

**Business Strategy.
Taking Advantage of Digital Transformation
to Unlock Business Opportunity.**

Joe Sarno – VP International Emerging Sales

Fortinet: Global Network Security Leader

Profile: 2017



FOUNDED IN
2000
BY KEN XIE



HEADQUARTERED IN
SUNNYVALE
CALIFORNIA

100+



OFFICES
ACROSS
THE GLOBE

5,000+



EMPLOYEES WORLDWIDE

\$1.5B

REVENUE

\$1.35B
IN CASH



19%



GROWTH
YEAR ON YEAR

3.6m

SHIPPED
SECURITY
DEVICES



340K
CUSTOMERS

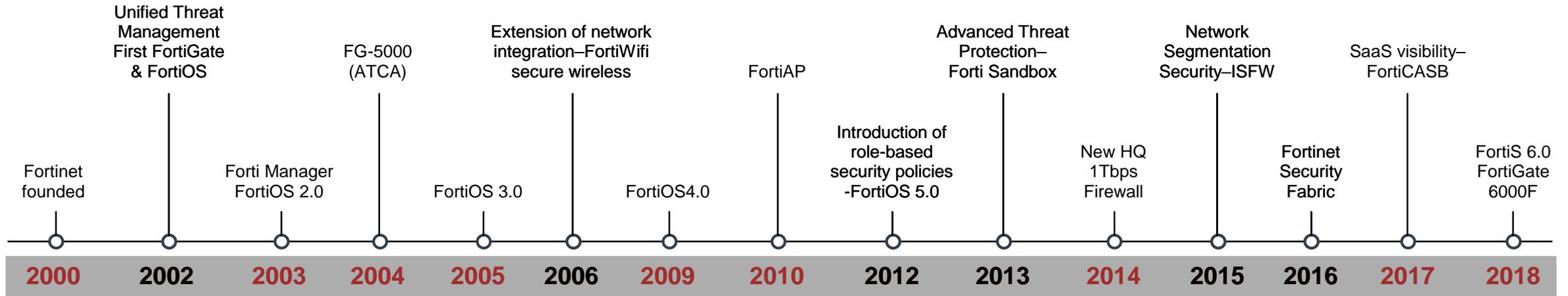
467

PATENTS
ISSUED

291 IN
PROCESS



A History of Disruptive Innovation



2002
UNIFIED THREAT MANAGEMENT
First FortiGate & FortiOS

III  1.0

2016

FORTINET SECURITY FABRIC

VALIDATION AS ENTERPRISE SECURITY LEADER

By YOU: Gartner Peer Review



FOR VENDORS

WRITE A REVIEW



MY ACCOUNT



Vendors and Products

[+ Show products](#)

Reviews ▾

Overall Rating

1 — 2 — 3 — 4 — 5

Fortinet

975



Cisco

526



Palo Alto Networks

500



Check Point Software Technologies

466



Juniper Networks

66



Sophos

52

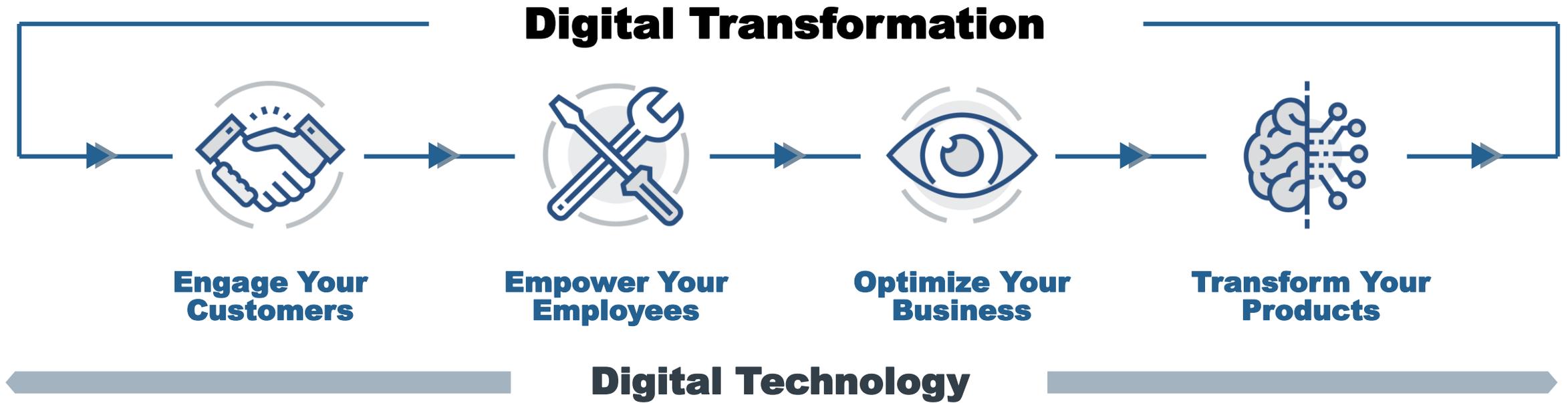


DX

[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



Obstacles to Digital Transformation



“Cybersecurity, one of Top 10 obstacles to Digital Transformation.”

Harvard Business Review 2017

“Security is identified by CEOs as one of the top 3 challenges for providing the ideal infrastructure for digital transformation.”

BT, CEO Report – Leading from the Front – 2017

“Security is the largest factor standing in the way of enterprise digital transformation efforts.”

SoftServe 2017

“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.”

Osterman Research 2017

Securing the Digitally Transformed Enterprise

“...in the digital era, [security] focus needs to shift from securing network perimeters to safeguarding data spread across systems, devices, and the cloud.”

MIT Technology Review, 2017



Mobile Devices



Augmented Reality/Wearables



IoT Platforms



Cloud Computing



Big Data Analytics and Advanced Algorithms



Multi-level Customer Interaction and Customer Profiling



3D Printing



Location Detection Technologies



Smart Sensor



Advanced Human-machine Interfaces

Cyber Security Challenges to a Successful DX

PROTECTING DATA



No matter where it is in the network or what state it's in

SECURING OT



Extending IT security to Operation Technology Networks

FLEXIBLE SECURITY CONSUMPTION



To cover hybrid in a multi-cloud environment

ADDRESSING COMPLIANCE



As part of a broader Risk Management Strategy

EXPANDING THREAT LANDSCAPE



Requires Real-time security, human skills and automation

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.

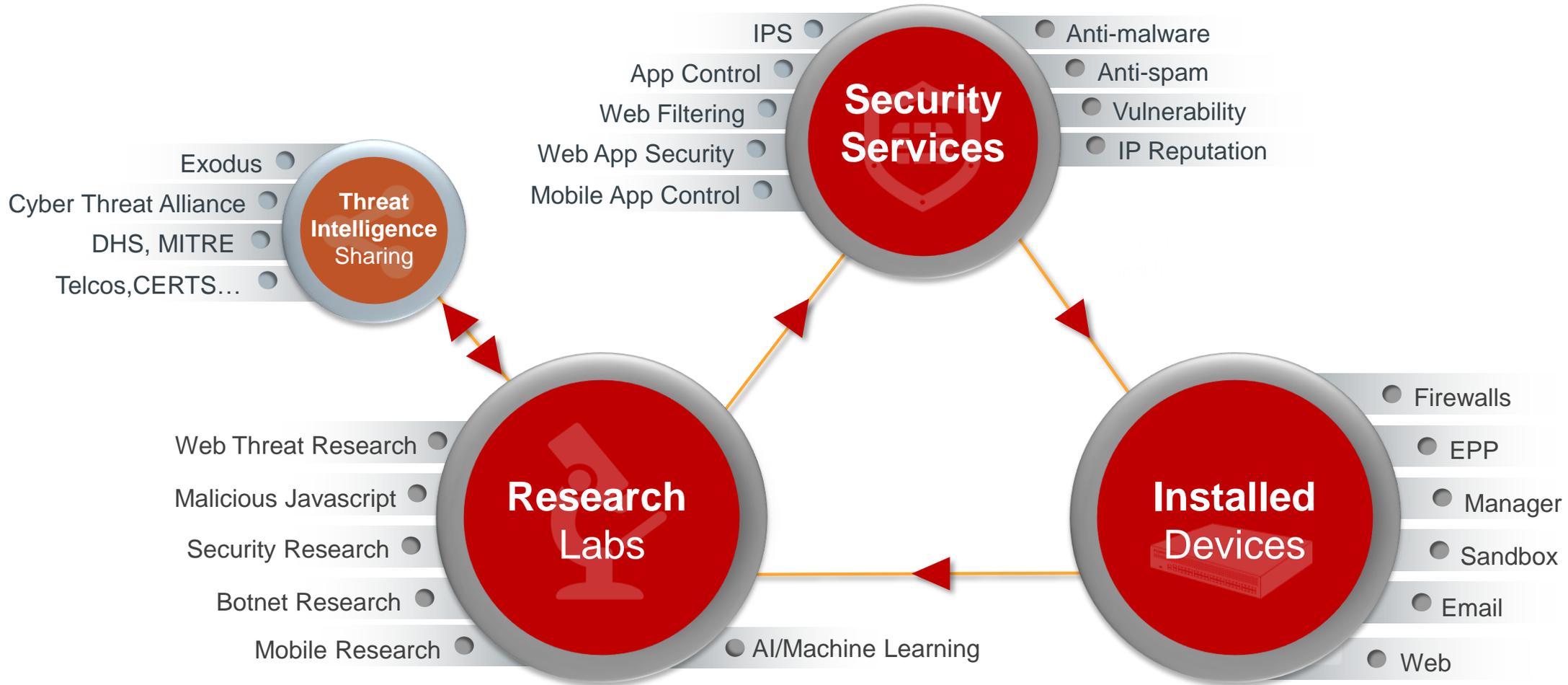
Security Transformation Essential #1

The Right Protection, in the Right Place Throughout the Network



Security Transformation Essential #2

An Integrated Threat Intelligence Ecosystem



Security Transformation Essential #3

Controlled “Openness” for Greater Protection and Flexibility

MANAGEMENT



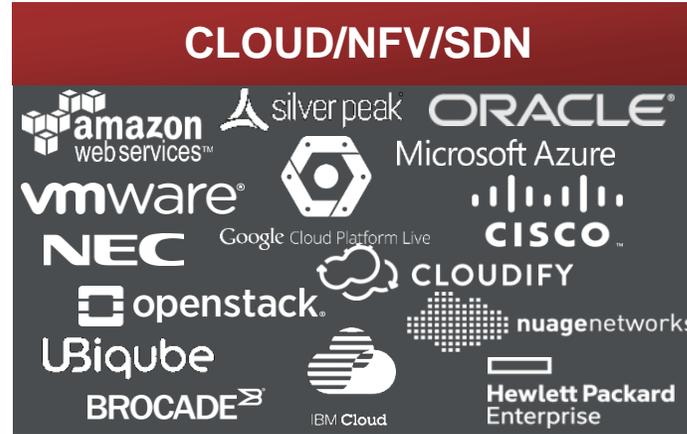
Logos for Management category: algosec, HUGHES, cyberOBSERVER, FIREMON, servicenow, cyglass, Phantom, tufin, BACKBOX, CSPI.

ENDPOINT



Logos for Endpoint category: McAfee, Attivo NETWORKS, CARBON BLACK, SentinelOne, Symantec, ziften.

CLOUD/NFV/SDN



Logos for Cloud/NFV/SDN category: amazon web services, silver peak, ORACLE, Microsoft Azure, vmware, Cisco, NEC, Google Cloud Platform Live, CLOUDIFY, openstack, nuagenetworks, UBique, IBM Cloud, Brocade, Hewlett Packard Enterprise.

VULNERABILITY/SIEM



Logos for Vulnerability/SIEM category: QUALYS, IBM Security, WhiteHat SECURITY, MICRO FOCUS, splunk.

TECHNOLOGY

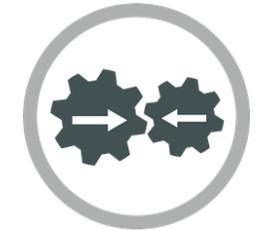


Logos for Technology category: ADVA Optical Networking, intel, ribbon communications, VERISIGN.

IOT/OT/NAC/IDENTITY



Logos for IOT/OT/NAC/IDENTITY category: ForeScout, Centrifify, NOZOMI NETWORKS, CLAROTY, Pulse Secure, CYBERARK.



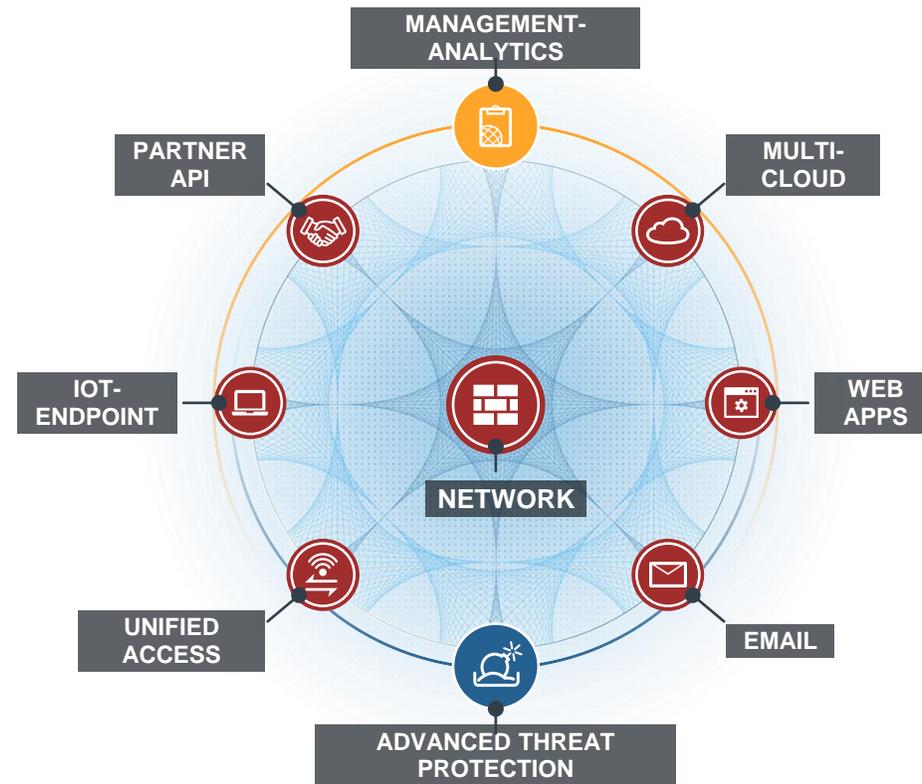
FABRIC
API



FABRIC
CONNECTORS

Security Transformation Essential #4 – Fortinet Security Fabric

Bringing it All Together



A Security Architecture that is:

BROAD

Provides Visibility and Protection
Across the Entire Digital Attack Surface

INTEGRATED

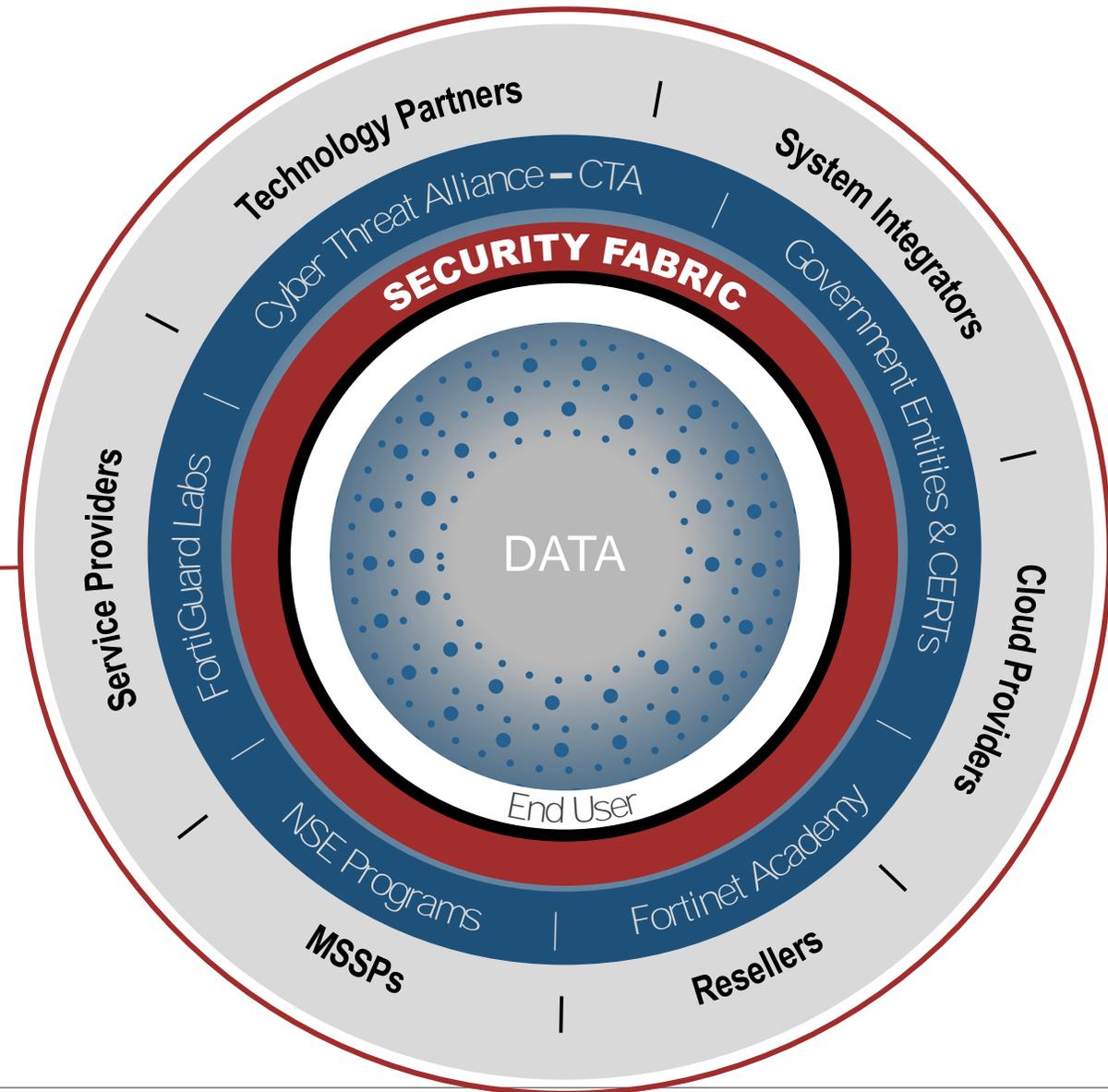
Multiple Technologies Working Together
for the Detection of Advanced Threats

AUTOMATED

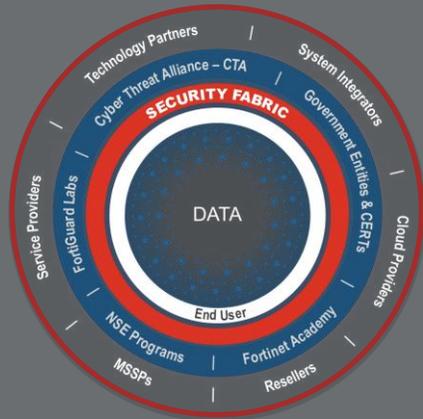
Embedded Intelligence for Automatic
Response & Continuous Trust Assessment

Fortinet Empowers a Complete Ecosystem

**FORTINET
ECOSYSTEM**



Fortinet—Enabling Your Digital Transformation



**SECURITY TRANSFORMATION
TAKES A FULL ECOSYSTEM**

FORTINET
PARTNER
END USER



**FORTINET SECURITY FABRIC
IS THE SECURITY VISION**

BROAD
INTEGRATED
AUTOMATED

SX
POWERED BY FORTINET

**UNLOCKING YOUR DIGITAL
TRANSFORMATION THROUGH SX**

FOR TODAY AND FOR YOUR FUTURE
PLANS

The logo for FERTINET is centered on a dark blue background. The word "FERTINET" is written in a bold, white, sans-serif font. The letter "E" is stylized with three horizontal bars. A registered trademark symbol (®) is located at the end of the word. The background features a complex, white, isometric wireframe pattern of overlapping rectangular and cubic shapes, creating a sense of depth and architectural structure.

FERTINET®