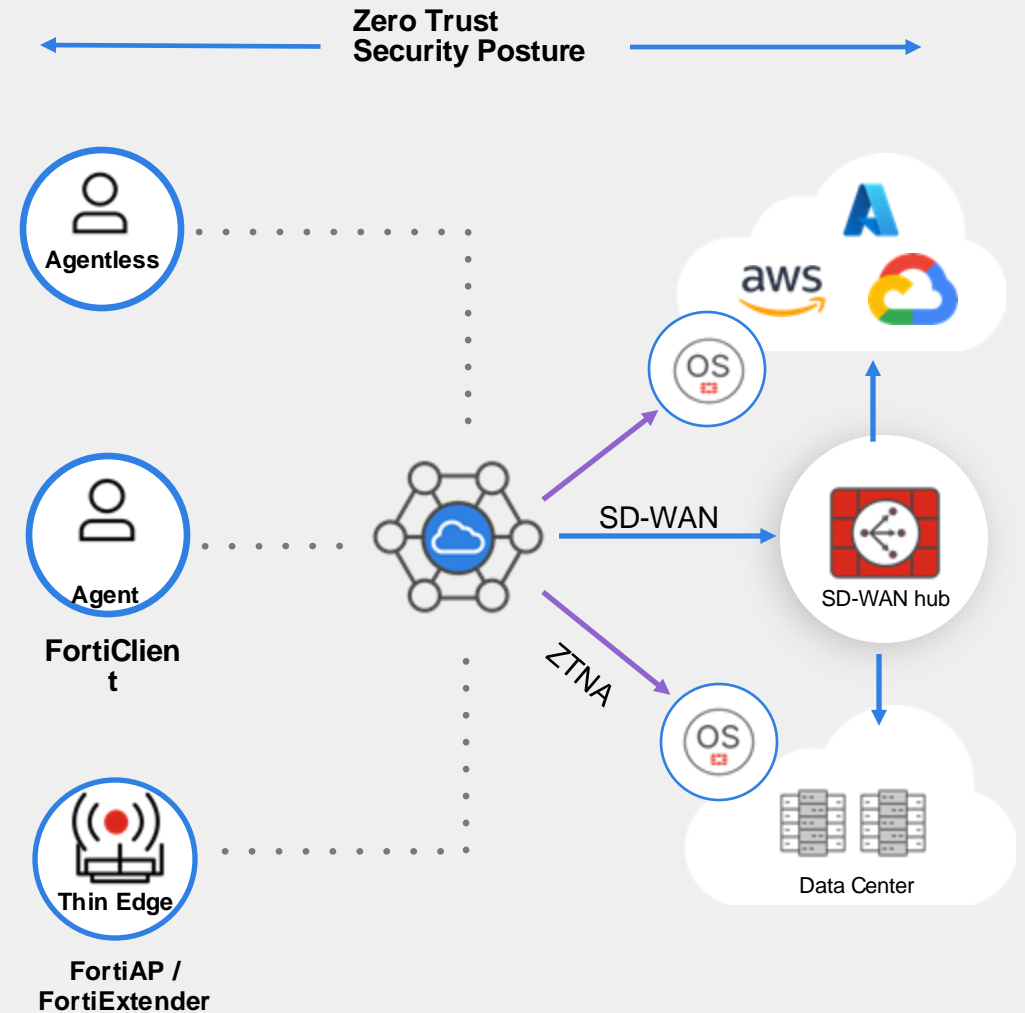
Universal Zero-trust Network Access

User identity and device context-based zero-trust access to explicit applications from remote or on-prem location



SD-WAN integration

Superior user experience with full integration in just minutes with Fortinet SD-WAN architecture



Secure SaaS Access

For Visibility and Control

Secure Access to Cloud apps and files



Cloud App Access Control

Safe Cloud Application access and blocking of malicious apps with in-line CASB feature, including Zero Trust posture checks



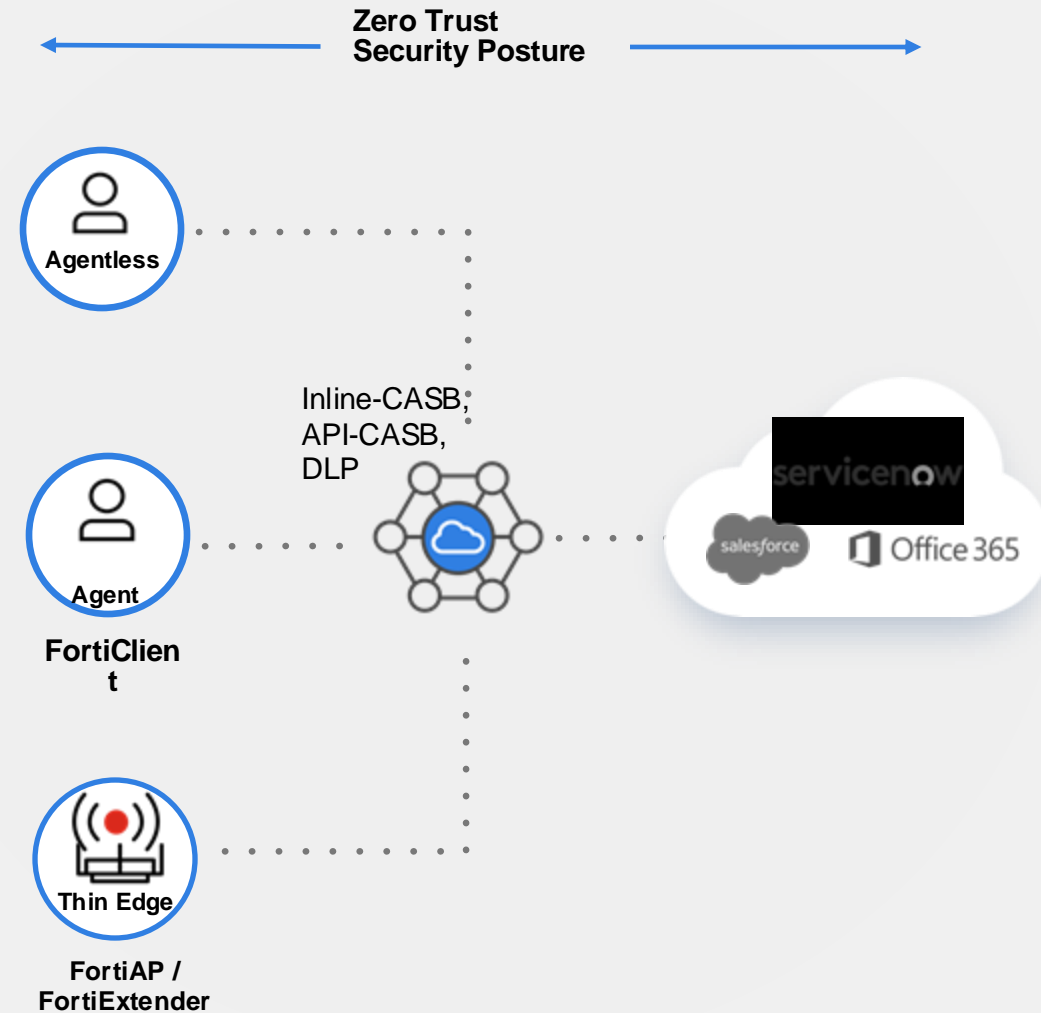
Deep control & view of apps content

Control over app content and files with API-based CASB for enhanced security and threat detection



Unified agent for anywhere detection

FortiClient Agent covers all the use-cases from SASE, Zero-trust, SaaS security, and End-Point Protection





The FortiSASE difference



FortiSASE Key differentiators



Consistent

Consistent AI-powered security, experience, and policies with one management, one agent, one OS



Flexible

Easy deployment in any location, for any device, with full control and visibility



Simple

Simple deployment, simple licensing, simple management & troubleshooting





Consistent security

One management, one agent



FortiSASE – One Console for Management and Visibility

FortiSASE Unified Management



Centralized Control

Control and configure all FortiSASE components (SWG, FWaaS, ZTNA, CASB, DLP, RBI, DEM)



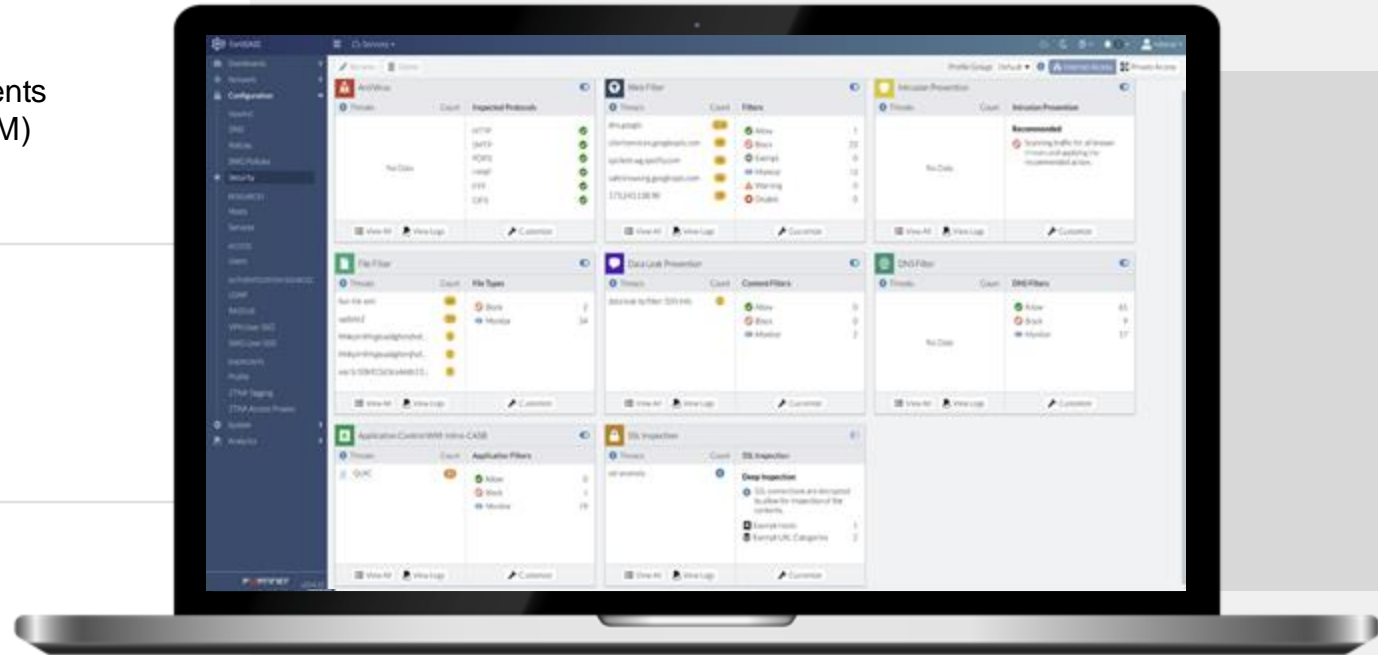
Single Console

Single pane for Internet and Private Access



Enhanced Visibility and Monitoring

Reporting, Analytics, Digital Experience Monitoring



FortiSASE – One Agent for Simplified Deployment

Converge Legacy Agents into a Single Solution

FortiSASE Unified Agent



Simplified Deployment

No need to install and update separate agents for EPP, SSE, DEM



Comprehensive Endpoint Protection

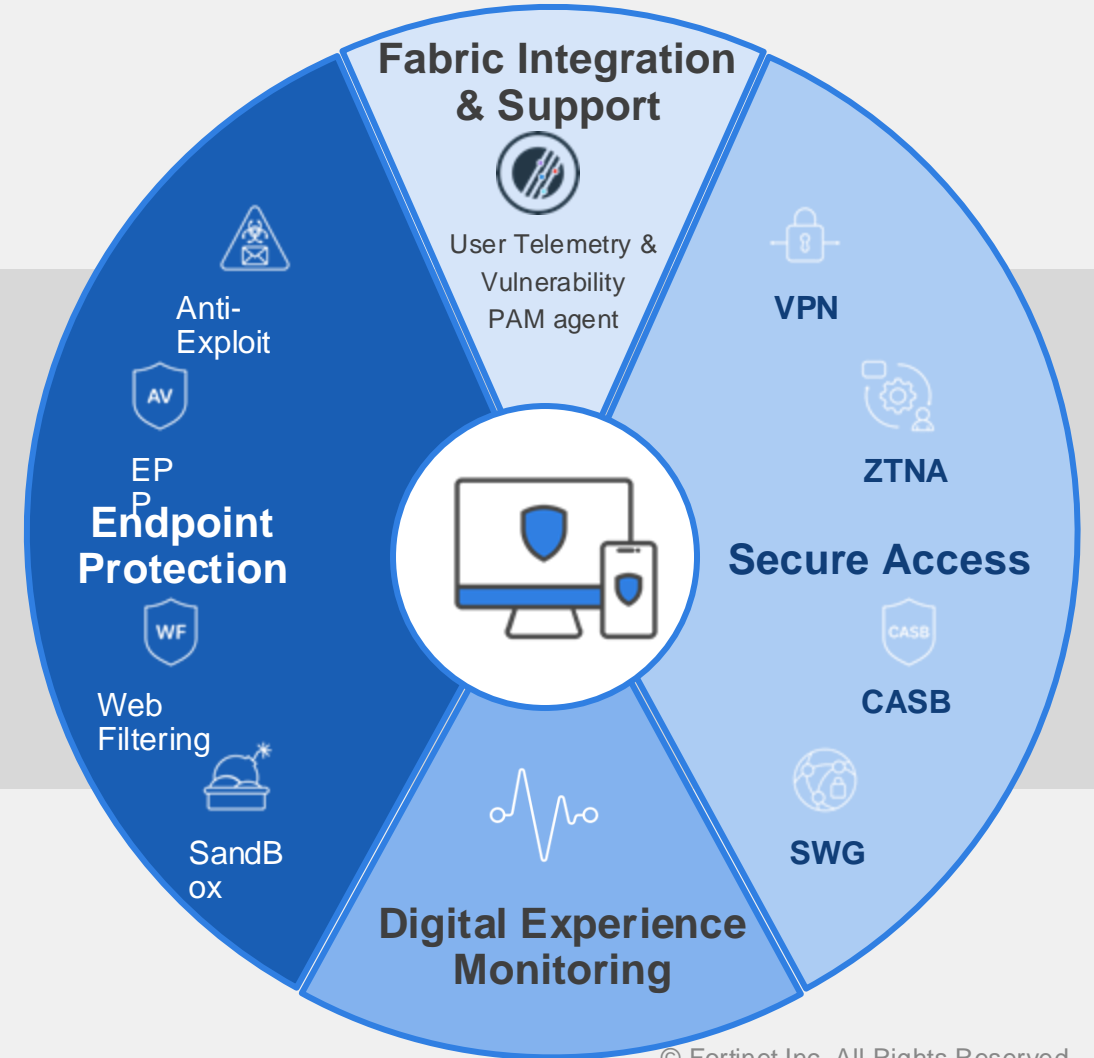
Single pane for Internet and Private Access



Enhanced Visibility and Control

Telemetry, Digital Experience Monitoring, Endpoint Activities

FortiClient





Flexible deployment

Thin Edge, Secure Edge



FortiSASE - Flexible security with Thin Edge deployments

FortiSASE Thin Edge Security



Secure Smaller Locations

Secure small locations, pop-up locations or home offices without the need of a firewall



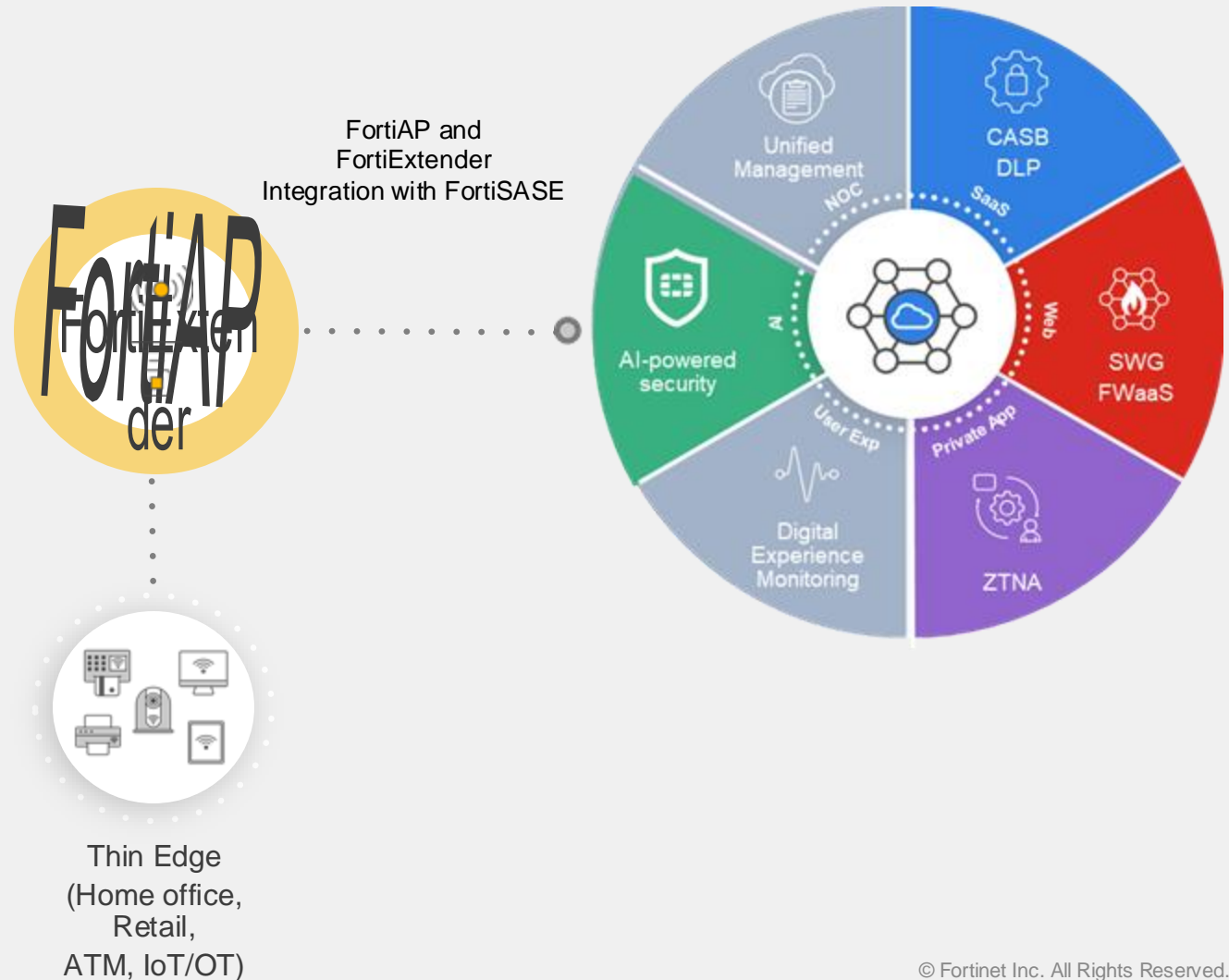
IoT, OT and Agentless Devices

Secure access using built-in hardware agent for devices without any agents (e.g. IoT/OT, ATM)



Central Visibility and Management

Unified management and visibility for all edges with deployment flexibility

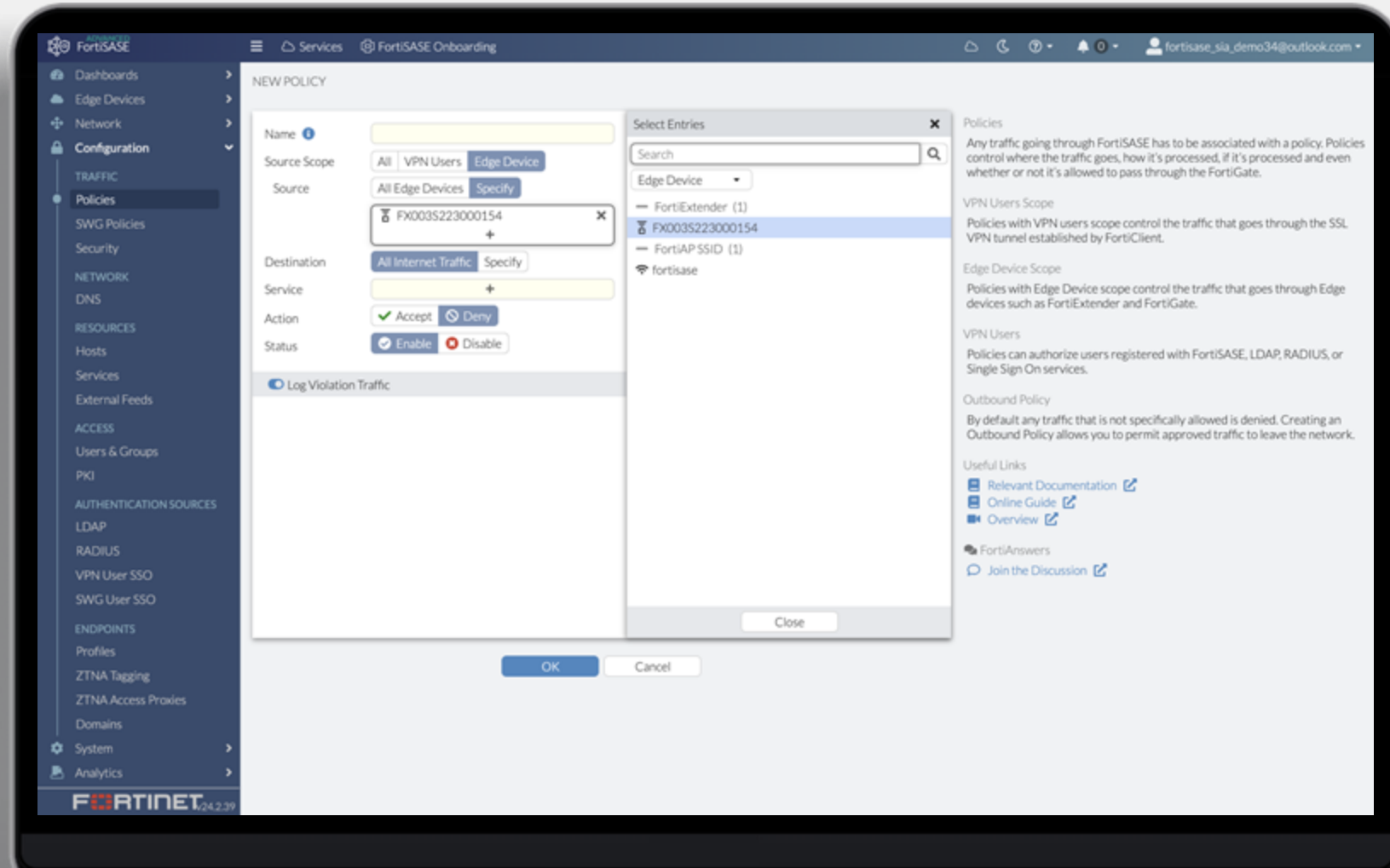


Secure Edge Connectivity

Granular Edge Device Security Policies

Granular Edge Policies

- Control Secure Internet Access and Secure Private Access Policies per Edge
- Supports FortiAP SSIDs, FortiExtenders, FortiGate Edge Devices
- Specify Authorized Edge Device as Source

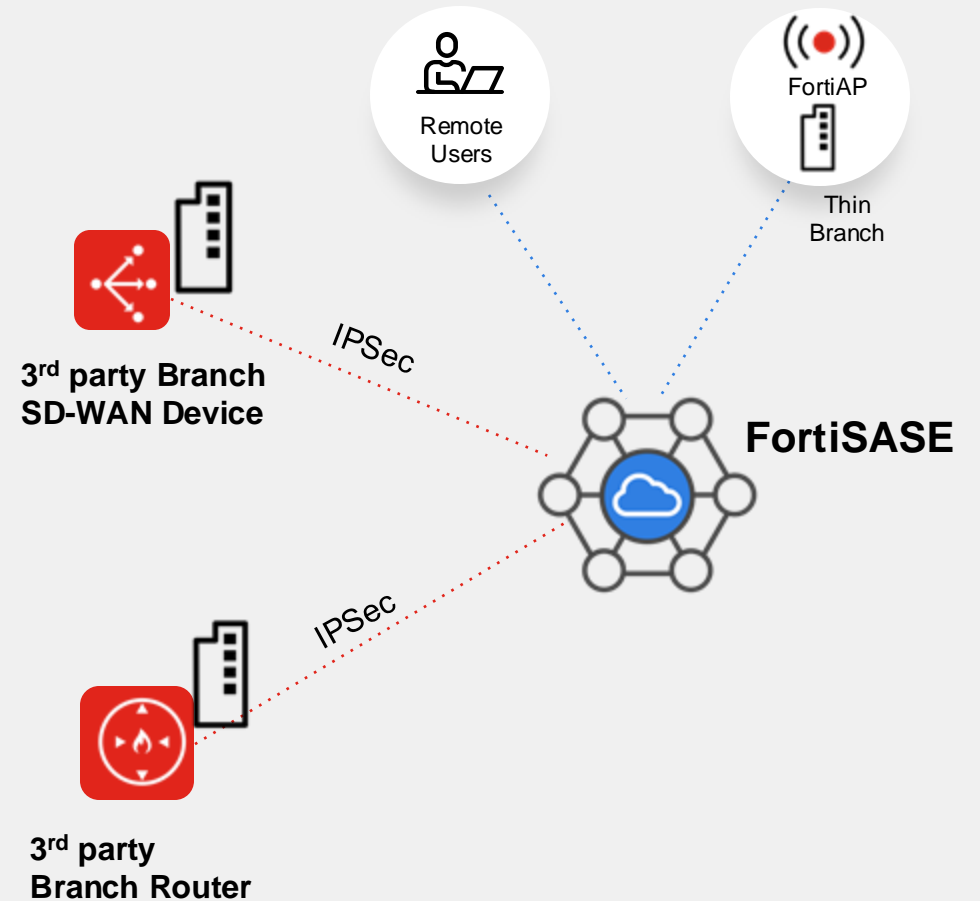


Secure Edge Connectivity

SD-WAN On Ramp for Branch

IPSec Connectivity to FortiSASE from Branch

- Extends FortiSASE to all branch edge locations
- Supports IPSec from any validated branch edge device to connect to FortiSASE
- Supports IPSec connection to 2 FortiSASE locations per branch for redundancy
- Requires Add-on for **SD-WAN On-Ramp** per FortiSASE Location (Advanced or Comprehensive)
- Supports up to 16K connections and 8 SD-WAN on-ramp locations





Simple licensing

One management, one agent

Simple SASE Licensing

Includes all SASE features under single user-based SKU

FortiSASE Pricing

"Fortinet provides excellent value and it's BOMs are the simplest of any vendor in the SASE market"

- 2024 Gartner Single Vendor SASE MQ

FortiSASE Standard Bundle

FWaaS & SWG: L3-7 Firewalling, URL-Filtering, Anti-Malware

ZTNA : Cloud-Provisioned, Device Posture checking, Continuous assessment

CASB & DLP : In-line CASB, API CASB and DLP Service

Endpoint Security : EPP, Sandboxing, Vulnerability Management

Cloud
Logging

Cloud
Managed

24 x 7
Support

Supports 3
devices per
user



FortiSASE Subscriptions

User Licensing Bands

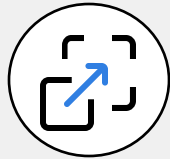
(50 - 499)
 (500 - 1,999)
 (2,000 - 9,999)
 (10,000+)

Capability	Standard Subscription	Advanced Subscription	Comprehensive su
SWG	●	●	●
FWaaS	●	●	●
FortiClient & EPP	●	●	●
ZTNA	●	●	●
CASB (Inline and API)	●	●	●
Data Loss Prevention (DLP)	●	●	●
Sandbox	●	●	●
RBI		●	
Digital Experience Monitoring (DEM)		●	●
Agent-less ZTNA		●	●
SOCaaS Integration		●	●
Endpoint Forensics		●	●
Dedicated IPs	<i>Add-on</i>	●	●
Assisted On-boarding		●	●
POPs	<i>Fortinet Cloud Locations</i>	<i>Fortinet Cloud Locations</i>	<i>All Cloud Locations</i>



FortiFlex Consumption-Based Security

Flexible, points-based usage licensing for FortiSASE and many more Fortinet products



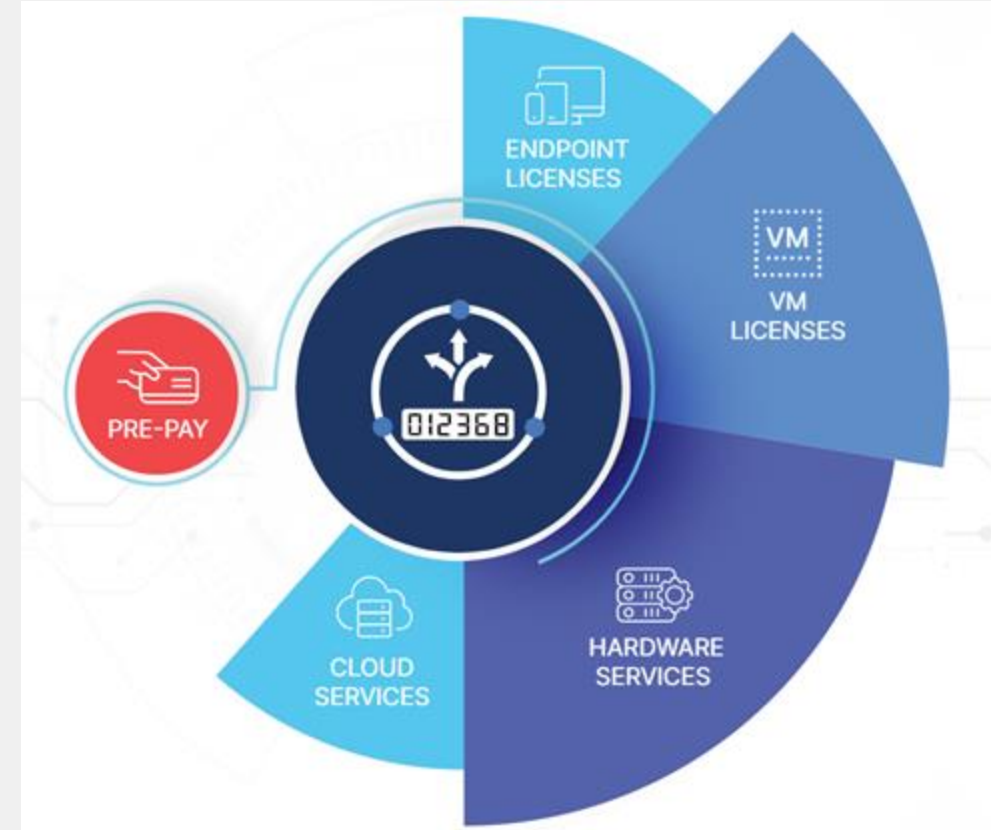
Flexibility for customers to dynamically **scale their deployments up or down**, in or out without any procurement hassles.



Cloud and platform agnostic. FortiFlex can be used to deploy any applicable solutions and services on any deployment, **including FortiSASE.**



Simplified operations with centralized visibility and administration of licenses, and **license automation via API.**





Why FortiSASE?



Top Five Things to Remember for Unified SASE



Fortinet Pioneered SD-WAN as a feature of FW (FOS) with no license

Secure SD-WAN



FortiSASE is expanded from 20 to 150 Point of Presence Cloud Network

Scalable Network



Rapid Monthly Release Cycle for FortiSASE to provide new innovations

Organic Innovations



SD-WAN Customers can on-board FortiSASE in minutes for Private Access

Platform Integration

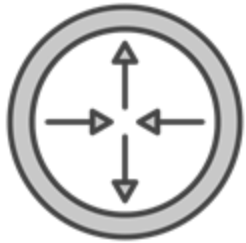


Unified Agent (FortiClient) enables Universal and Real-time ZTNA Enforcement

Explicit Access



Why FortiSASE?



Unified

Agent, Management &
seamless SD-WAN
integration



Consistent & Strong Security

Strong efficacy driven
by inhouse threat
intelligence, uniform
policies for all users



Better TCO

Reduce TCO by **3x-5x**
compared to other SSE
vendors



FORTINET®