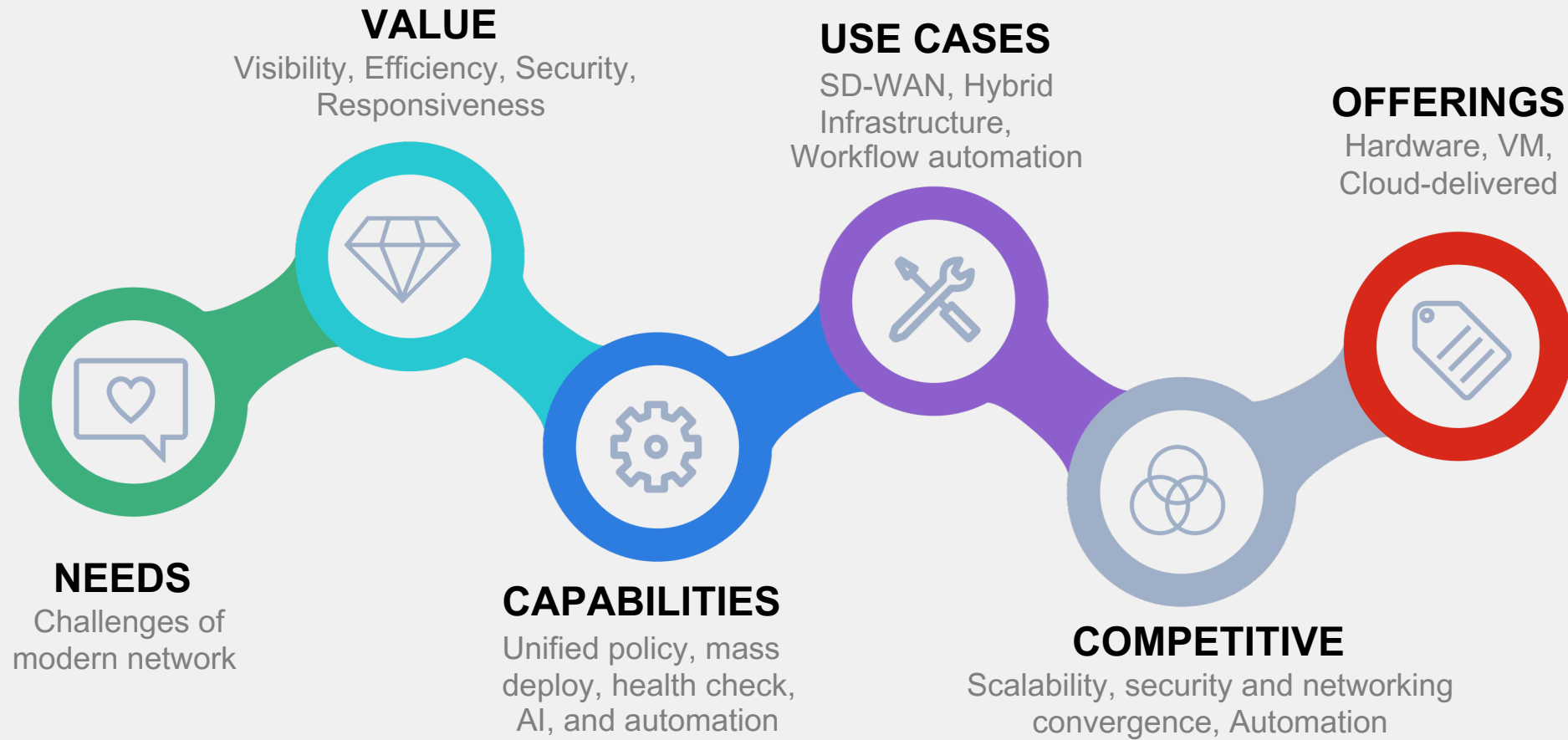


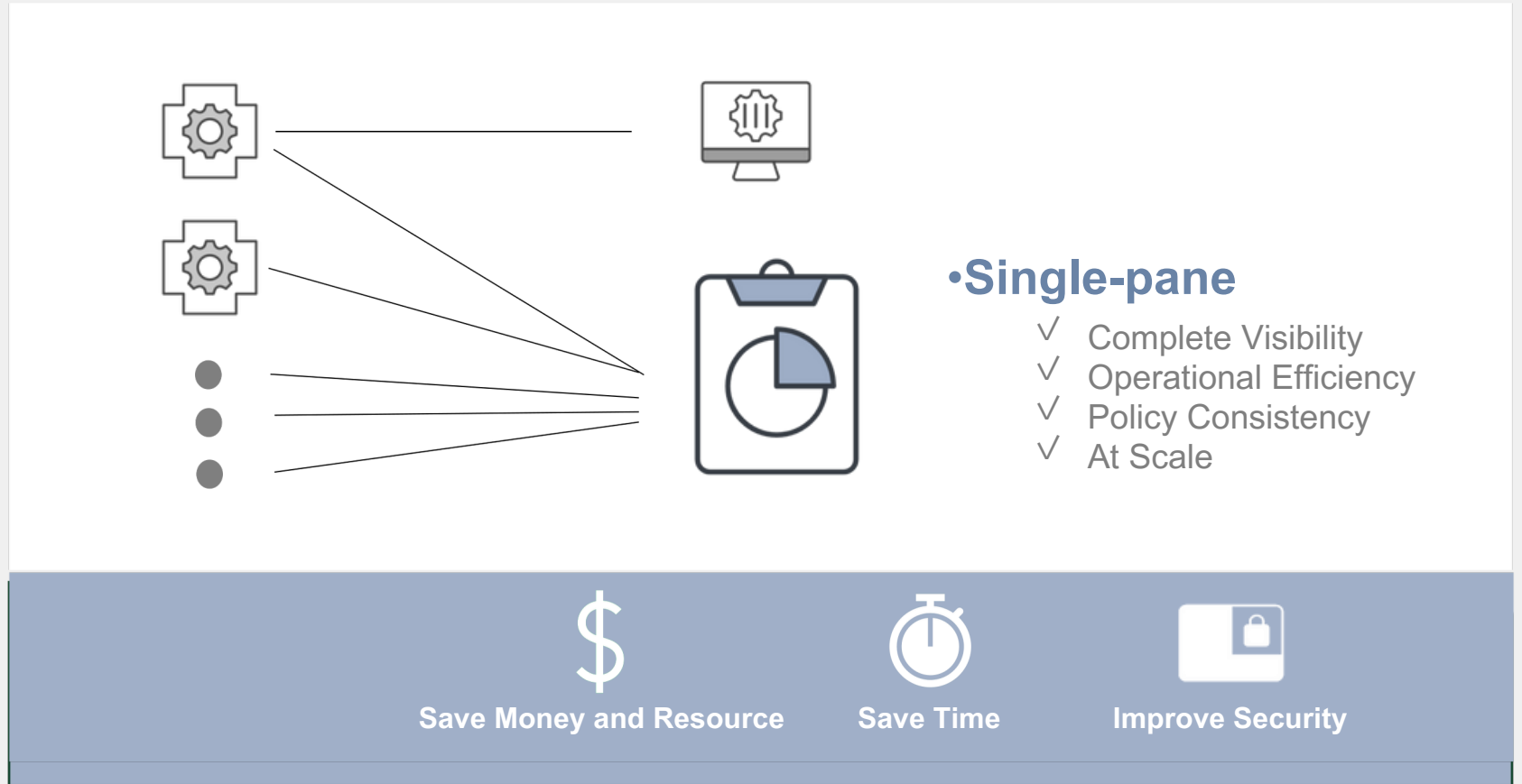
FORTINET®

Who Manages Fortinet Solutions better than FortiManager

Agenda

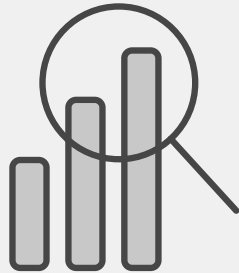


Why Centralized Management



Customer Challenges – Too Many Devices, Too Many Tools

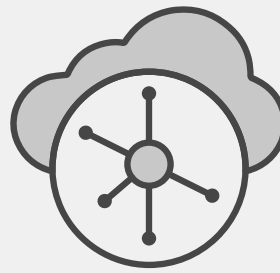
3.5M



Expansion

“The number of **data center and edge sites** will increase to **3.5 million by 2024.**”

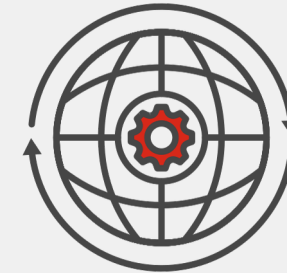
76%



Hybrid

“**76% of organizations** are using **two or more clouds** for integration of multiple services, scalability or business continuity reasons.”

99%



Complexity

Through 2025, policy **misconfigurations** will remain the cause of **99%** of firewall breaches and bypasses.



Incomplete visibility

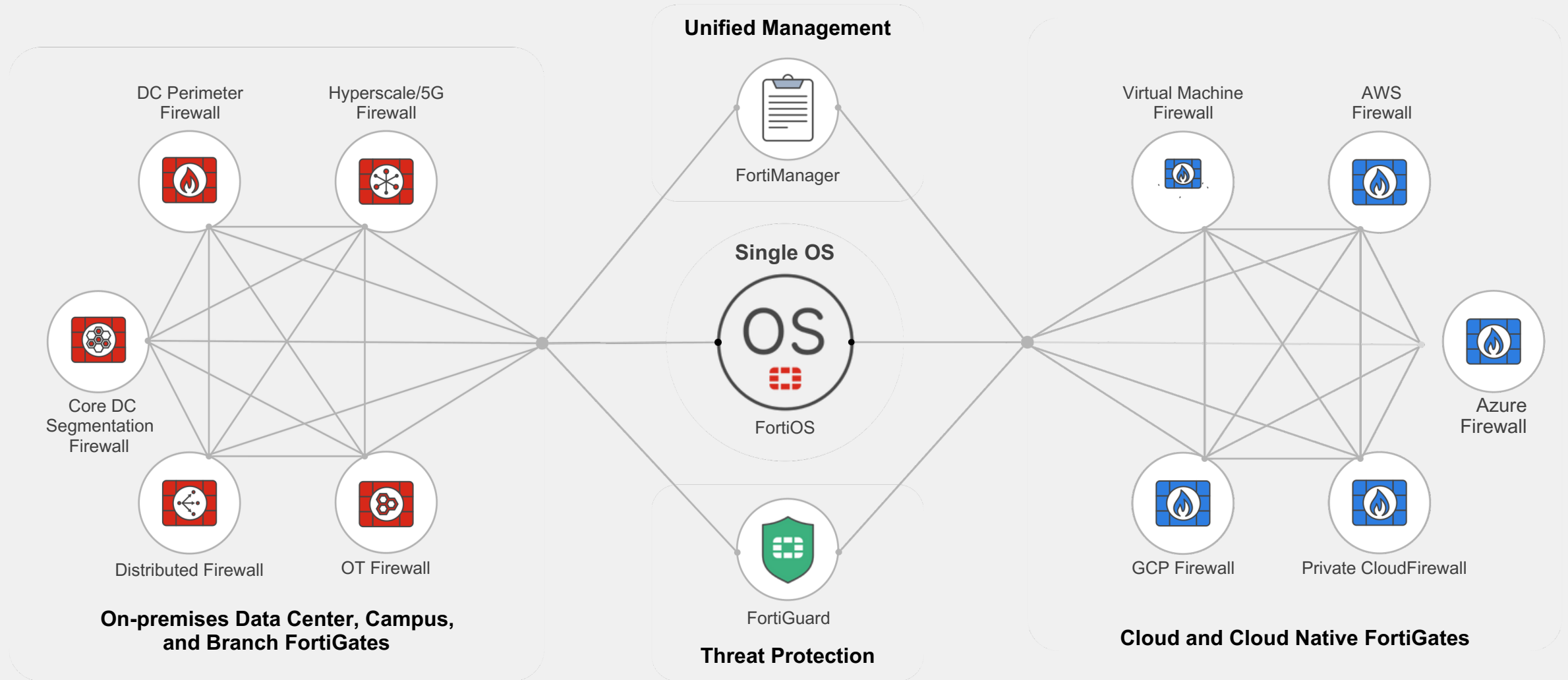


Inconsistent policy



Inefficient operation

How Fortinet Addresses the Challenges



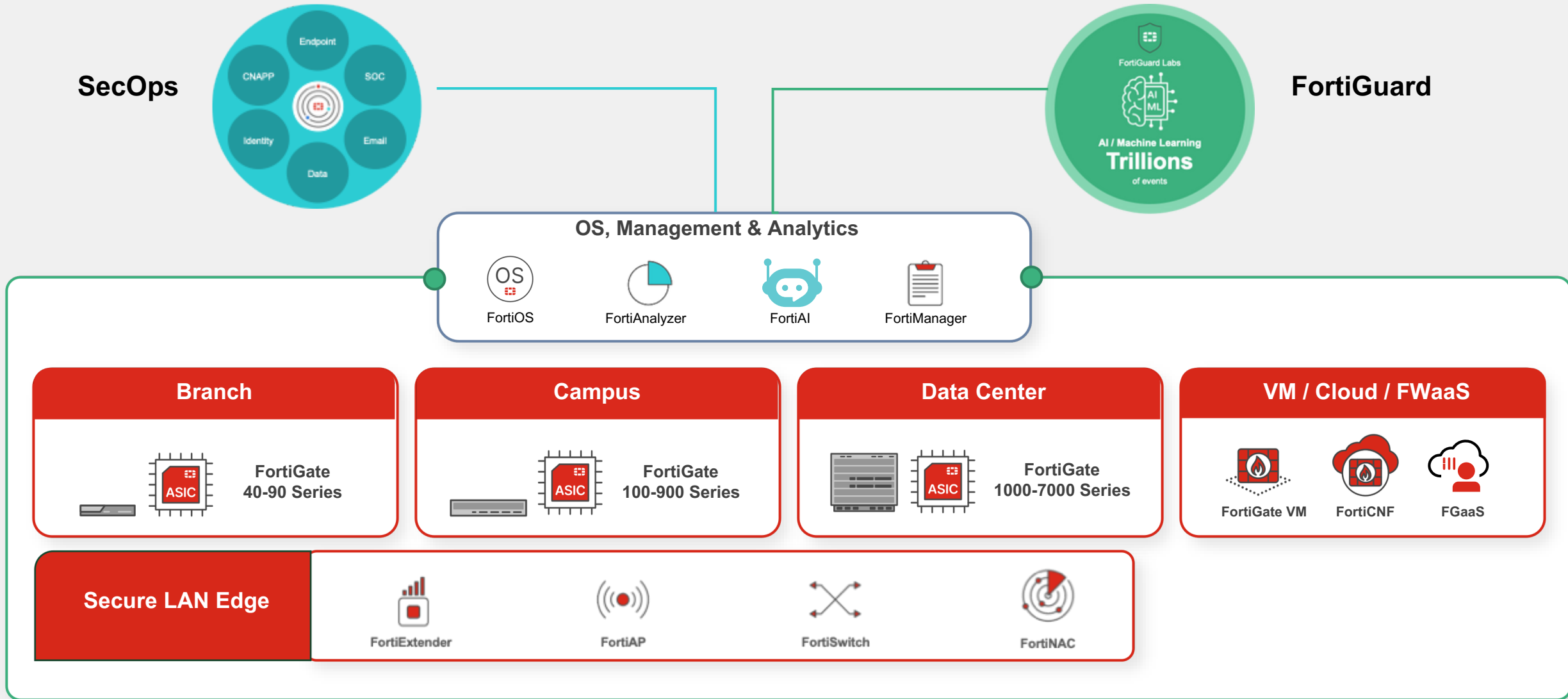
“By 2026, more than 60% of organizations will have more than one type of firewall deployment”

*Gartner Network Firewall MQ 2022



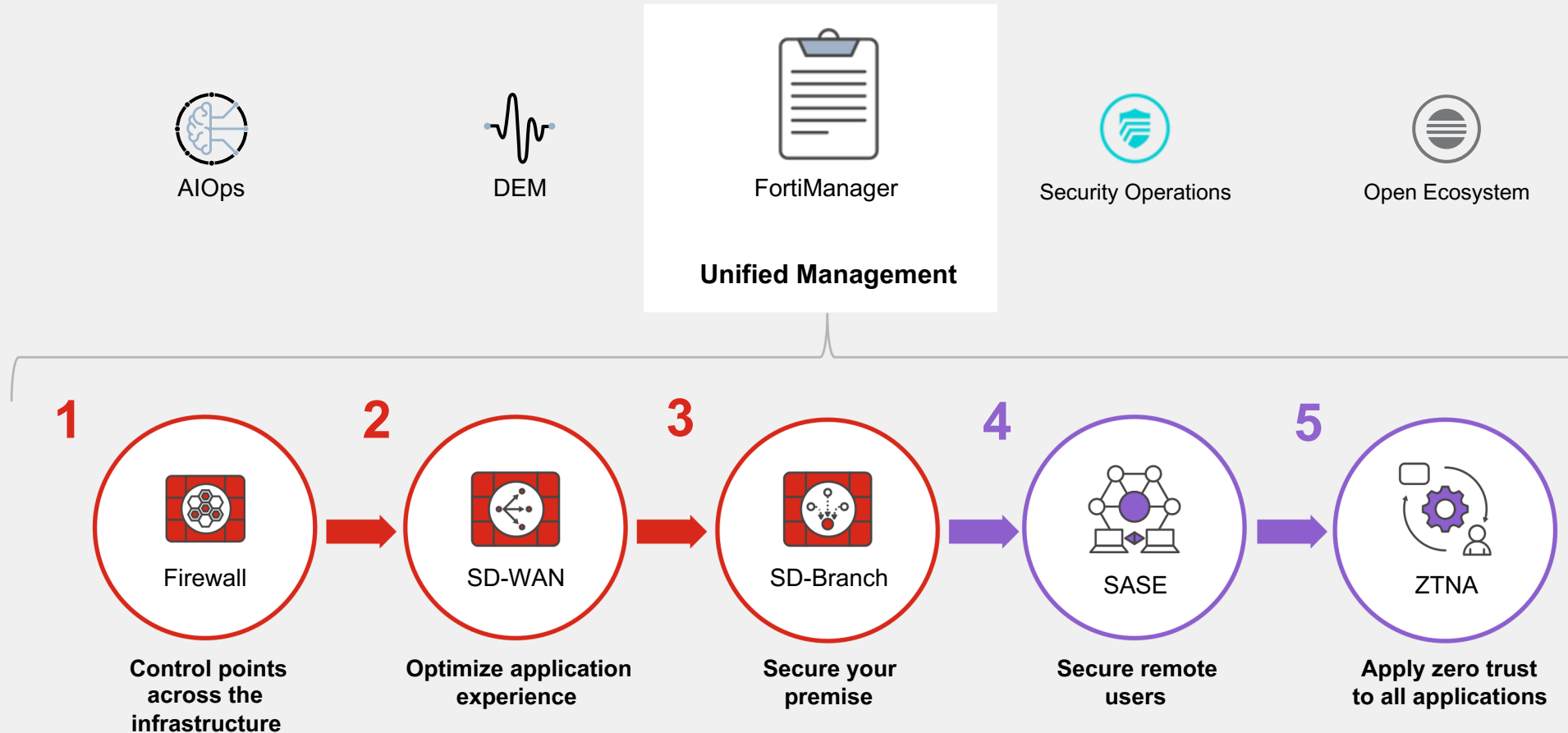
Fortinet's Network Firewall Solution

New



FortiManager Powers the Secure Networking Journey

One platform, one network, one security, one unified management, one journey



Automation-Driven Management of Fortinet Security Fabric At Scale



What does FortiManager do?



Streamline workflows

Mass provisioning and security
policy management



Ongoing Monitoring

Real-Time visibility and
analytics of the entire network



Automation and Orchestration

Network Orchestration via
ecosystem integrations



Single-Pane Visibility

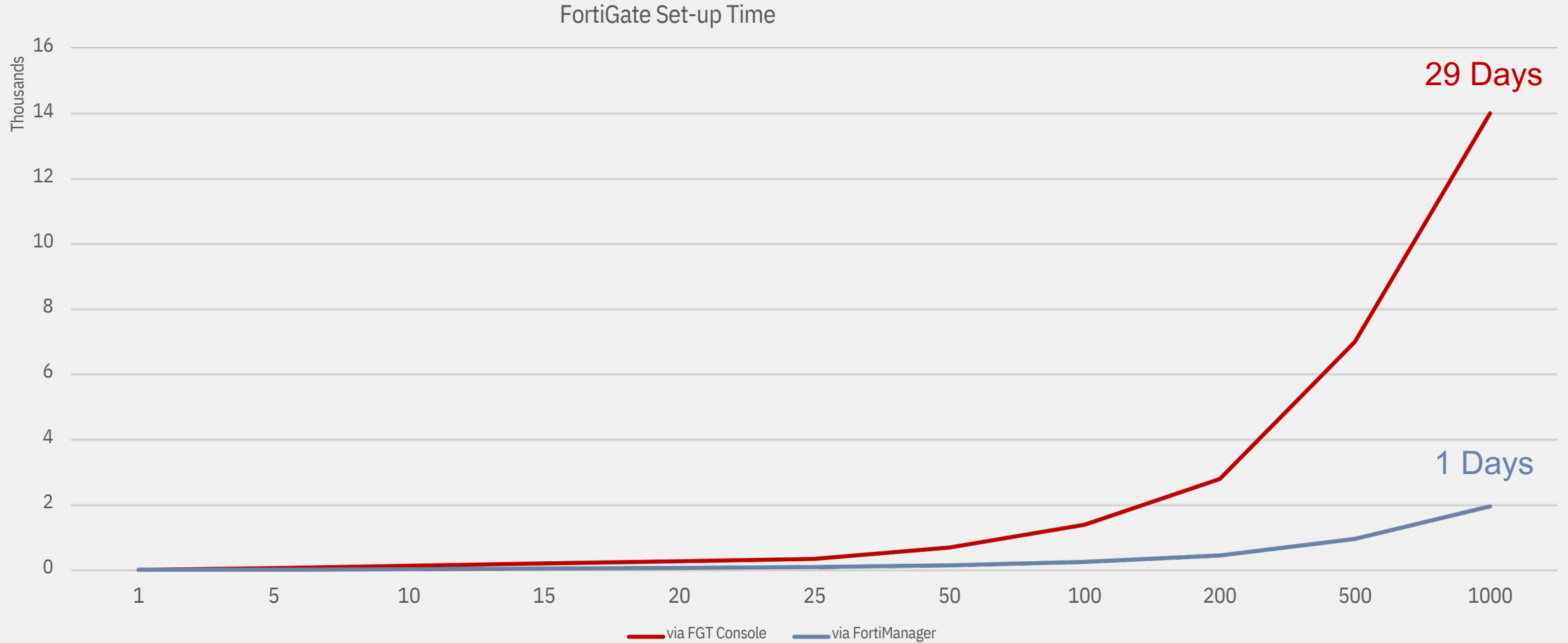


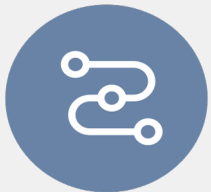
Network Security



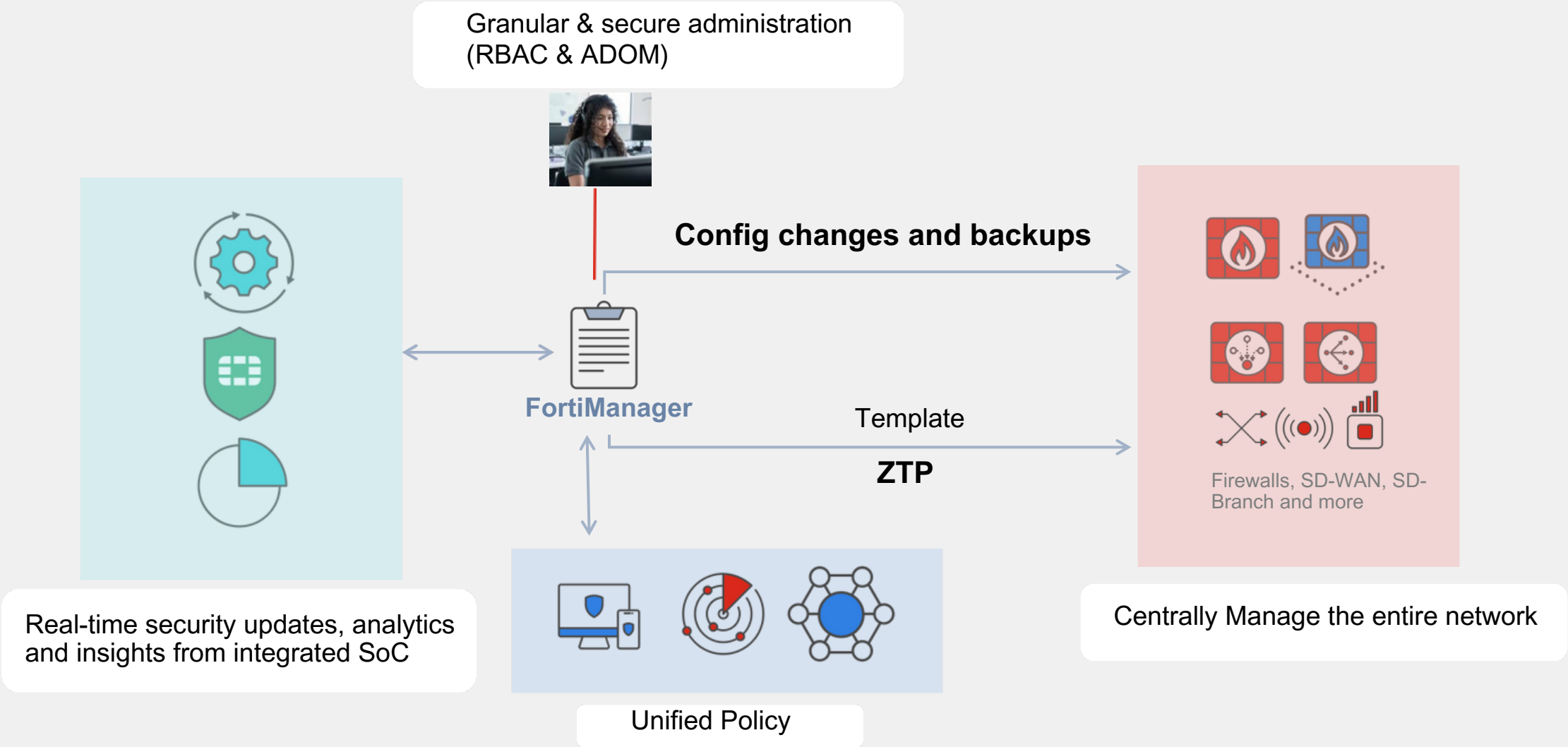
Operational Efficiency

Deploying FortiGate at Scale (1,000)





Streamline Workflows

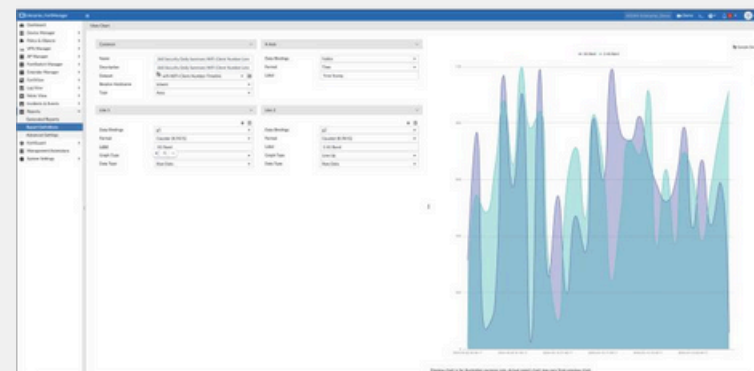
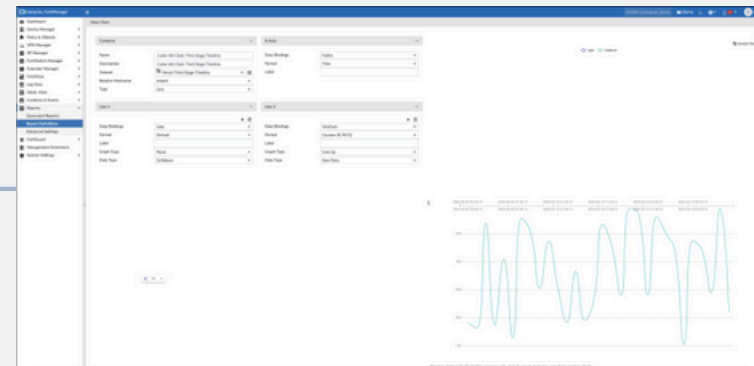
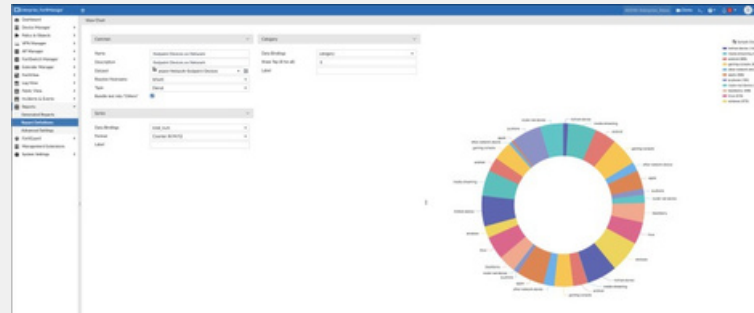




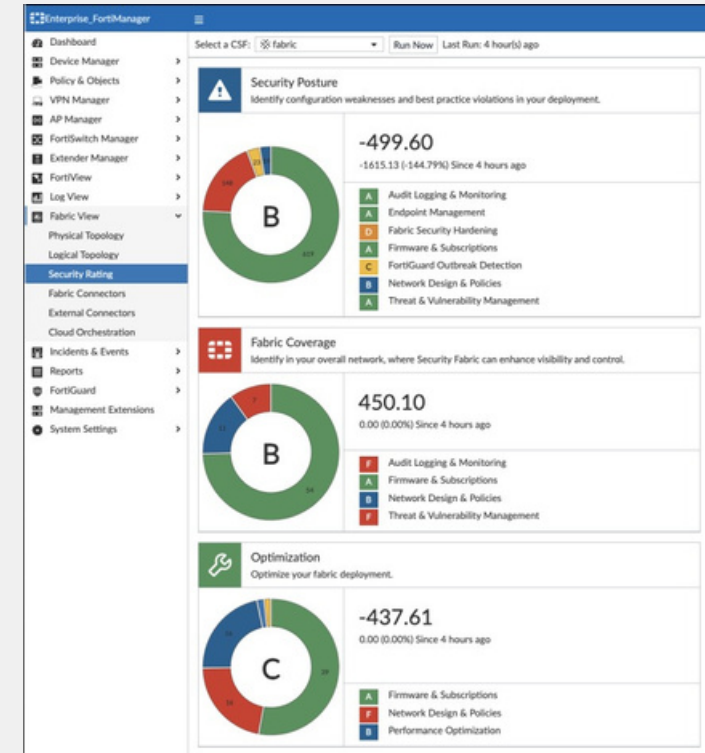
Ongoing Monitoring for Real-Time Insights



FortiManager



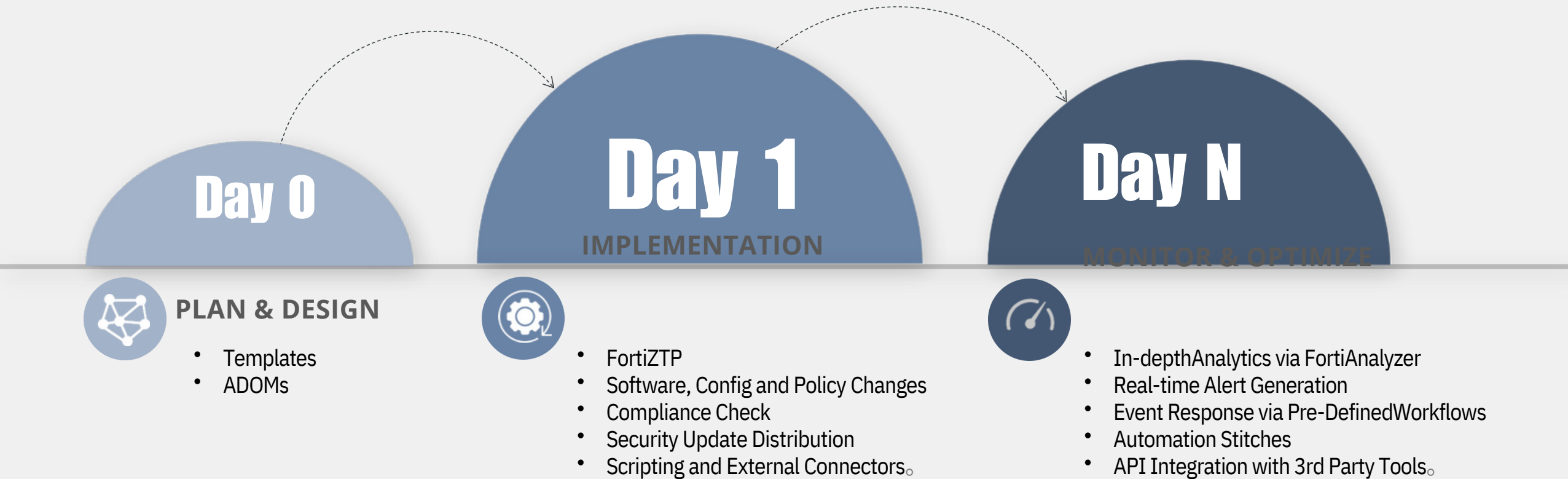
Audit Logging with customizable templates
NoC/SoC Reporting (performance, event and usage)



Compliance Reports and Security Rating



FortiManager in Your Automation Journey



FortiAI – Unleash the Potential of Fortinet Security Fabric



FortiAI, **Generative AI**-powered assistance to **improve operational efficiency and security effectiveness** of Fortinet security fabric, safeguarded by multilayered data privacy and query accuracy.

FortiAI delivers:

- ✓ Simplifies complex tasks
- ✓ Speeds up threat detection
- ✓ Reduces response time
- ✓ Improves operational efficiency
- ✓ Uplevels IT team skillsets



FortiManager



FortiAnalyzer



FortiSIEM



FortiSOAR

✓ Security-first AI

✓ Platform approach

✓ Use case-focused

✓ Automation-driven



FortiAI on FortiManager

Transform Network Operation

Day 0-1

Quicker Configuration

- GenAI-assisted scripting
- CLI, Jinja and VPN Advisor
- Syntax validation and editing
- Save scripts and template for execution



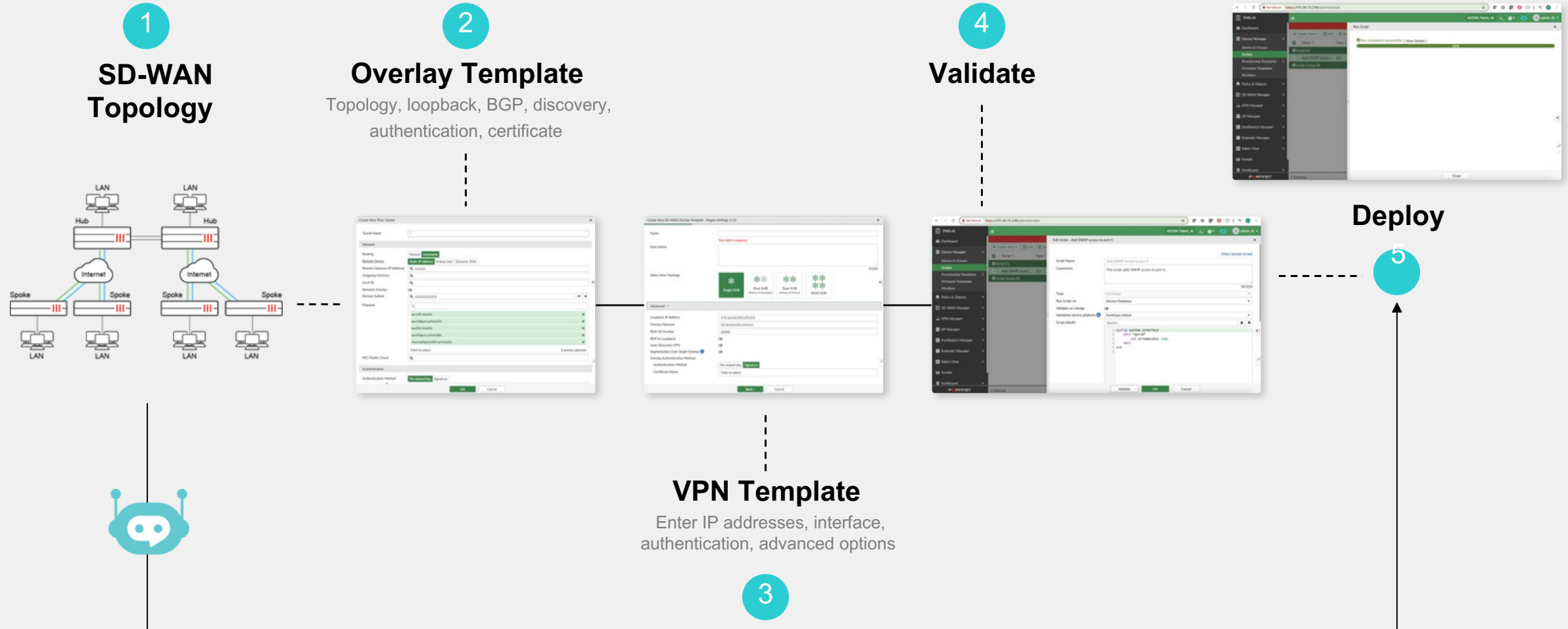
Day 2

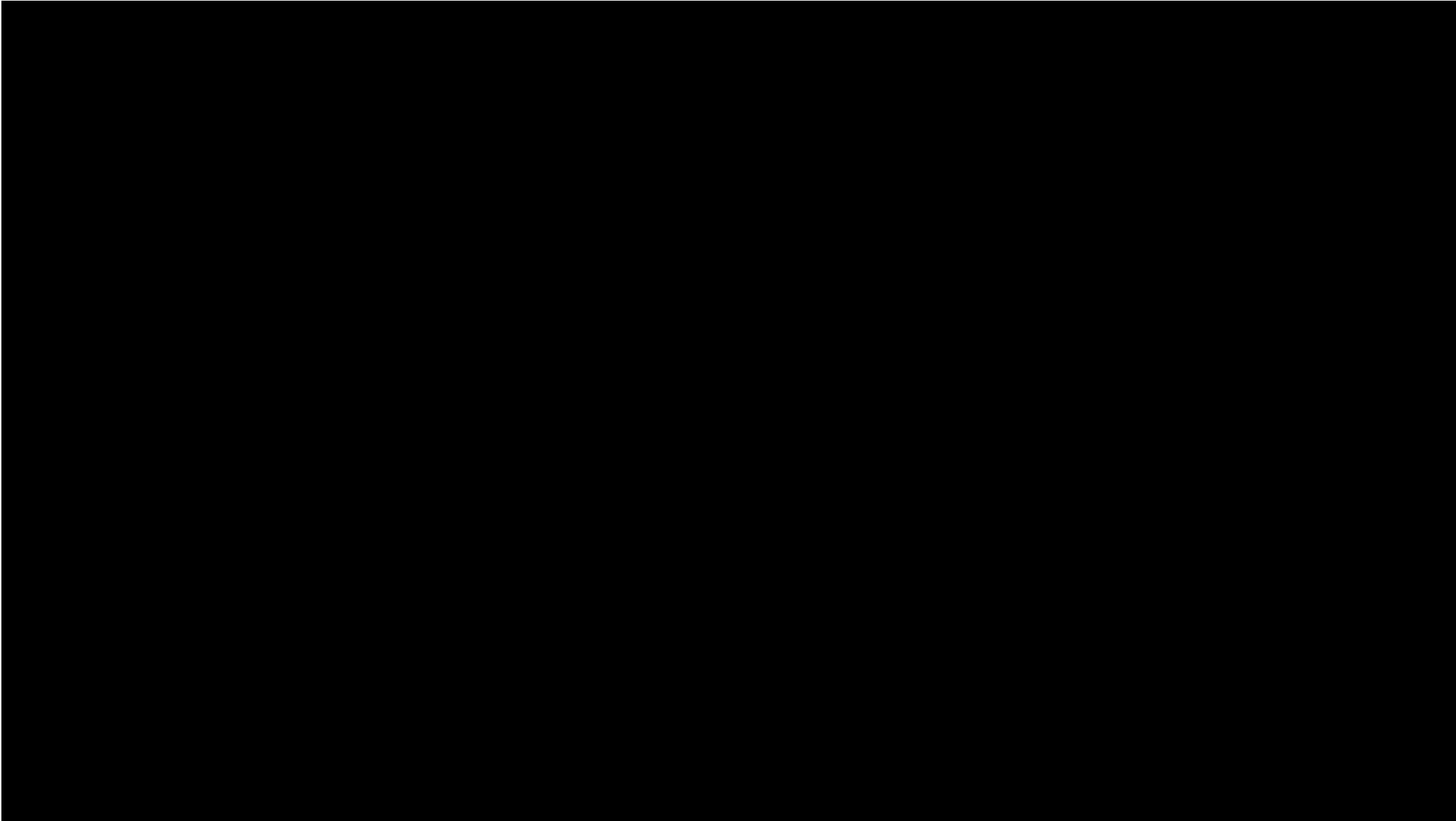
From Re-active to Proactive

IoT device assistant

- Drill-down on vulnerabilities
- Recommended actions
- Reporting

SD-WAN Provisioning Made Easy with FortiAI





Set up and Change Firewall Policies

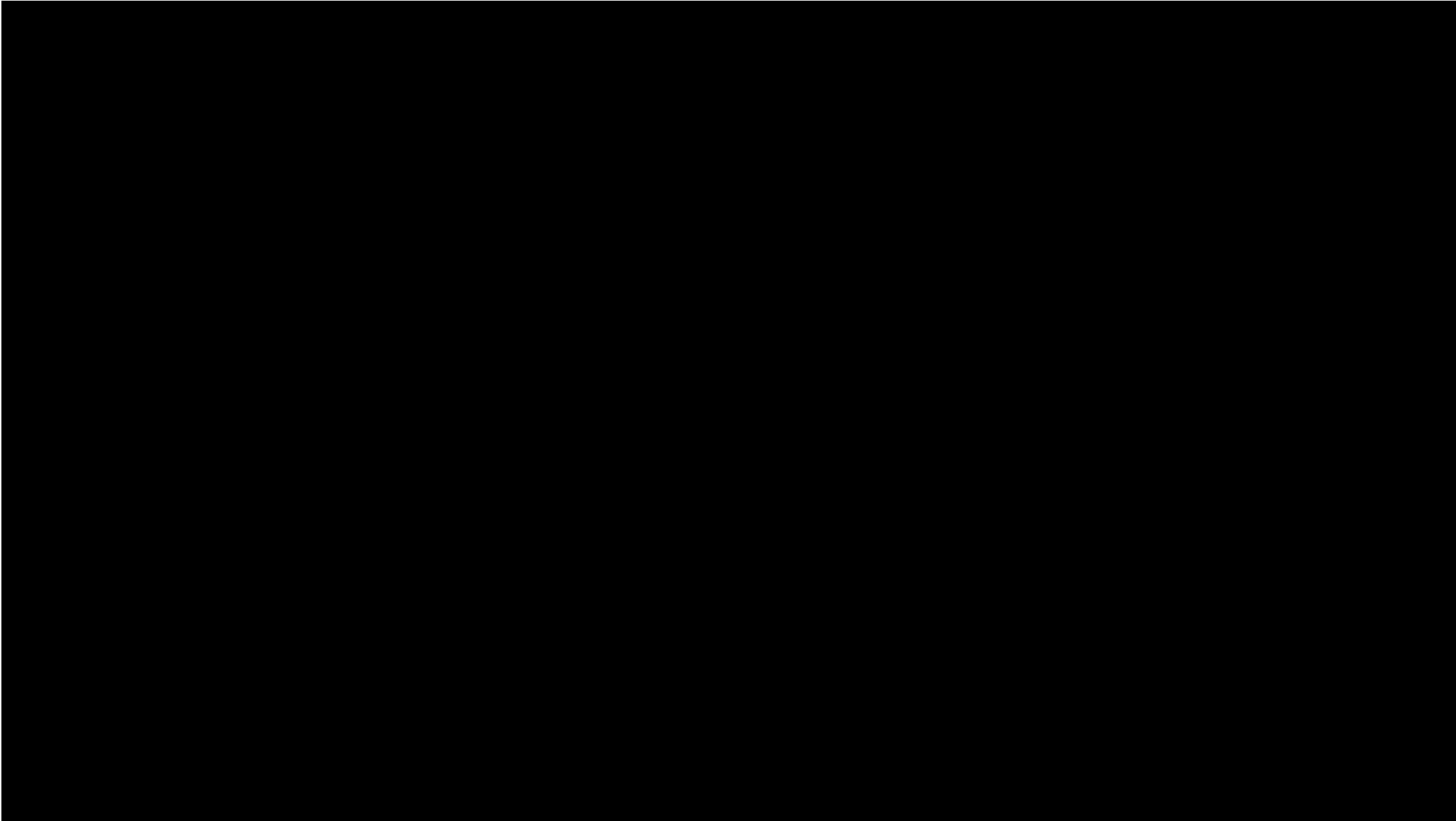
The screenshot shows the Fortinet FortiGate GUI with the 'Edit Firewall Policy - 1' window open. The left sidebar lists various management tools, with 'Policy & Objects' and 'Firewall Policy' highlighted. The main configuration area shows the following settings:

- ID: 1
- Name: Internet
- Schedule: always
- Action: Accept (selected), Deny, IPSEC
- Type: Standard (selected), ZTNA
- Incoming Interface: port4
- Outgoing Interface: port1
- Source: all
- Negate Source: Disabled
- IP/MAC Based Access Control: Disabled
- Logical And With Secondary Tags: Specify
- Destination: all
- Negate Destination: Disabled

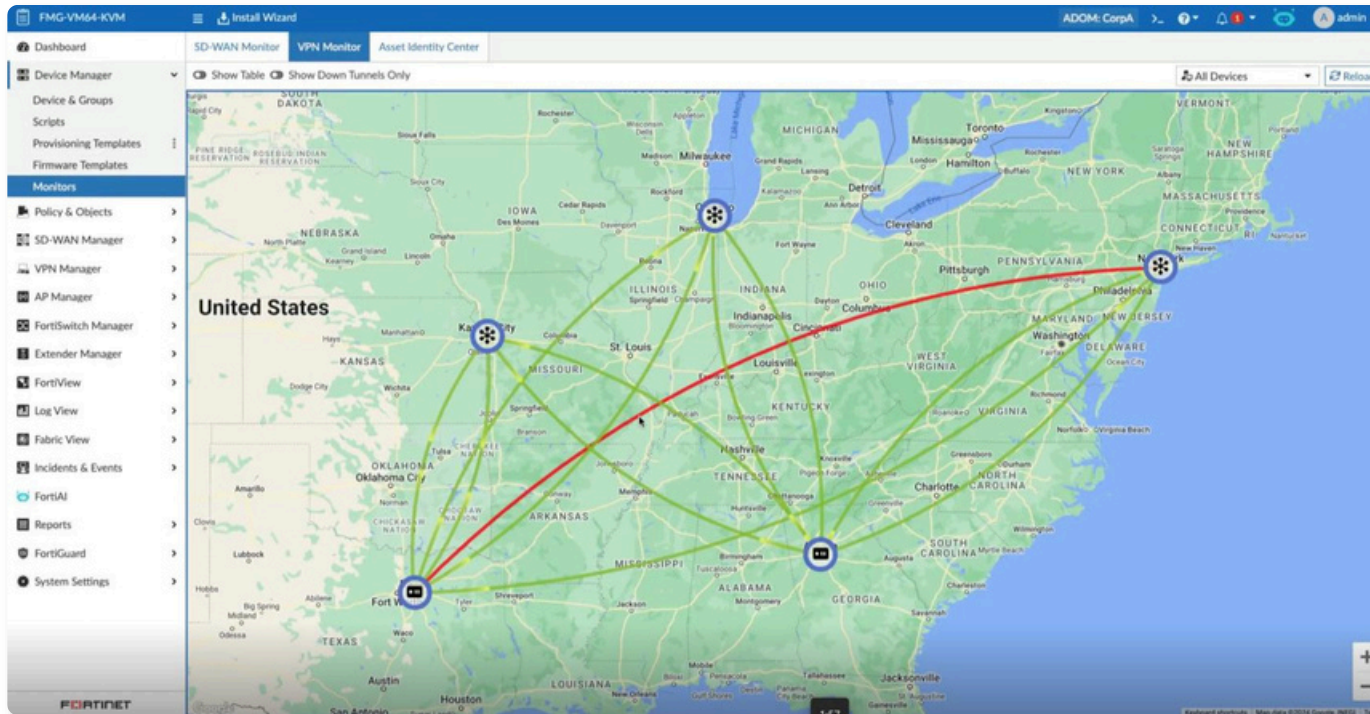
Buttons at the bottom include 'Preview', 'OK', and 'Cancel'.

ASK  :

- Block Port 3 on all Branch switches
- Allow Visitor VLAN to access Internet between 8am-5pm
- Block outbound traffic in HQ during weekend
- Block social media sites during office hours

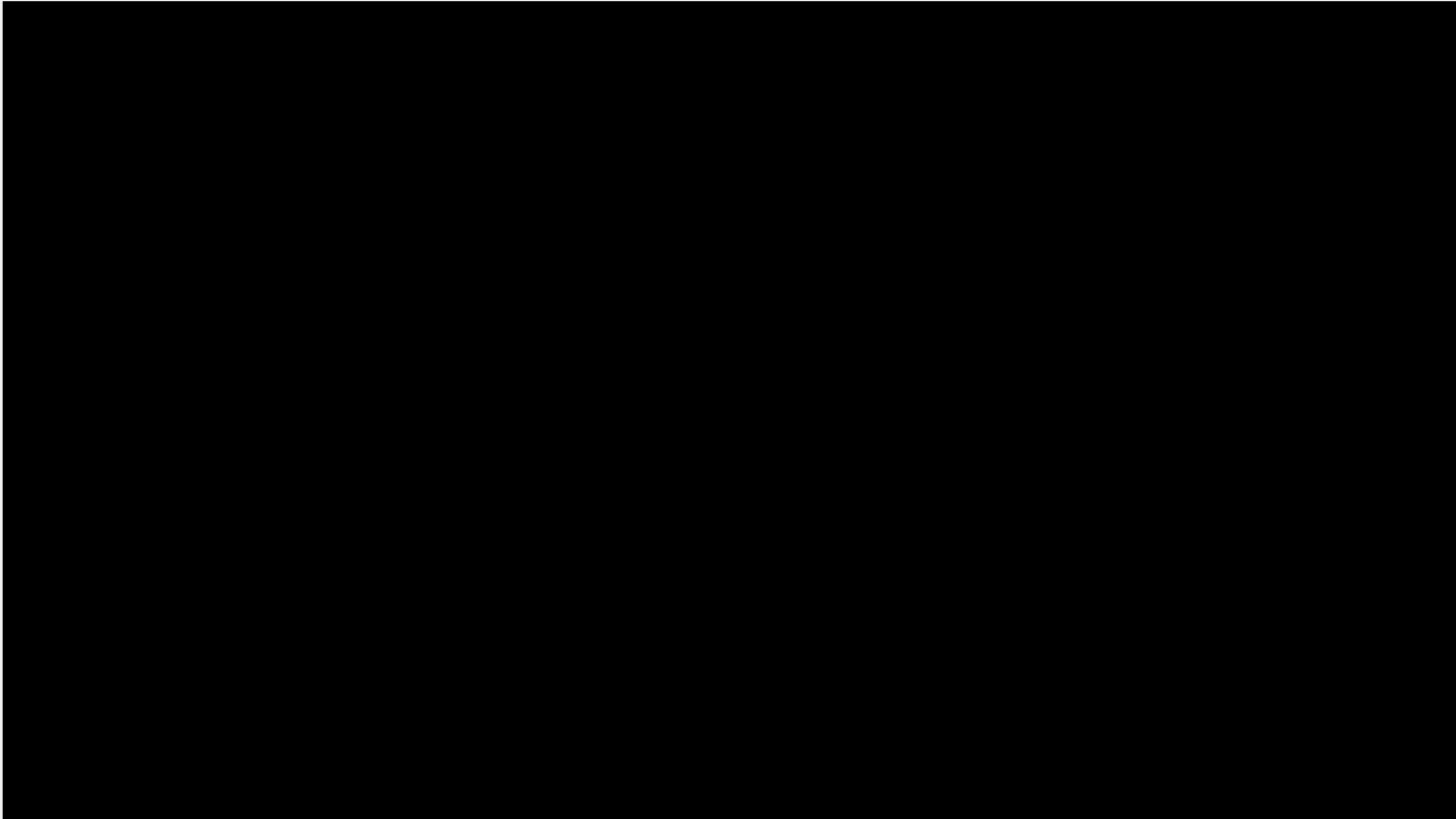


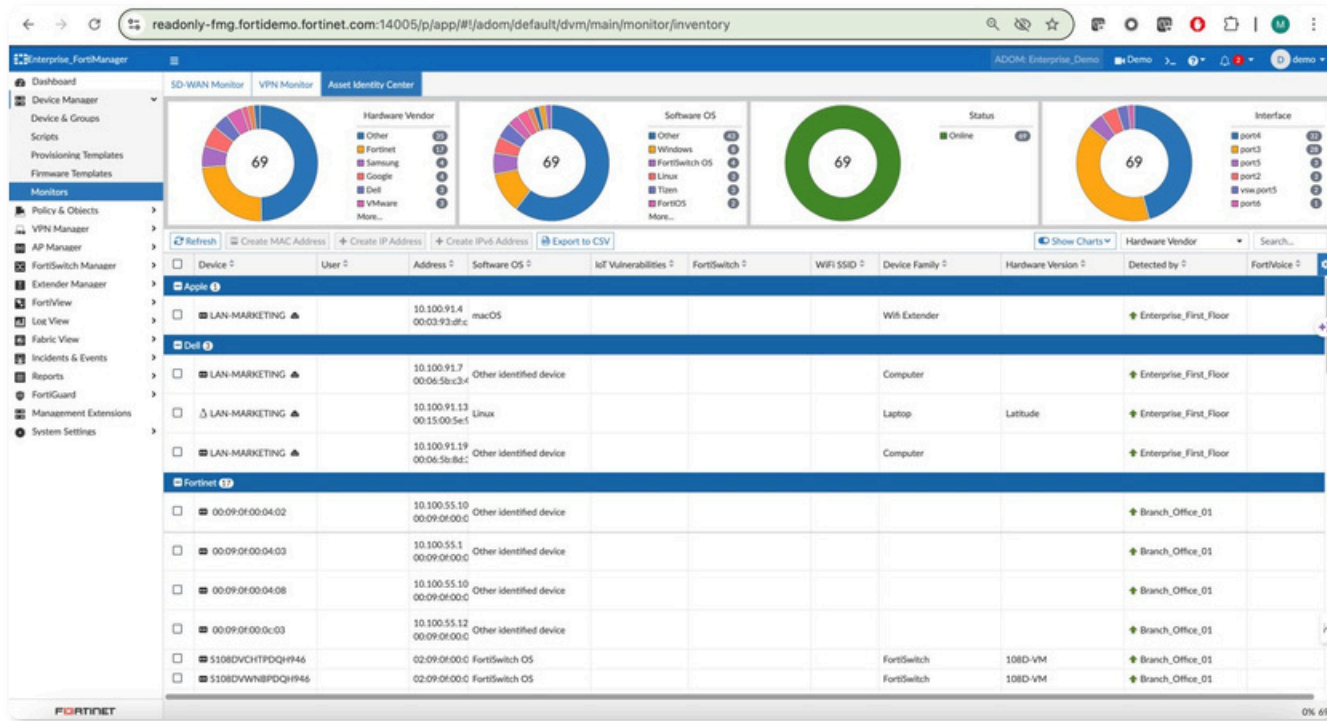
VPN Tunnel Troubleshooting



ASK  :

- Can you help to check VPN tunnel health?
- Can you help to diagnose this VPN tunnel?
- Can you help me fix it?
- Yes, confirm fix.





ASK  :

- Show me IoT devices in my network?
- Are any of IoT devices vulnerable?
- Show me associated users to those highly vulnerable devices?
- How can I fix the vulnerabilities?
- Please execute the recommended actions.

FMG-VM64-KVM

Add Device

Device Group

Install Wizard

ADOM: CorpA

admin

Dashboard

Device Manager

Device & Groups

Scripts

Provisioning Templates

Firmware Templates

Monitors

Policy & Objects

VPN Manager

AP Manager

FortiSwitch Manager

Extender Manager

FortiView

Log View

Fabric View

Incidents & Events

Reports

FortiGuard

System Settings

Search...

Managed FortiGate (5)

Br1

Br2

Cloud-Gateway

HUB1

HUB2

Logging Devices (5)

Managed FortiAnalyzer (1)

FAZ

Branches (2)

CloudGateway (1)

Cloud-Gateway

DataCenter (2)

HUB1

HUB2

Connectivity

5 Devices

Device Con...

5 Devices and VDOMs

Policy Packa...

5 VDOMs

Edit

Delete

Import Configuration

Install

Table View

More

Full Screen

Show Charts

Search...

	Device Name	Config Status	Host Name	IP Address	Platform	Description	HA Sta
<input type="checkbox"/>	Br1	✓ Auto-update	Br1	192.168.100.103	FortiGate-VM64-...		
<input type="checkbox"/>	Br2	✓ Auto-update	Br2	192.168.100.104	FortiGate-VM64-...		
<input type="checkbox"/>	Cloud-Gateway	✓ Auto-update	Cloud-Gateway	192.168.100.105	FortiGate-VM64-...		
<input type="checkbox"/>	HUB1	✓ Auto-update	HUB1	192.168.100.101	FortiGate-VM64-...		
<input type="checkbox"/>	HUB2	✓ Auto-update	HUB2	192.168.100.102	FortiGate-VM64-...		

5 Devices

5 Devices and VDOMs

5 VDOMs

Connectivity

Device Con...

Policy Packa...

Installed

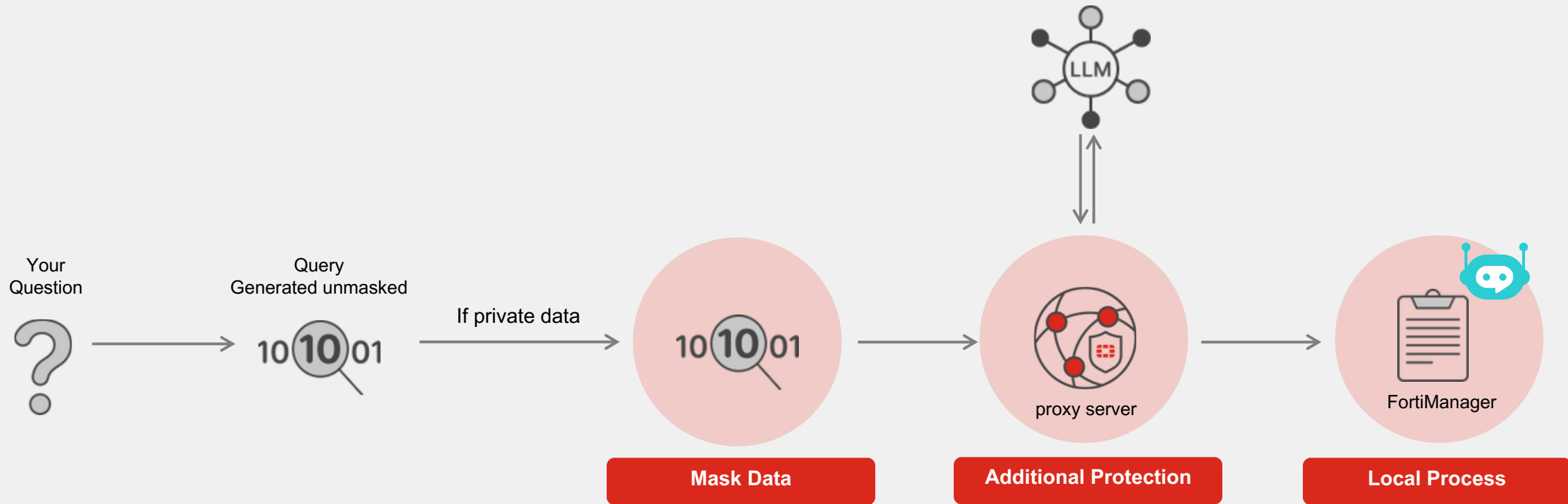
Modified

Fortinet



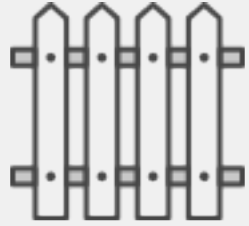
FortiAI Data Privacy

New



Accuracy of the Responses

Guardrails to minimize AI errors



Defined Boundaries

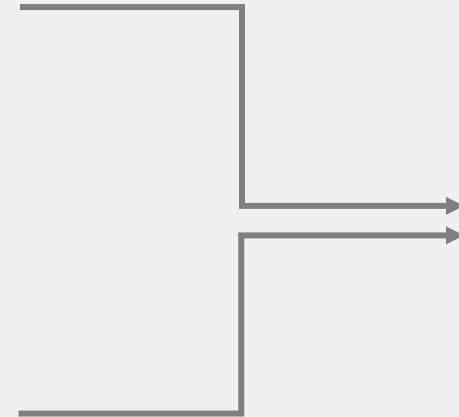
Well defined boundaries on what can or can't be answered to avoid misleading or arbitrary responses.



Knowledge Base

Retrieval Augmented Generation (RAG)

Contextual awareness and adaptive learning to improve the relevancy and precision of the response



Query with high relevancy and precision

Measuring ROI: All About Efficiency and Skill Gaps

Expanded Resource



Expanded Coverage



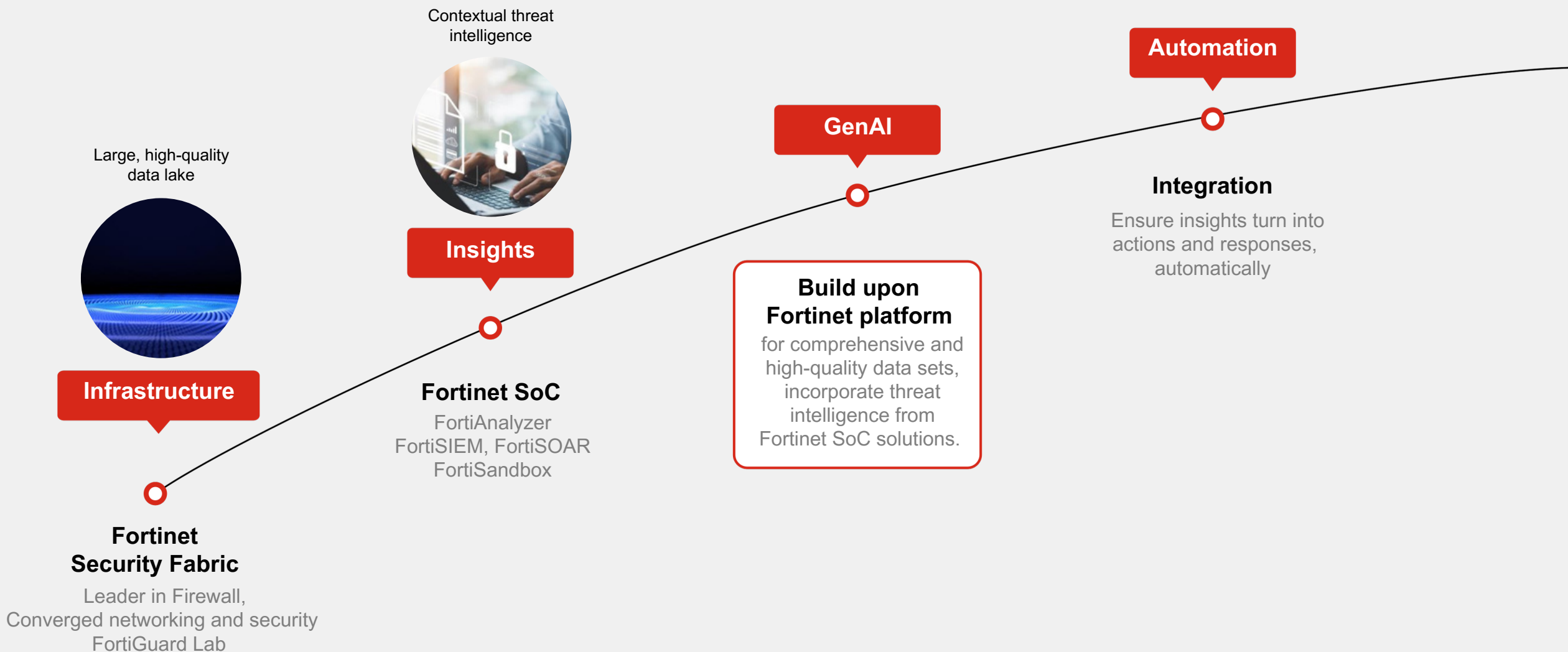
Expanded Expertise



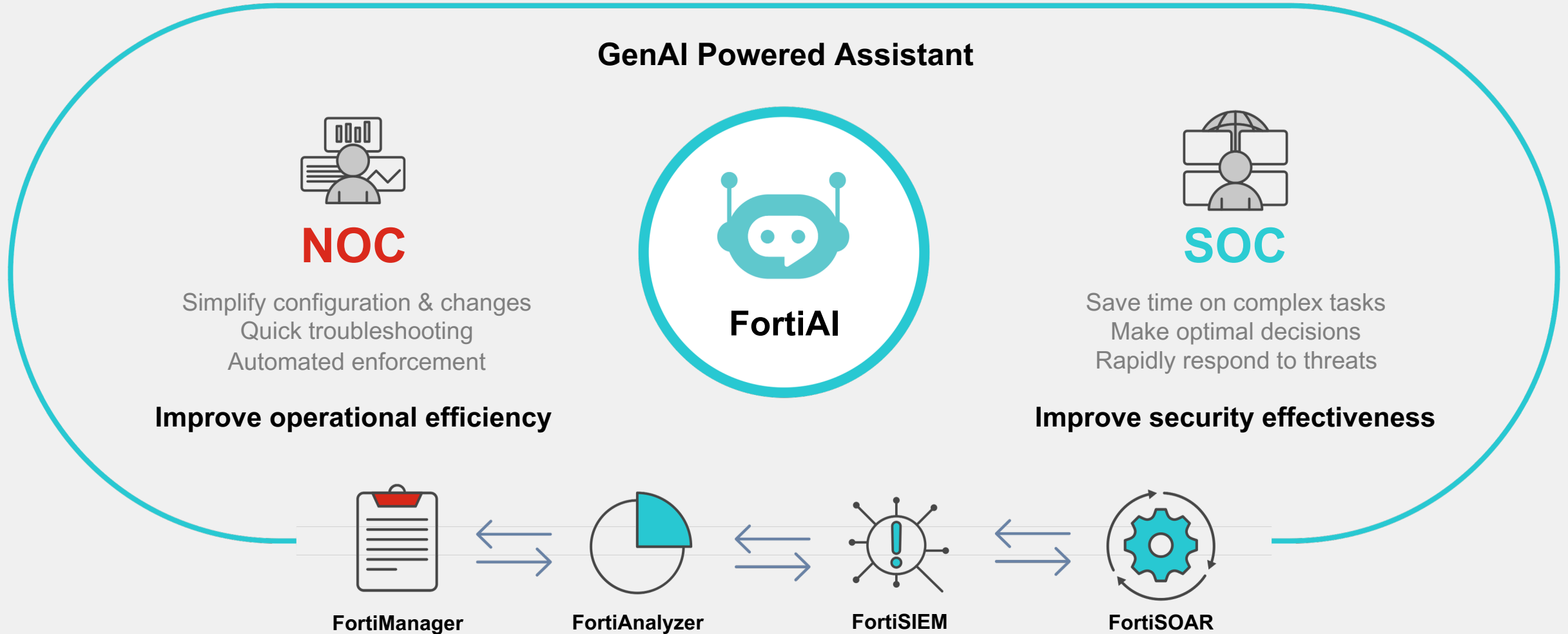
56% Faster in generating code

15% increase in issue resolution

FortiAI: Built Upon and Unleashes the Potential of Fortinet Security Fabric



FortiAI – Unleash the Potentials of Fortinet Security Fabric



FortiManager Portfolio



Hybrid Mesh
Firewall



Scalability



Comprehensive
Capabilities



Dedicated Local
FortiGuard Server



Extended Fabric
Ecosystem



Hardware	VM	Cloud
<ul style="list-style-type: none">• Best response time• Better control & reliability <p>200G (30) 400G (150) 1000G (1K) 3100G (4K→8K) 3700G (10K→100K)</p> <p>(Devices: Default/Max)</p>	<ul style="list-style-type: none">• Flexible and scalable• Quick deployment <p>Perpetual or Subscription (10/10K)</p>	<ul style="list-style-type: none">• No hardware maintenance• Always updated• Access Anywhere <p>3/10K</p>
<ul style="list-style-type: none">• Large Enterprise• Air-gapped network due to data-sensitivity• Limited Cloud Connectivity	<ul style="list-style-type: none">• Cloud Environment• Hybrid Environment• Test and Development	<ul style="list-style-type: none">• Distributed networks• Limited IT Resources• Preference for OpEx over CapEx

Example of a BOM Build-out

Customer Deployment Scoping		Bill of Materials		
Form Factor	VM on AWS	Components	SKU	QTY
Buying Model	Subscription, 3-year	VM Subscription (incl. FortiCare Premium)	FC3-10-FMGVS-258-01-36	1
# of Devices/VDOMs to be managed	1,500		FC2-10-FMGVS-258- 01-36	5
# of admin and admin roles	50	ADOM license	FC-10-FMGVS-230-01-36	50
Service and Support needs	Premium support	Grand Total		56

Note: Use co-term when purchasing for adds-on for more devices/VDOMs, renew VM and support or upgrade to FortiCare Elite Support



FortiManager Differentiators

100K+

FortiOS-based devices under management with single pane of glass

Security + Networking

FortiGate, FGT VM, Cloud-native FW, FortiSwitch, FortiAP, FortiExtender

Timely and consistent

Security Updates

Via FortiManager as a local FortiGuard Distribution Center in air-gapped networks

FW and ZTNA, NAC, SASE

Unified Policy

500+

Integration with Fortinet SecOps and 3rd party ecosystem solutions for operation automation and orchestration



Competitive



Strata Cloud Manager

Solution to manage Hybrid environment. Manage hardware, VM, limited models, not Global. Need Prisma Access, AI Ops, Prisma SD-WAN and Cortex Data Lake license on top of SCM license

Checkpoint Smart 1

Limited capacity (<5000 devices), only for firewalls, no template, no security rating, no signature update in air-gapped network



Cisco Secure cdFMC

Limited capacity (<1000 devices), limited firewalls models. No Switches and APs management, no ZTNA, no template, no signature update in air-gapped network



FORTIMANAGER DIFFERENTIATORS



01

Converged

Single OS, networking and security



02

Scaled

100K+ devices under a single pane of management



03

Integrated

FortiAnalyzer, FortiAI Ops, FortiGuard and FortiSOAR

A Powerhouse Solution with Comprehensive Features



- **Broad**
- **Granularity**
- **Customization**

Single Pane for Visibility



Forti Manager



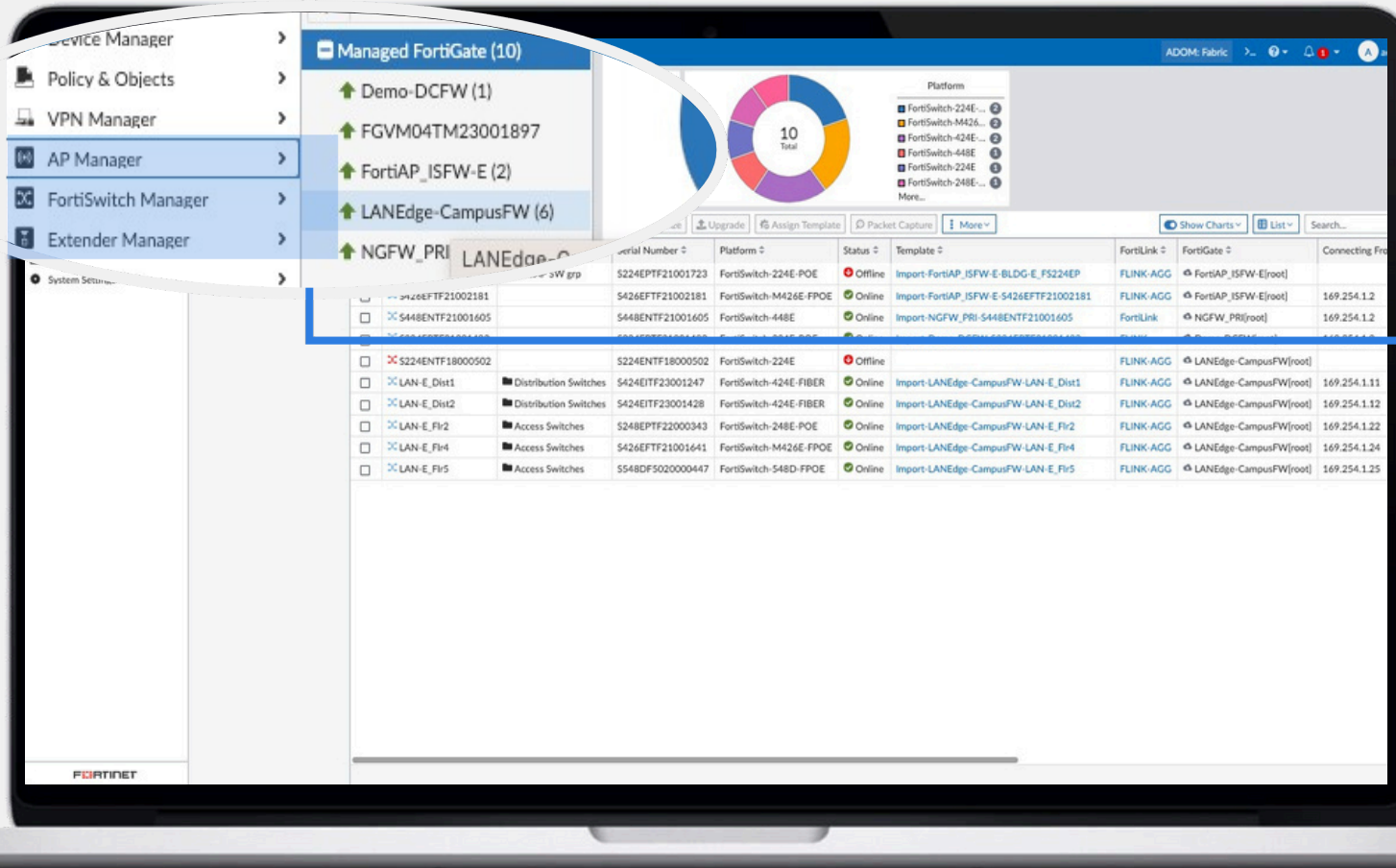
Topology of the Fortinet security fabric from a single console



Single Pane for Management



Forti Manager



Management of LAN, WLAN, 5G and SD-WAN with NGFW further simplify operations

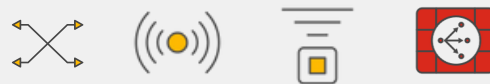


Single Pane for Networking and Security Teams



Networking Team

Configures network policies, routing, and connectivity settings

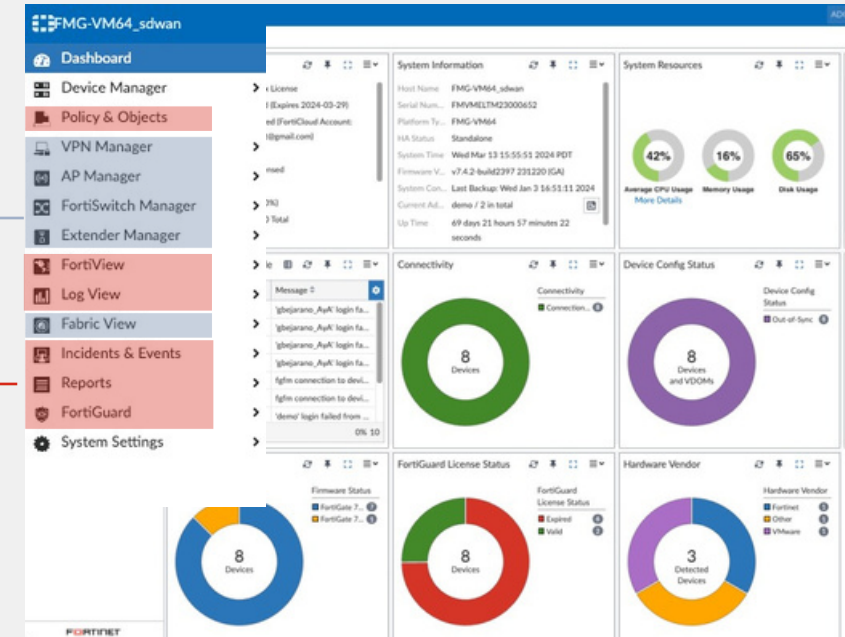


Switches/APs/Extenders



Security Team

Manages security policies, threat prevention, and access control.



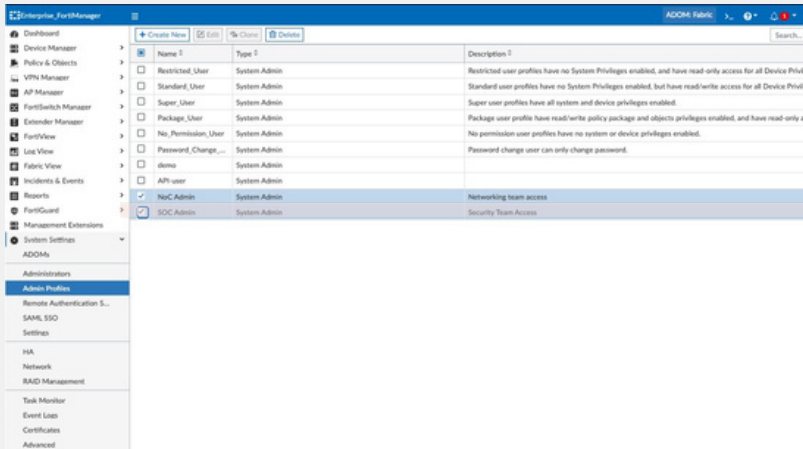
FortiManager



Dedicated Roles and Responsibilities



Networking Team

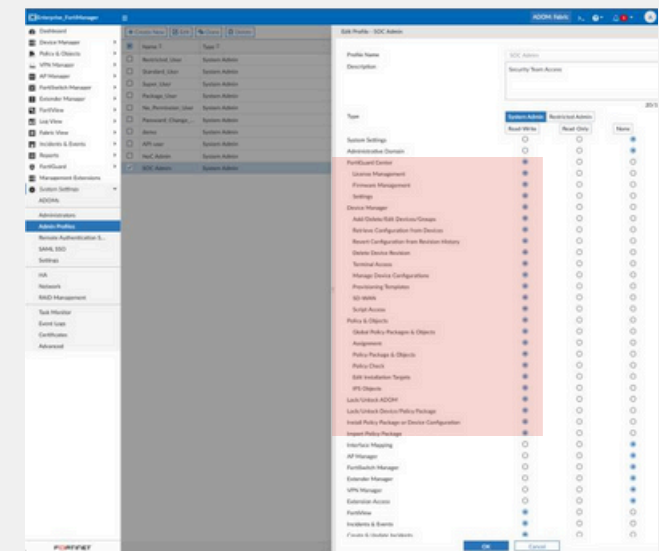
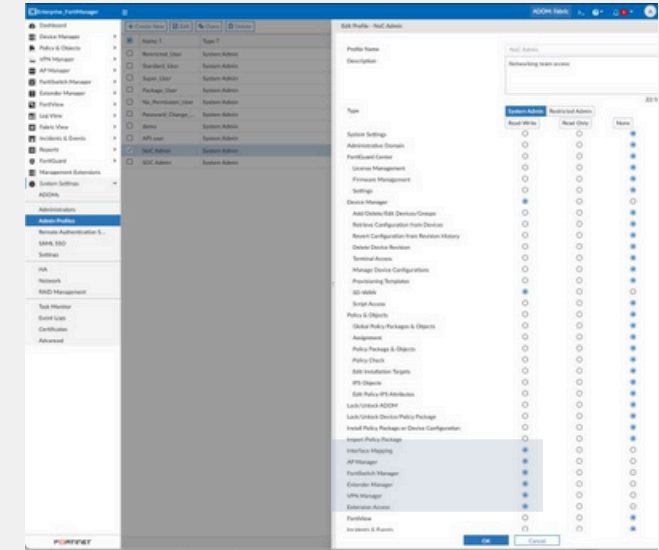


Dedicated Access Privileges via Admin Profiles:

- Network team only can access network configuration and can't change security policies
- Security team can't change network settings, but can change security rules, access policies
- Both can access reports and analytics



Security Team



Security Posture Check and Compliance



Forti Manager

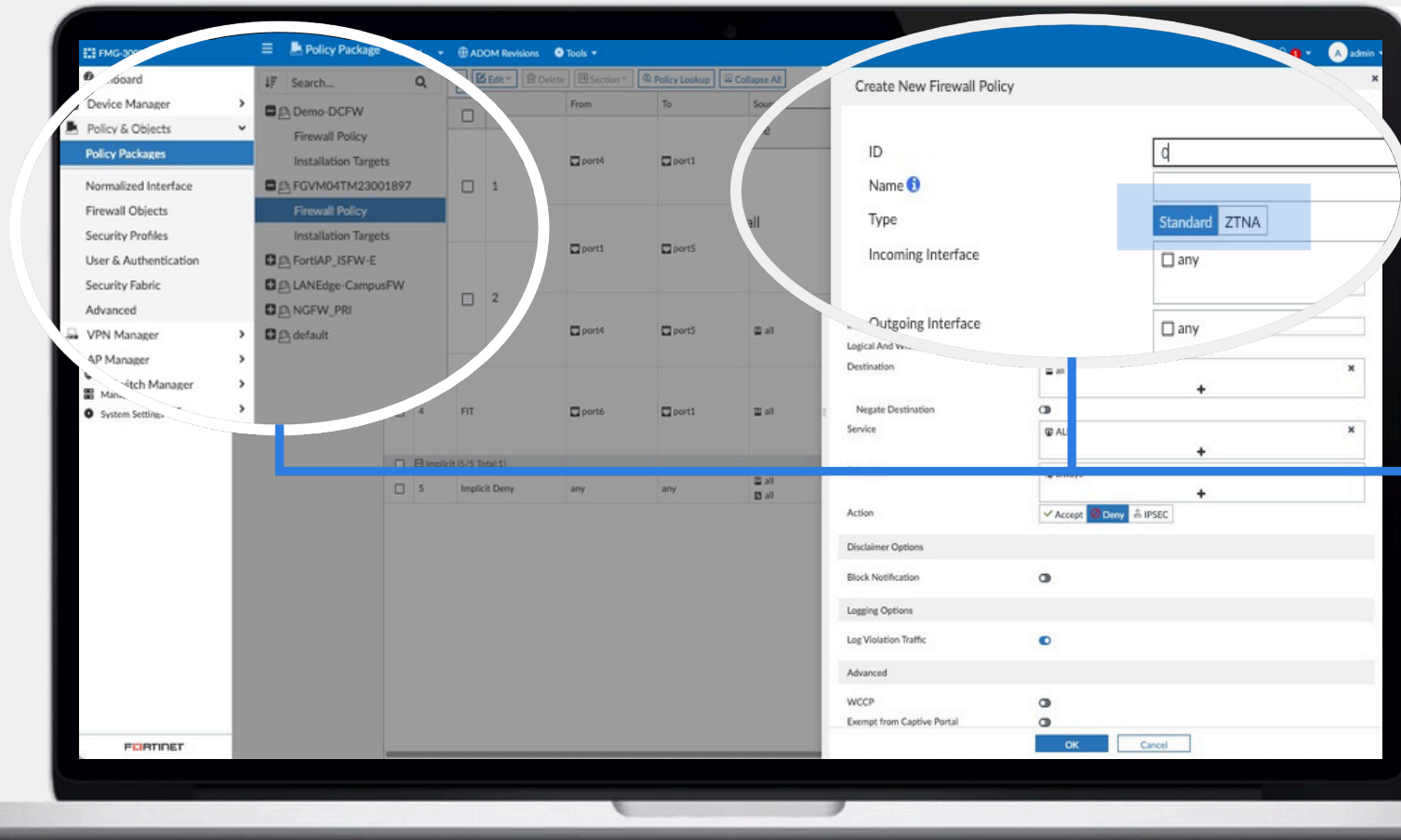


- **Security ratings** of configurations for FortiGate Security Fabric groups

Unified Security Policy Management



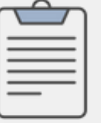
Forti Manager



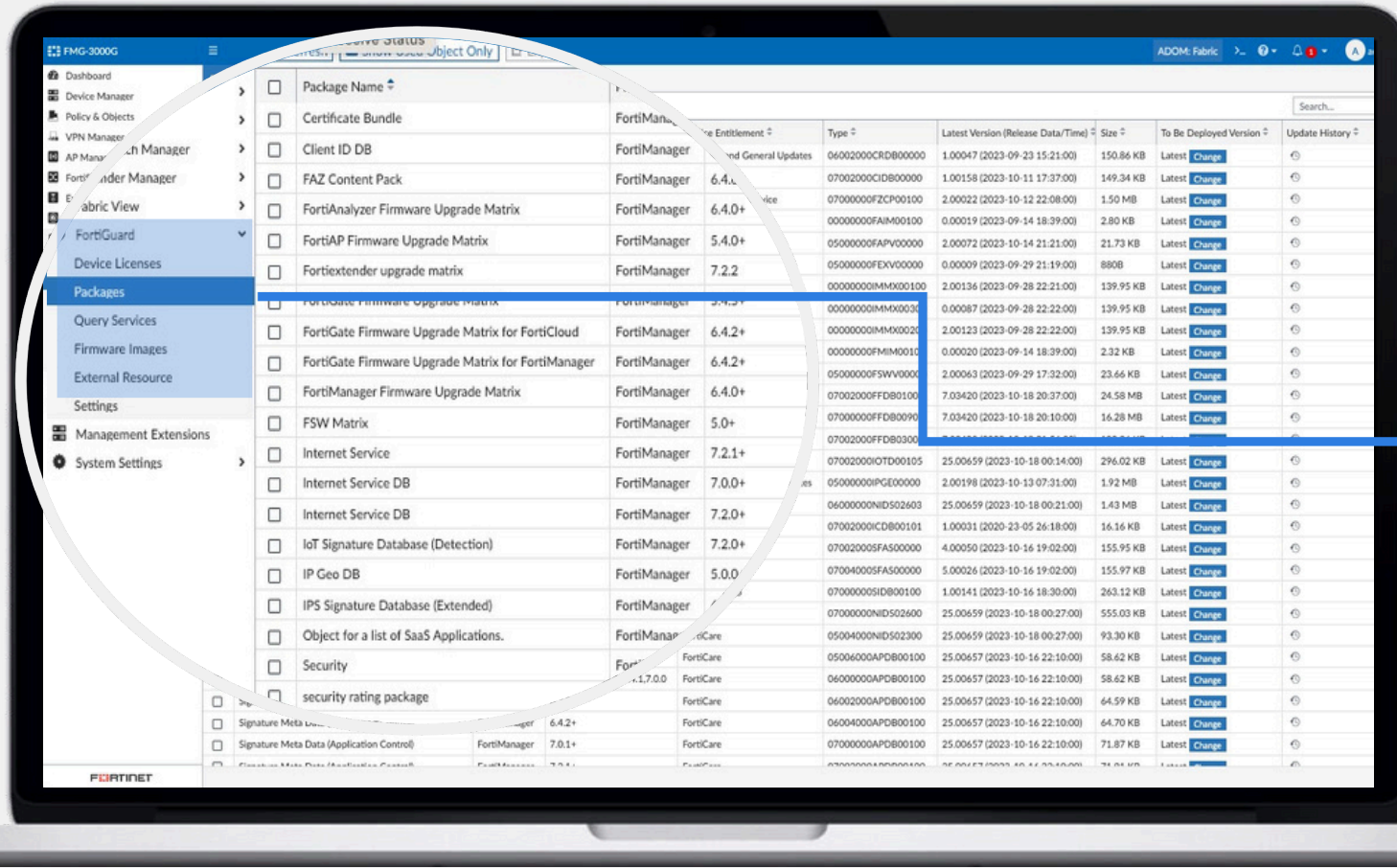
The Only Vendor with NGFW and ZTNA to provide with unified policy management



Local FortiGuard Distribution Server



Forti Manager



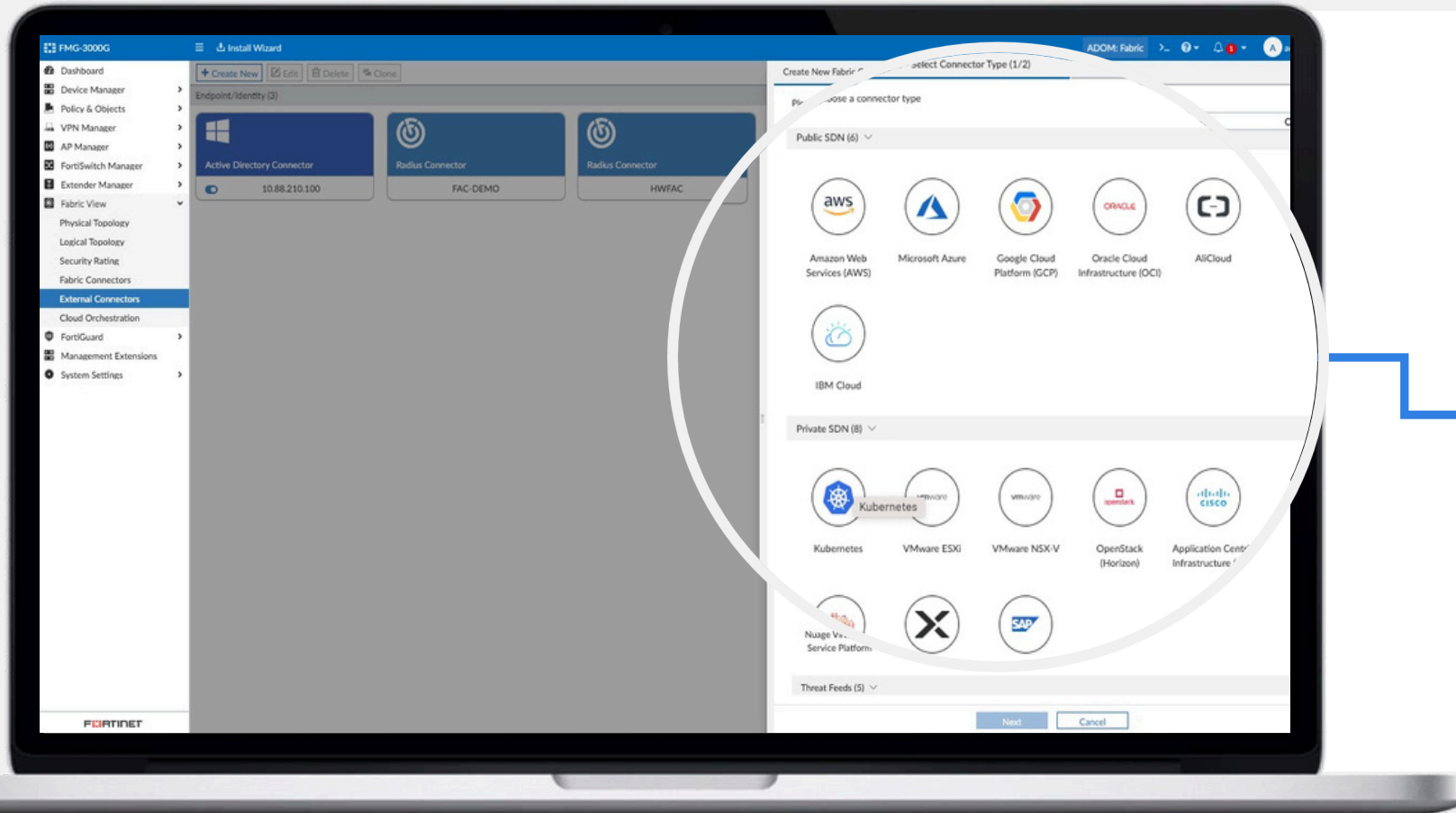
FortiManager as the local FortiGuard Distribution Server for automated distribution of updates and signatures to all managed devices in the network



Partner Ecosystem for Security Orchestration



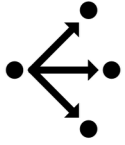
Forti Manager



External Connectors allows for seamless integration of 3rd party solutions and services



FortiManager Key Capabilities



WAN Edge

FGT and FEX



LAN Edge

FGT, FSW, FAP, FEX



Policy & Objects

Create or import



ADOM

Administrative Domain



FDS

FortiGuard Distribution Server



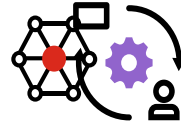
IPS Management

Centrally manage IPS



FortiAnalyzer

Embedded in FortiManager



SASE and ZTNA

Rule and Policy Management



Upgrade & Backup

Firmware and configurations



Monitoring

Real-Time network status



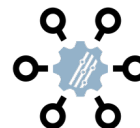
FortiSoC

Integrated for Automation



Security Rating

Active assessment



Mgmt Extension

Fortinet NoC and SoC



External Connector

EMS, SOAR, SIEM, NAC



Network Firewall Use Cases

Hybrid Infrastructure



FortiManager for Hybrid Infrastructure

Business Challenges



Increased Complexity

More devices of different form factors and more distributed



Lack of Visibility

With multiple management tools playing in silo



Security Risk

Due to inconsistent policies and misconfiguration

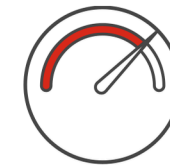
FortiManager

Delivers consistent policies and unified management across the entire hybrid infrastructure

Fortinet Differentiators



Manage both
Security and Networking



Scalability
>100K Devices



Automation-Driven
With ecosystem
partners

Help Customers Move to Hybrid Environments

Rolling out 100 new restaurants per year

"Management and administration used to be like a 500-pound gorilla; now, it is like a little chipmunk"



Prysmian Group

Support a transition to a cloud-first architecture in AWS

Built an intelligent, responsive security infrastructure with integrated event correlation, automation across its IT and OT environments.

Protect critical applications in the cloud

Enable proactive management both in the cloud and on-prem with visibility of the entire Windows Azure environment



A Journey with new cloud and hybrid services,

60% reduction in overall downtime, simplified management



Secure rapid expansion in both physical stores and e-commerce sites

In-House IT team couldn't manage security on top of its daily tasks. Fortinet offers single-pane visibility of entire architecture into 750 stores.



Converges OT and IT security through platform approach

Multiple external service providers makes it complex to manage, Moved the entire management infrastructure in-house with Fortinet solution.



Business Outcomes from Real Customers

MONEY SAVINGS



\$1,000,000's
saved in personnel
costs over 2-to-3-year

TIME SAVINGS



50% faster in application
response times



40% less staff time
managing network and
security



4 hours a day saved
on management tasks

RESOURCE SAVINGS



20% saved on network
security
management costs



80% reduction in
operational costs



90% reduction
in operational tasks

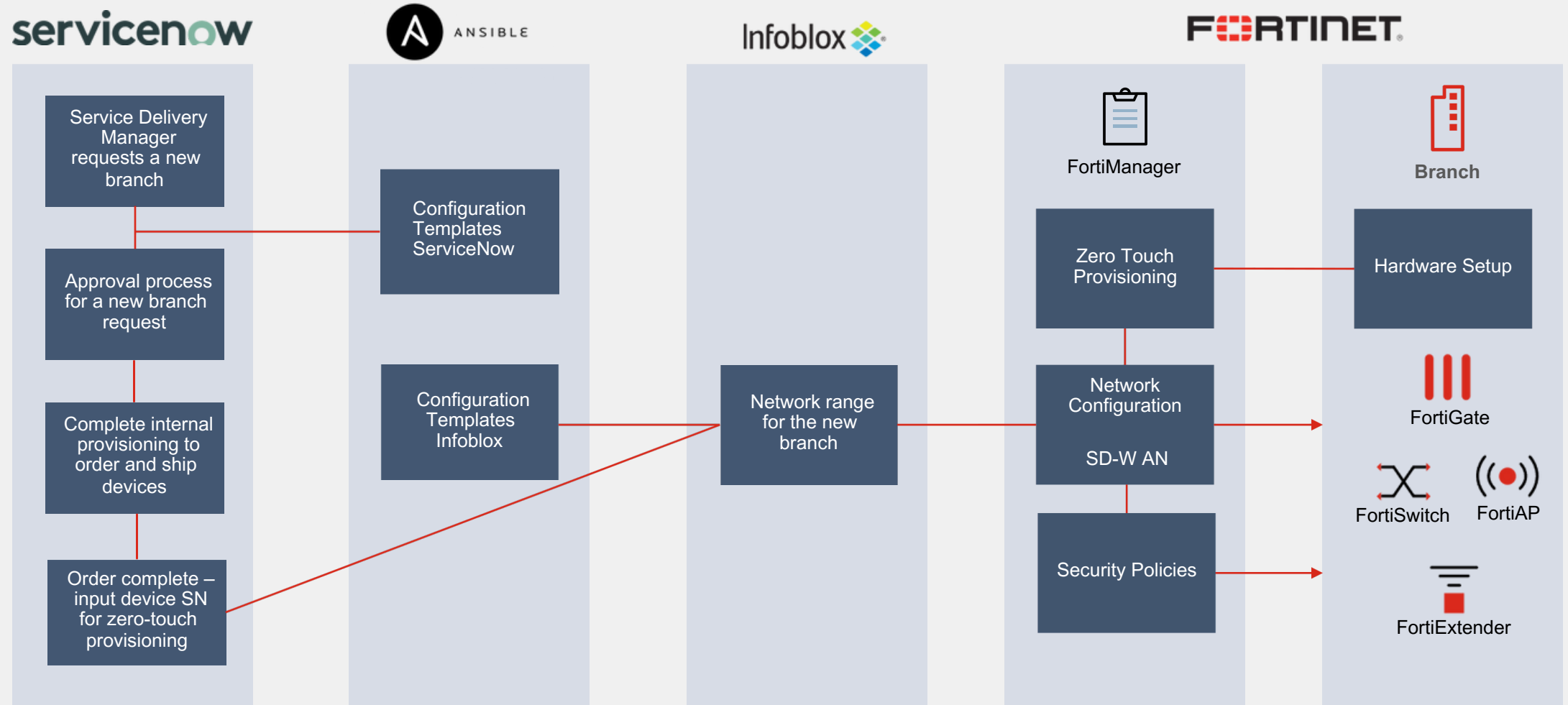


FortiManager Use Cases

Workflow Automation



Automate and Orchestrate Workflow



FortiManager for Workflow Automation

Business Challenges



Increased Complexity, Distributed and hybrid

Make manual management difficult and error-prone, inefficient and hard to scale



Slow Response to Threats

Which continues to evolve and hard to detect, leading long window of opportunity for attackers



Resource and Budget Constraints

Lead to overwhelmed IT team with no time to perform high-value activities

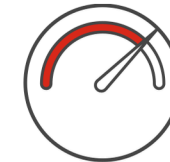
FortiManager

Streamline configuration, enhance security posture with rapid response and consistent policy enforcement across Fortinet's security fabric.

Fortinet Differentiators



End-to-End Workflow
Automation within Fortinet
Security Fabric



Day-0 to Day-N
Coverage

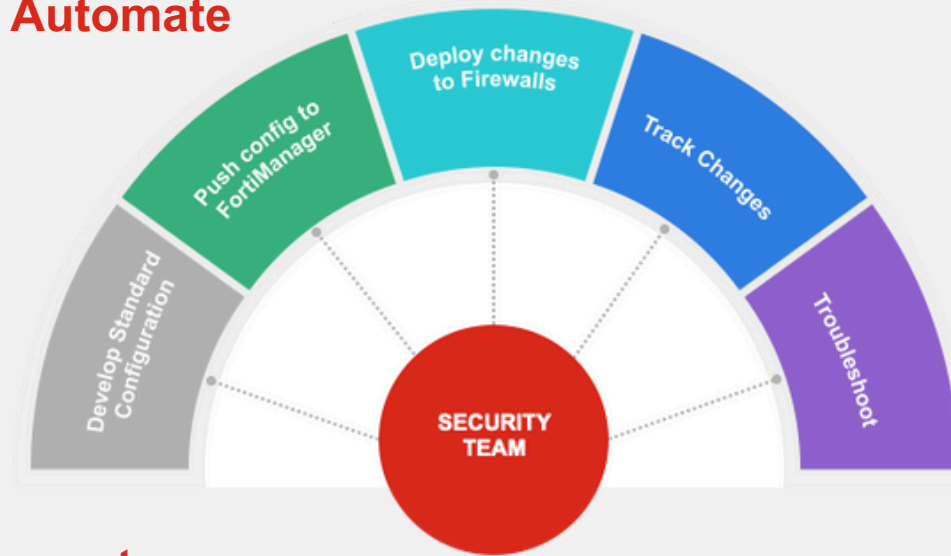


Ecosystem
Integration
(+480)

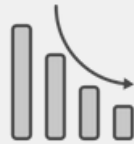
Fortinet for Workflow Automation: Voice of Customers



Process to Automate



Business Impact



Enabled 8-people team to deploy standard configuration to hundreds of FortiGate quickly and consistently



Run and monitor changes, correlate with incidents, compare installed firmware versions at any time



Made network security more agile to business expansions and new projects.

When to Sell FortiManager



Hybrid Mesh Firewall

Customers are managing
>10 FGTs, distributed and
different form factor



Expansion

Add in networking, ZTNA,
SASE solutions



Efficiency

Automation at scale to
reduce repetitive, manual
operation



3rd Party Integration

Fabric Connectors,
Management Extensions,
3rd party integration

30K+
Customers



DevOPS Security
Terraform / Ansible



Appliance



Virtual Machine



Cloud



SaaS



The Fortinet logo is centered on a light gray background. It features the word "FORTINET" in a bold, black, sans-serif font. The letter "O" is replaced by a red square icon composed of a 3x3 grid of smaller squares, with the center square missing. The background is decorated with several geometric elements: a solid red horizontal bar in the top left; a red horizontal bar in the upper right; a red horizontal bar in the bottom left; a grid of 40 small gray dots (5 rows by 8 columns) in the bottom right; and a gray rectangular shape in the bottom right corner, consisting of a larger vertical rectangle and a smaller horizontal rectangle overlapping its top edge. Faint, light gray geometric shapes, including squares and rounded rectangles, are scattered across the background.

Operations Center Business Outcomes



Increase Efficiency

Simplified infrastructure reduces operational complexity across the organization



Reduce Risk

Ensure consistent policy management, reporting, and compliance with regulations.



Lower TCO

Enable proactive operations, maximizing resources and security posture.

The average cost of a data breach (\$4.24 million per breach) in 2021. This represents a 9.8% increase from 2020 and 11.9% increase since 2015.



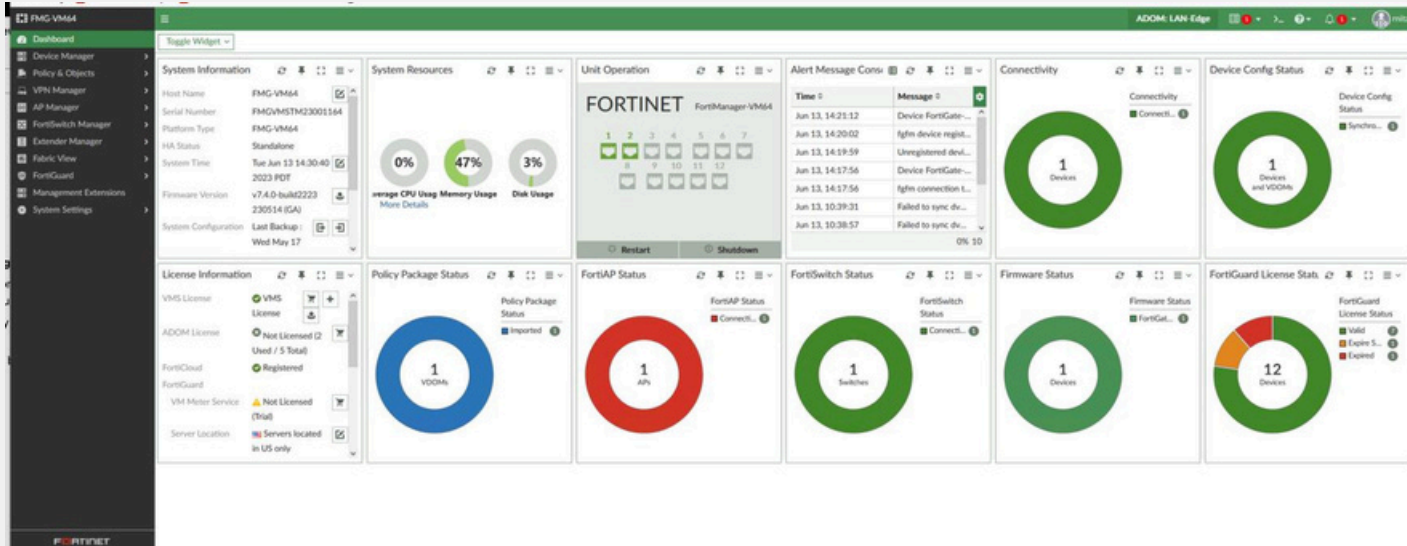


FortiManager in Action

Showcasing FortiManager Key Capabilities



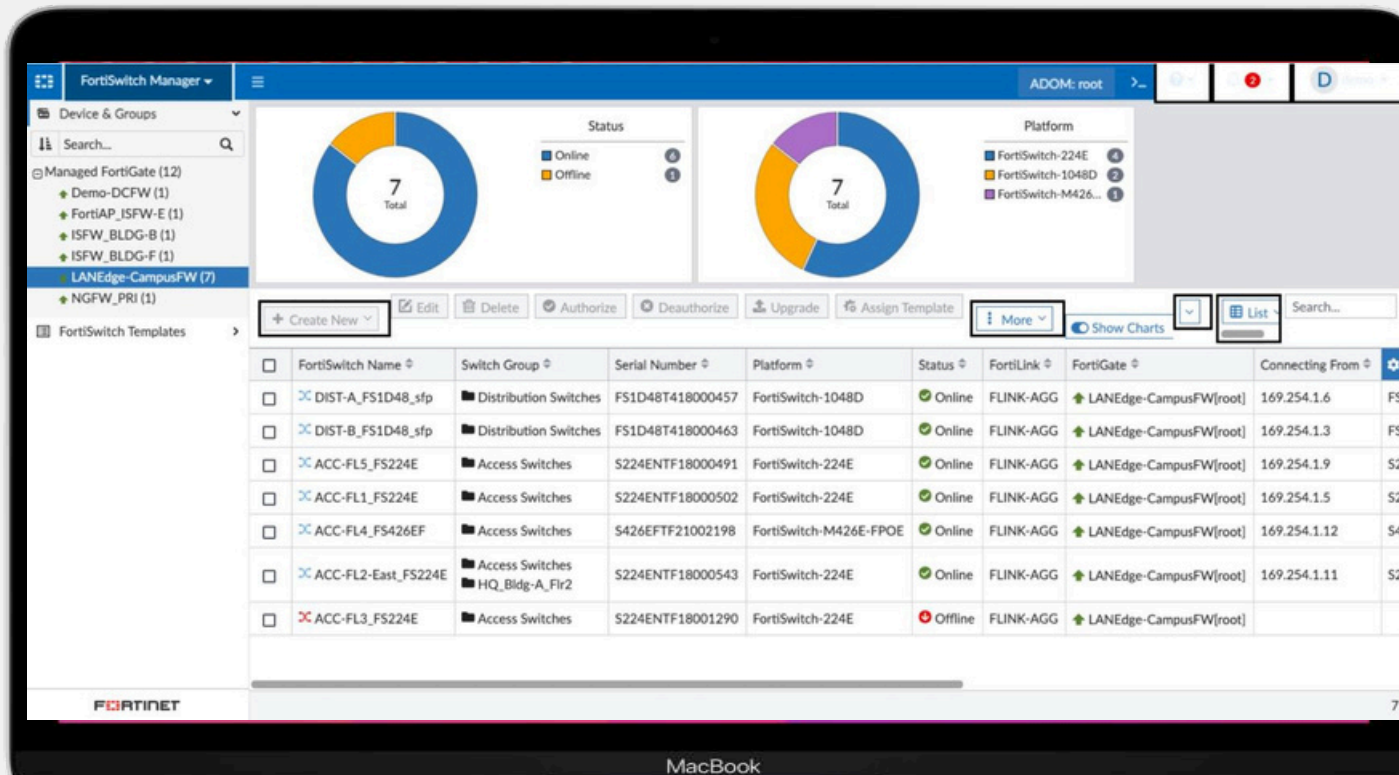
Start from the Dashboard



- Device Discovery and Provisioning
- Network Configuration
- Policy configuration
- Fabric View
- Monitor and report with FAZ
- FortiGuard Services
- Management Extension

LAN Edge

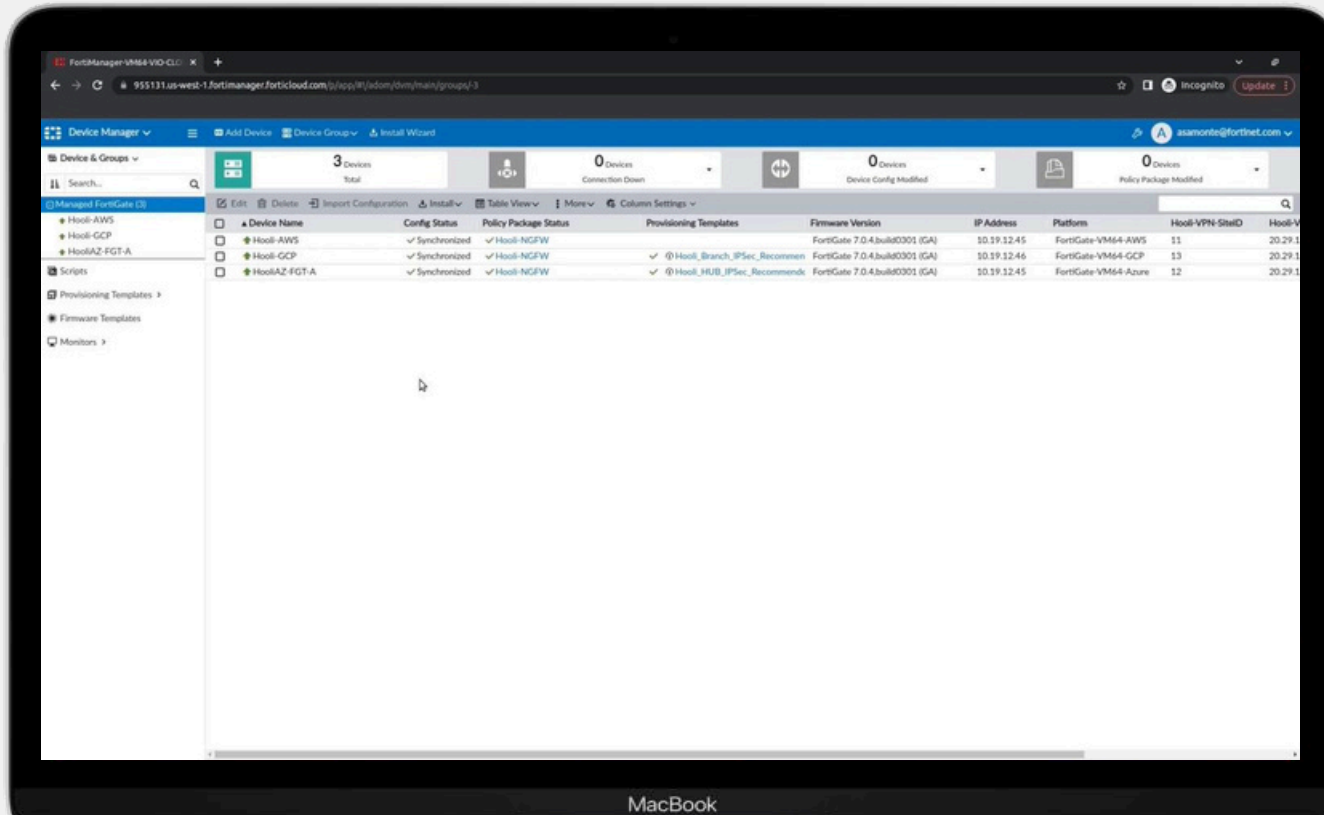
Easy Deployment and management



KEY CAPABILITIES

- FortiSwitch Manager
 - Centralized management with templates
 - FortiSwitch per-device management
- FortiAP Manager
 - Centralized management of FortiAP's
 - Wi-Fi maps
 - Wi-Fi profiles
- Network Topology Map

Create, Deploy and Manage Security Policies



KEY CAPABILITIES

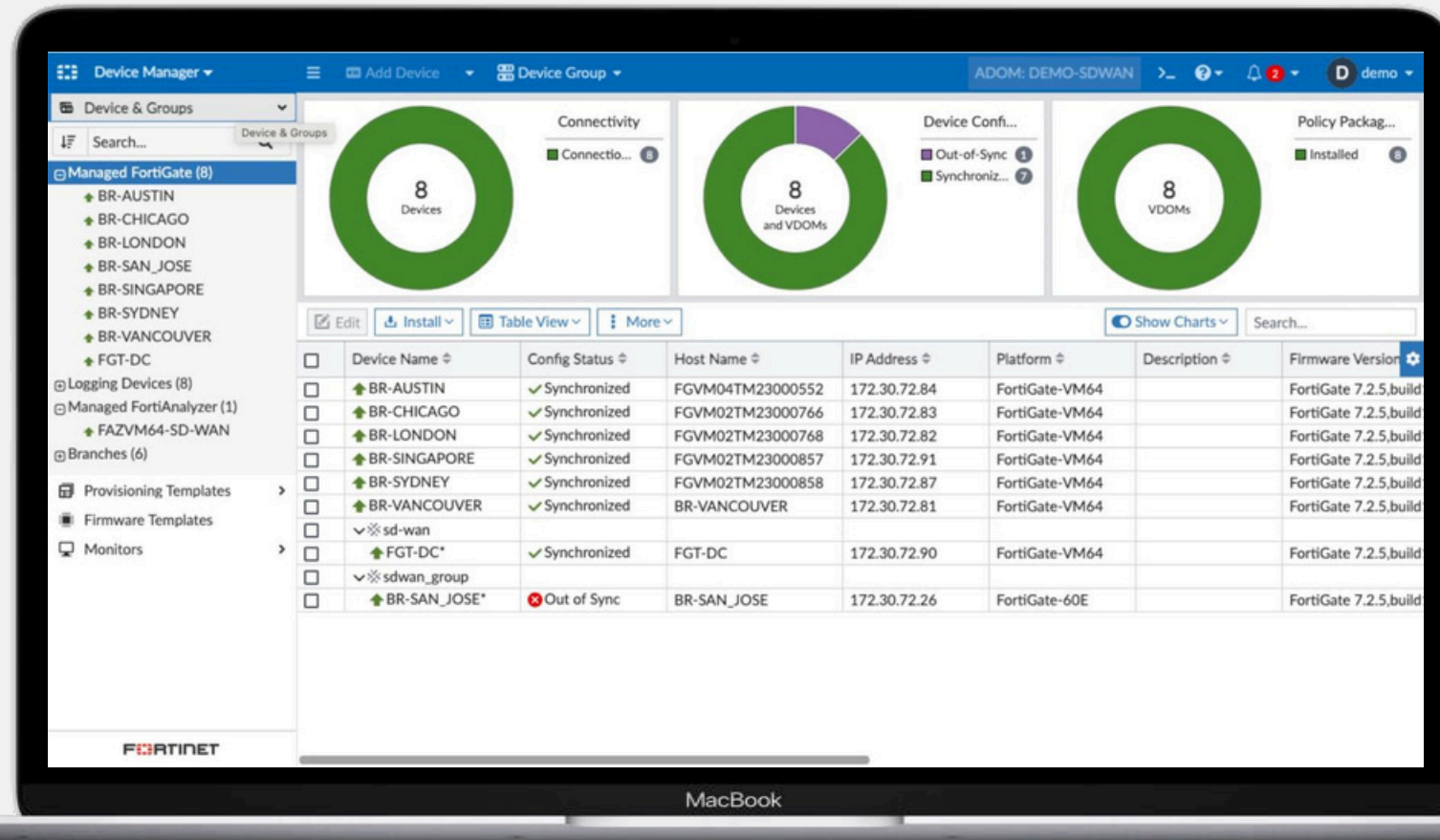
- All Policies with Best Practice
 - ✓ NGFW security polices, SD-WAN application rules, ZTNA proxy policiesand FortiProxy policies
- Policy packages for different devices at different locations
- Mass Deployment

WAN Edge

Easy Deployment

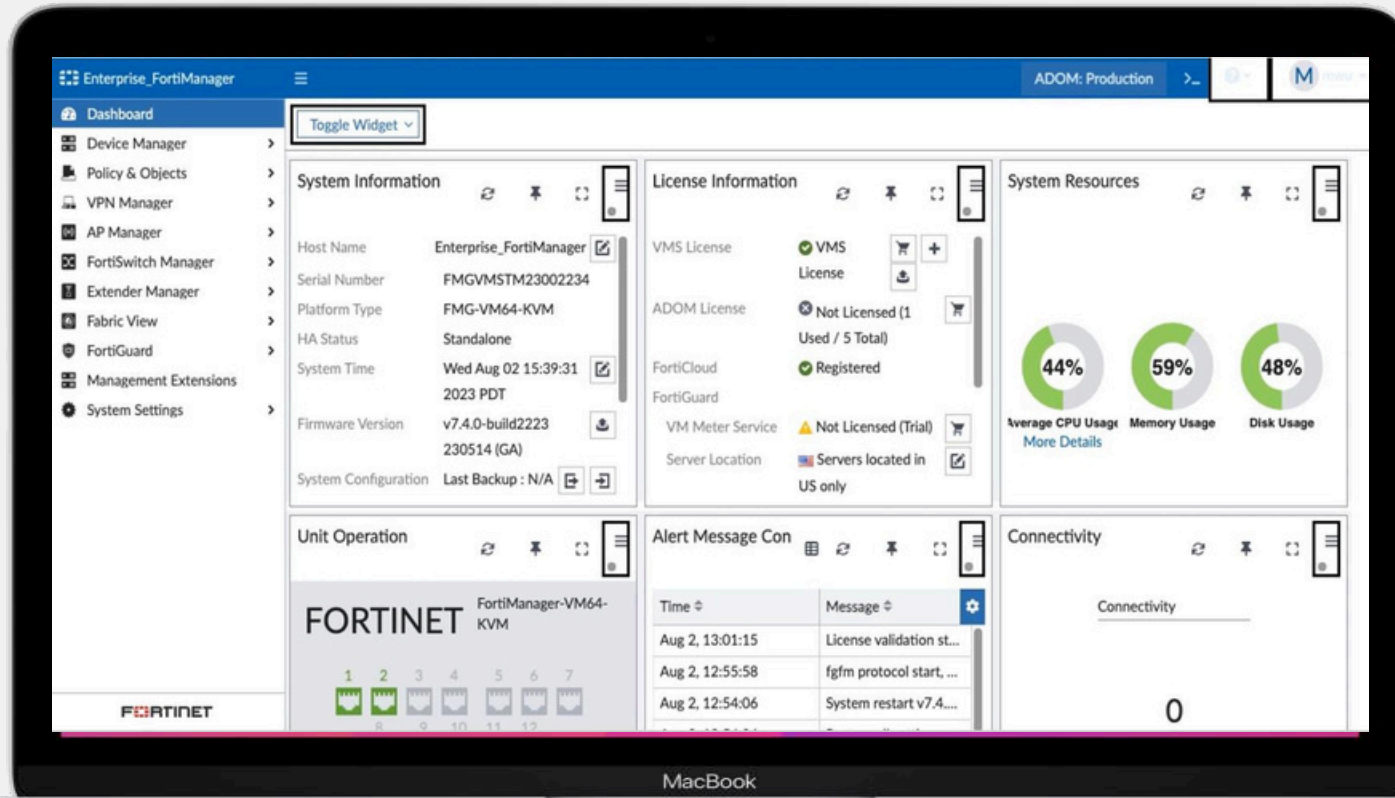
KEY CAPABILITIES

- Dashboard View
- Provisioning templates (SD-WAN, Overlay BGP and IPSec)
- Simple Provisioning in <6 mins
- Real-time Monitoring



Administrative Domain (ADOM)

Managing and/or monitoring groups of devices with specific access rights

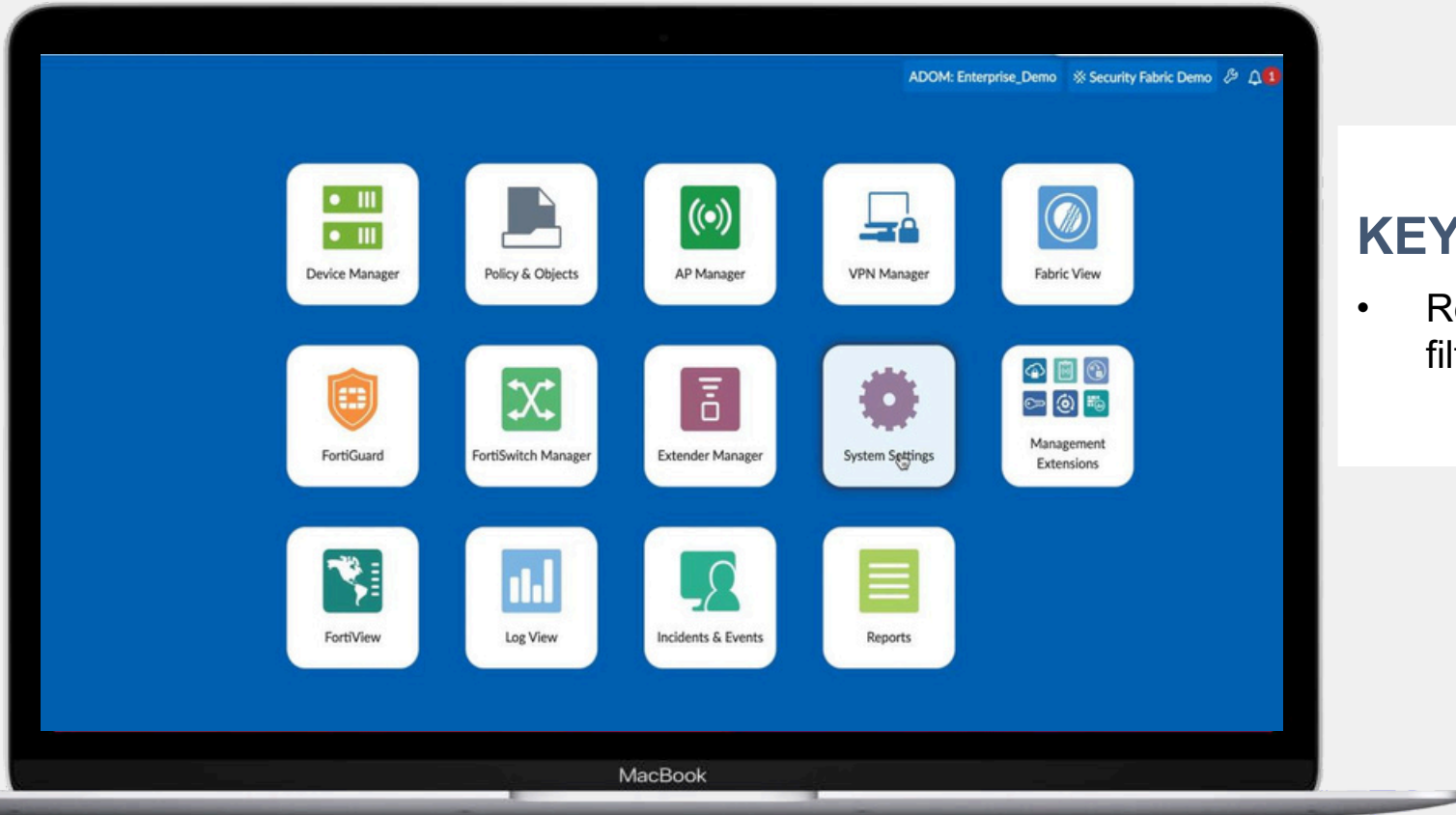


KEY CAPABILITIES

- To divide administration of devices and control (restrict) access
- Assign device to a single ADOM and administrators to one or more ADOMs
- ADOMs group devices for administrators to monitor and manage
- Enable MSSP to service multiple customers

IPS Management

Dedicated admin to manage IPS

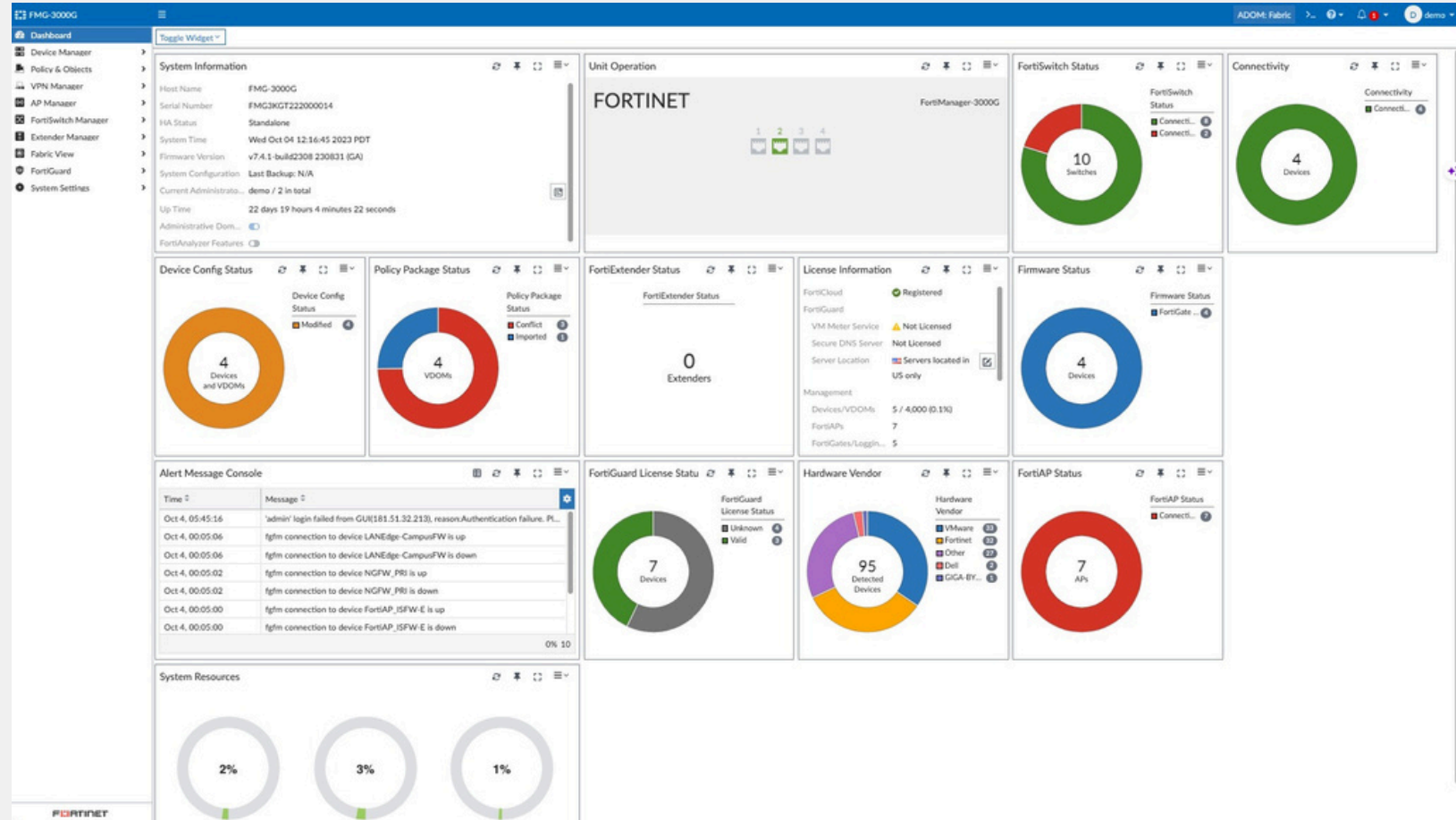


KEY CAPABILITIES

- Restricted admins to delegate management of Web filter, Application control and IPS

Where we Differ

- Centralized management and software upgrade of the **broader network and at scale** (100,000+ devices, FGT, VM, FSW, FAP, FEX)
- Simplified **SD-WAN deployment and orchestration**
- **All-in-One Policy Management** (Firewall and ZTNA)
Local FortiGuard Distribution Center
- for automated and centralized distribution of security content and signatures
- Fabric Connectors allows for easy **integration with Fortinet and 3rd party products** and services



Unified Network and Security Management

Scaled to support businesses of all sizes and needs



FortiManager
FortiAnalyzer

Enable businesses with the **power** to **mass** deploy, configure and set consistent policies, enforce granular control, and automate workflows **at scale**, with complete visibility & actionable insights into attack surface.



FortiGate Cloud

Enable businesses with the **simplicity** they need to deploy, configure, set policies, and manage their entire network with complete visibility into the attack surface.

The Fortinet logo is centered on a light gray background. It features the word "FORTINET" in a bold, black, sans-serif font. The letter "O" is replaced by a red square icon composed of a 3x3 grid of smaller squares, with the center square missing. The background is decorated with several geometric elements: a solid red horizontal bar in the top left; a solid red horizontal bar in the top right; a solid red horizontal bar in the bottom left; a solid red horizontal bar in the middle right; a grid of small gray dots in the bottom right; and a large, light gray rounded rectangle in the bottom right corner.

FORTINET



The Power of Management of the Security Fabric

Customer Success Stories with FortiManager



FORTINET

Education



Case Study – FortiManager & FortiGate



UNIVERSITY OF
SOUTH CAROLINA

“The ability to view the entire infrastructure on a single pane of glass is a huge benefit to security teams,”

Jessie Hawkins

Systems Architect, University of South Carolina

CHALLENGES

The research network at the University of South Carolina was experiencing frequent performance problems due to increased demand. The team ultimately made plans to upgrade its Internet2 network from 10 to 100 gigabits per second, and deploy a new firewall infrastructure to protect it.

BENEFITS

FortiManager allows for better coordination among the architecture, network, and security via centralized management and visibility. FortiGate has also increased internet stability and simplicity of VPN setup.

ROI

Decreased costs and increased internet stability, allowing staff to focus on more strategic projects

Case Study – FortiManager & FortiGate



UNIVERSITY OF
BIRMINGHAM

“Following our migration to the new FortiGate firewalls, we saw rapid improvements. Performance has never been higher, while network security is much easier to manage.”

Renyk de’Vandre

Network Development Manager, University of Birmingham

CHALLENGES

The University of Birmingham needed to improve its network security, performance, and manageability to keep pace with its 35,000 network users and increasingly bandwidth-heavy applications.

BENEFITS

By replacing a hodgepodge of legacy products with FortiGate next-generation firewalls (NGFWs), the University achieved more effective security without hampering performance. Meanwhile, the Fortinet Fabric Management Center made it easier for the IT team to deploy, monitor, and report on security controls across the multi-campus network.

ROI

Improved network connectivity and speed, transformed and simplified security management

The background of the image features a dark gray grid of squares. Some squares are replaced by semi-circles, creating a pattern that resembles a stylized 'F'. There are three solid red horizontal bars: one in the top left, one in the top right, and one in the bottom left. In the bottom right, there is a gray square with a grid of small white dots, and a vertical gray bar to its right.

FORTINET

Case Study – FortiManager & FortiGate



“I can manage everything through a single pane of glass and combine all kinds of intelligence to extend the level of security found in the FortiGate to each individual port or switch. I have never experienced anything like that level of security in the past.”

Matthew Frederickson

Director of IT, Council Rock School District

CHALLENGES

With 15 K-12 schools and one alternative high school, as well as two administrative buildings, Council Rock School District needed to replace an end-of-life firewall with a next-generation firewall that could automate as many processes as possible to ease the burden on its small IT staff.

BENEFITS

FortiGate NGFW met their firewall needs, FortiManager allowed the district to centrally manage and configure its devices, and the consolidation of Fortinet’s Security Fabric led to significant savings.

ROI

Increased visibility, granular control of network access, 2-3 FTEs saved through automation and centralized device management

Case Study – FortiManager & FortiGate



“We did not need a firewall that was overly complex, and we wanted it to be easy to manage and not require a lot of staff time. At the same time, we needed a network that could perform past 100 gigs. The Fortinet solutions match our needs well.”

Andre Bouravnev
Network Supervisor, ICN

CHALLENGES

The Illinois Century Network sought to create a secure wide-area network for schools to communicate with one another, as well as secure gateways to the internet for all K-12 schools.

BENEFITS

Secures broadband connectivity for schools statewide without adding measurable latency to schools' internet traffic

ROI

Significant cost savings, minimizing staff time required for firewall management



FORTINET

Financial Services

Case Study – FortiManager & SD-WAN



“The ability to have a single management console and automated reporting and analysis was a major factor in selecting Fortinet. Compliance reporting is much easier. And beyond compliance, we are able to demonstrate that we meet the even higher standards of our customers.”

Hilton Sturisky
Global CIO, Crawford & Company

CHALLENGES

SONET ring network and the traditional WAN connecting more than 150 locations did not provide the agility and cost efficiency needed in a rapidly changing marketplace.

BENEFITS

Fortinet Secure SD-WAN provided ease of use at scale and robust, integrated security. Additionally, Fortinet management, analytics, and NAC technology streamline reporting and analytics, and reduce costs.

ROI

Seven-figure cost savings by eliminating ring network at headquarters, increased efficiency through automated reporting and analytics

Case Study – FortiManager & Fortinet Security Fabric



“Every element of the Fortinet Security Fabric is fully integrated into the whole, and every part of the security architecture is visible through a single pane of glass. ... These are incredibly powerful and cost-effective benefits for a business like ours.”

Mark Las

CIO, Warrior Invictus Holding Co., Inc.

CHALLENGES

Having experienced significant security incidents, they needed a more formally structured IT program, an updated network infrastructure, and a more intentional focus on security as an integral part of that framework.

BENEFITS

Fortinet Security Fabric components are fully integrated and improved reliability, allowing them to save money on cybersecurity positions while still significantly decreasing network downtime and limiting security problems.

ROI

Improvements in cost, efficiency, and reliability of network and security.





FORTINET

Government



Case Study – FortiManager & FortiGate



“The Fabric Management Center is an easy-to-use platform. The tools provide information about firewall activities, which we can use to streamline management and governance of them.”

Christopher Paidhrin

Senior Information Security Officer, City of Portland

CHALLENGES

Needed to find a new firewall vendor that would effectively protect the city from cyberattacks, such as distributed denial-of-service (DDoS) attacks, as well as provide next-generation firewall capabilities, and to start implementing a zero-trust access architecture.

BENEFITS

The city deployed FortiGate Next-Generation Firewalls (NGFWs) at the network edges protecting more than 2,000 applications, 600 virtual servers, and hundreds of interfaces and demilitarized zones. FortiManager and FortiAnalyzer help the city simplify cyber operations by automating management and governance of the NGFWs

ROI

Improvements in security capabilities and simplified management capabilities.

Case Study – FortiManager & FortiGate



“It definitely is a huge advantage being able to centrally manage the devices—it saves time to where you have redundancies. You only have to manage it once instead of 55 times. If I had to go change a policy stack on ten firewalls, that’s an hour and a half instead of five minutes.”

Salt Lake County Information Security Analyst

CHALLENGES

Needed to maintain security and manage user access for up to 6,500 end users across the county, and a vendor that could deliver on the county’s evolving need for high-throughput inspection and scalability.

BENEFITS

Fortinet Security Fabric enabled cost-effective end-to-end network security management, endpoint protection, and secure network access solutions across the county, and simplified operations by centralizing network management and compliance reporting.

ROI

Centralized management increases visibility and saves on time



FORTINET

Healthcare



Case Study – FortiManager & SD-WAN



“Having that centralized management, rather than logging in and managing dozens of devices individually, is a key reason to go with Fortinet.”

Brian Cole

VP and IT Security Officer, Diversicare

CHALLENGES

Network and security solutions involved too many vendors and was too complex to manage.

BENEFITS

Fortinet SD-WAN solution improved connectivity of Internet of Medical Things (IoMT) devices, staff application use, patient and visitor use, and consolidated security and networking solutions.

ROI

40% reduction each week in staff time spent managing network and security infrastructure

Case Study – FortiManager & SD-WAN



“Fortinet security-driven networking enables us to take a proactive, rather than reactive, approach to managing our network. We can identify an issue quickly and get ahead of it, ensuring a more efficient and effective response to every security threat.”

Adam Reifsnyder
Systems Engineer, Hospital Central Services

CHALLENGES

HCSC was experiencing frequent outages on its managed WAN, and outsourcing network and security management to their MPLS provider was difficult and reduced productivity.

BENEFITS

Fortinet’s Security Fabric improved internet availability, faster response to security threats due to better visibility of all LAN and WAN edges, simplified management operations, consistent application of security policies companywide.

ROI

Increased internet reliability, improved visibility into network security, and simplified management

Case Study – FortiManager & FortiGate



“Real-time network visibility and monitoring are a huge differentiator, allowing us to take proactive action and reduce our team’s time spent managing network security”

Tulio Lener

Coordinator of Security and Infrastructure, CASU

CHALLENGES

With a growing dependency on the cloud and Windows Virtual Desktop users, CASU needed to add more robust security and improve visibility into its networking in the cloud.

BENEFITS

Fortinet solutions helped provide comprehensive security of cloud infrastructure and Windows Virtual Desktop users, while providing visibility and monitoring of the entire Microsoft Azure environment that enabled proactive management both in the cloud and on-premises

ROI

Improved connection availability, better IT staff time management

Case Study – FortiManager & FortiMail



“We have examples where people in the organization received potential malware, and we have been able to immediately block future emails with those same characteristics, whether the issue is with the sender’s country, domain, etc.”

Ed Duryee

Director of Information Systems, Columbus Regional Healthcare System

CHALLENGES

Columbus Regional considered it a top priority to protect the organization against email-based threats such as ransomware.

BENEFITS

FortiMail improved their security posture, and the tight integration of Fortinet’s solutions streamlined management across the platform to allow more efficient security management with faster, more effective responses to security incidents.

ROI

Improved security, reduced rates on cybersecurity insurance coverage, more efficient security management

Case Study – FortiManager & FortiGate



“Fortinet’s technology offers us complete network integration, unified management, and an overall increase in service availability offered by the company.”

Holman Mauricio Cárdenas Varón
Technology Manager, Mutual Ser EPS

CHALLENGES

Mutual Ser EPS underwent a comprehensive digital transformation based on a multi-cloud environment, making its cybersecurity more complex that led to cybersecurity gaps, performance problems, and connectivity issues.

BENEFITS

Fortinet solutions secured Mutual Ser EPS’s cloud traffic and provided robust and stable connectivity, while easing the management of its network security infrastructure.

ROI

Optimized security for a mutli-cloud environment, integrated security and operation platform that enables centralized network management

Case Study – FortiManager & FortiGate



“FortiManager is easy for us to us. It provides single-pane-of-glass management, which helps ensure that our firewalls have the same configuration everywhere around the world. The Fortinet solutions are well-integrated, which means we have more visibility across the network. And we can push out code to our firewalls from a centralized portal, so we can quickly and easily distribute fixes to remediate any issues.”

Jonathan Martin

Director, Global IT Infrastructure, QIAGEN

CHALLENGES

QIAGEN is an international biotech company focusing on testing solutions for diagnostic labs and researchers, as well as genomic services and genome sequencing for academic researchers. Accordingly, its intellectual property is one of its most important assets to secure.

BENEFITS

Fortinet’s NGFWs ensure that users experience minimal latency across the WAN, while FortiManager helps streamline management and standardize edge security throughout the global network from a central location.

ROI

Minimizes latency, minimized impact of COVID-19 work-from-home policies, frees up IT staff by providing easy-to-use single-pane-of-glass management tools

Case Study – FortiManager & SD-WAN



“The tight integration of industry-leading security and advanced SD-WAN technology within a single competitively priced platform made Fortinet a great fit for our requirements.”

Dr. Andrea Ruscitti
CTO and ICT Officer Manager, Servizi Italia

CHALLENGES

When Servizi Italia began a process of digital innovation with new cloud and hybrid services, it was concerned with the potential performance and security implications, and modernization required previous dedicated WAN connections to be replaced.

BENEFITS

FortiGate Secure SD-WAN provided flexibility, performance, cost, and manageability, along with FortiManager automation-driven network management, met the requirements for Servizi Italia’s new infrastructure.

ROI

60% reduction in overall downtime, simplified management

Case Study – FortiManager & FortiGate



“Through FortiManager, access policies can be assigned with more granularity, allowing us to share tasks among the team and resolve issues much more quickly.”

Andreas Bonin

Network Specialist, Region Stockholm

CHALLENGES

As one of Europe’s largest healthcare providers, Region Stockholm must have adequate network security infrastructure to provide high-quality care for the region’s two million citizens via a network of some 1,200 medical centers.

BENEFITS

FortiGate NGFWs consolidated multiple security functions, while the Fortinet Fabric Management Center provided automation-driven centralized management with single-pane visibility.

ROI

Increased visibility and ease of management, lowered total cost of ownership

Case Study – FortiManager & FortiGate



مؤسسة مستشفى سرطان
الأطفال - مصر
Children's Cancer Hospital
Foundation - Egypt

“Following the deployment of the FortiGate next-generation firewalls [NGFWs], performance has never been higher, and our network security is much easier to manage.”

Ahmed Nabil

Security Manager, Children's Cancer Hospital Egypt

CHALLENGES

The Children's Cancer Hospital Egypt (Hospital 57357) had a sluggish legacy network that was difficult to expand, and they wanted to gain HIPAA certification by sufficiently protecting their electronic health records

BENEFITS

The Fortinet Security Fabric protects both the main hospital network and the wide area connections to its other two sites, while the Fabric Management Center solved the hospital's previously fragmented network and security operations, and facilitated HIPAA compliance.

ROI

Improved system efficiency, enabled future expansion, achieved goals of meeting international standards of security and visibility.

Case Study – FortiManager & FortiGate



“We could not have managed different devices in every office for intrusion detection system [IDS], intrusion prevention system [IPS], application control, and load balancing—with everything configured differently. Fortinet provided consistency for our security nationwide and a single pane of glass for management by our central security team.”

Sonu Singh

VP, IT, and National Security Officer, Seasons Healthcare Management

CHALLENGES

Seasons Healthcare Management needed to streamline network and security operations in order to facilitate expanding geographic reach.

BENEFITS

The Fortinet Security Fabric provided tight integration between security components, and FortiManager and FortiSIEM provided efficient network and security operations.

ROI

Streamlined security management throughout IT network, reduced spending on network management resources, facilitated rapid expansion

Case Study – FortiManager & FortiGate



“[Our partners] suggested that we enhance the already considerable security postures that AWS employs with Fortinet FortiGate NGFW, which has been optimized to integrate cleanly with the AWS cloud infrastructure.”

David Johnston
Head of Enterprise Infrastructure, icare

CHALLENGES

icare needed to deliver high levels of protection from cyber threats and a scalable platform for planned growth as they migrated their mission-critical and customer-facing applications into the cloud.

BENEFITS

Partnering with Fortinet and AWS, icare reduced overheads with cloud-based applications, improved security with industry-leading cyber-threat protection, and created a scalable platform for future growth.

ROI

Looking to expand product capabilities while saving on costs



Case Study – FortiManager & FortiGate



“We try to ensure that any solution we implement can be scaled, for the purpose of simplicity and ease of management,” comments Petty.
“However, it’s pretty common for locally supported offices to use a variety of proprietary applications that we don’t support, but the FortiGate’s flexibility makes this really easy to accommodate.”

Ross Petty

Senior Network Security Engineer, Heartland Dental

CHALLENGES

Heartland Dental’s existing firewalls and management could not keep pace with their rapidly evolving requirements, and its continuous expansion exacerbated several limitations in its infrastructure.

BENEFITS

Fortinet solutions enhanced service levels and security while lowering total cost of ownership, streamlined deployment process, and provided centralized management with increased control.

ROI

Reduced total cost, improved network security, centralized and simplified management

Case Study – FortiManager & FortiGate



“The two solutions (FortiManager and FortiAnalyzer) have been great for troubleshooting and maintenance: We can easily drill down into a problem and quickly address anything that needs attention.”

Odoric Wilson

Senior Security Architect, UNITE HERE Health

CHALLENGES

UNITE HERE Health needed to create an infrastructure capable of sustaining their growth, and to redesign their security architecture to enhance protection and enable full compliance with both healthcare and finance-related regulations.

BENEFITS

FortiGates provided enterprise-grade protection across UNITE HERE Health’s entire infrastructure at a lost cost, enhancing security posture and expediting remediation.

ROI

Improved security posture, cost savings, flexibility to efficiently add features as necessary or fulfill new compliance regulations



FORTINET

Hospitality / Entertainment



Case Study – FortiManager & FortiGate



“For us, as the service provider, global management is the number-one benefit of using the Fortinet solutions. Before using the FortiManager solution, we had no way of pushing out global updates. Now we can do it in minutes, across all 486 GPS Hospitality locations.”

Andy Patterson
Senior Technology Consultant, HonorBuilt

CHALLENGES

GPS Hospitality relies on outsourced IT and wants to standardize networking infrastructure and security across all its locations, and to implement simplified and efficient management.

BENEFITS

Leveraging a variety of solutions from the Fortinet Security Fabric, GPS designed and deployed a standardized restaurant network with a single pane of glass to efficiently manage the hundreds of franchise locations.

ROI

Increased global network management efficiency and standardized technology platform for opening new restaurants to facilitate company growth



FORTINET

MSSP / Service Provider



Case Study – FortiManager & SD-WAN



“(As a result of Fortinet’s high level of integration and centralized management) We know that all of Fortinet’s products will do what we need them to and deliver when required. That is important because predictability allows us to keep our headcount low”

Matthew Sutton

Director of Cybersecurity Operations, Avid Communications

CHALLENGES

Avid Communications found that its small business customers needed help managing their firewalls and greater cybersecurity needs, without compromising on the speed and performance of their networks.

BENEFITS

The high levels of security, integration, predictability, and flexibility from the Fortinet Security Fabric offers a high-performance security solution to match customers’ needs.

ROI

Centralized management allows the business to keep headcount and prices low

Case Study – FortiManager & FortiSOAR



“Having such robust automation in our case management system, facilitated by our FortiSOAR playbooks, makes us more comfortable that our analysts are investigating everything that truly needs a human look—our team is not waking up in the middle of the night unless it is absolutely

necessary.”

Shawn Waldman
CEO, Secure Cyber Defense

CHALLENGES

While Secure Cyber Defense had provided FortiGates for years, as the cyber threat landscape evolved, customers required more expert-level security monitoring services.

BENEFITS

Deploying FortiSOAR, FortiSIEM, and FortiEDR allowed Secure Cyber Defense to deliver personalized SOC-as-a-Service dashboards to each customer that helped boost the value of its services and grow their business.

ROI

Accelerated response to perceived threats, improved efficiency by automating low-level alert response



FORTINET

Manufacturing



Case Study – FortiManager & Cloud Security



“Within a dynamic cloud-first architecture such as ours, the key is to have an intelligent, responsive security infrastructure. ... the Fortinet Security Fabric solution, with its integrated event correlation, automation, and centralized management and reporting, was the perfect fit for us.”

Salvatore Lanzilotti

Global Network & TELCO Services Manager, Prysmian Group

CHALLENGES

Support a transition to a cloud-first architecture in AWS, Prysmian sought to consolidate the mix of heterogeneous network security components to gain better visibility and control.

BENEFITS

Improved flexibility, scalability, and management of IT resources

ROI

Greater control and visibility of global applications and data

Case Study – FortiManager & FortiEDR



“Next up, we are looking at how to make better use of the FortiManager and FortiAnalyzer tools to push out policy and configuration changes. We plan to use these tools to derive metrics on our Fortinet investment to demonstrate and prove the value of this system to our leadership.”

Paul Miller
IT Manager, Hydradyne

CHALLENGES

Operating across more than 30 branches in the United States, Hydradyne was struggling with a variety of point products and services for threat prevention

BENEFITS

Hydradyne leverages FortiManager to centrally configure its FortiGate devices and FortiAnalyzer to troubleshoot system issues. Central to the overall solution is FortiEDR and FortiMDR to help it analyze data from its systems to identify and shut down threats before they become a problem.

ROI

Granular insight into endpoint devices, reduction of 15 hours per week managing endpoint security

Case Study – FortiManager & Fortinet Secure SD-Branch



“The simplicity of Fortinet’s products was one of the main reasons we initially decided to go with the company. ... When a construction site needs to be set up or requires more connectivity as it grows, we ship devices to the team on site—they plug them in, then we manage the configuration centrally. This approach saves a huge amount of time and cost for our IT team as we are not constantly crisscrossing the country setting up networks.”

Chris Martin

Vice President of Technology Services, MYCON

CHALLENGES

MYCON’s everyday operations depend on having connectivity and security among its offices and disparate job sites. They needed a simpler and more secure approach to replace their existing system utilizing point solutions from multiple vendors.

BENEFITS

Fortinet Secure SD-Branch consolidates and secures branch networks with a single platform, with a simple setup and centralized management allowing the solution to be deployed without needing technical employees on-site.

ROI

Improved performance-to-cost ratio, saved resources through simple setup and centralized management capability





FORTINET

Power and Utilities

Case Study – FortiManager & SD-WAN



“Fortinet enables us to differentiate between all the different types of traffic crossing our WAN,” explains Karakuş, “so we can now confidently manage latency and prioritize business-critical applications to deliver the experience our users expect.”

Handan Karakuş
Petrol Ofisi CIO

CHALLENGES

To support digital innovations such as Wi-Fi access and loyalty programs at 18,000 filling stations, Petrol Ofisi needed to ensure network availability at all the stations without significantly increasing its operational burdens.

BENEFITS

Fortinet Secure SD-WAN has allowed the company to forgo its expensive MPLS links without compromising security or performance. Centralized management ensures that evolving security policies will be applied consistently and efficiently across the network.

ROI

Increased continuity and reliability of business services across the entire infrastructure.

Case Study – FortiManager & FortiGate



A Touchstone Energy® Cooperative 

“It takes less time to manage the security hardware for all of our clients, and it is easier to get a big picture view of what is going on, to see and respond to threats more easily.”

Casey Davis
Senior Software Developer, SkyHelm

CHALLENGES

As a regional electric distribution cooperative, HCEC must secure its member data and OT network. Recognizing the risk of large-scale attacks against bulk electric systems, HCEC wanted to shore up protection for its substation equipment and other critical assets.

BENEFITS

Working with its managed service provider, SkyHelm, HCEC deployed Fortinet’s NGFWs and secure access switches to segment its network and provide more robust protection from the expanding threat landscape. For SkyHelm, the integrated nature of the Fortinet Security Fabric and its centralized network and security management tools made it easy to meet HCEC’s needs.

ROI

Improved security posturing and simplified management of integrated solutions



FORTINET

Retail



Case Study – FortiManager & SD-WAN



“With Fortinet, I was able to go from a team of five people just managing all this different infrastructure, to one person and a help desk. The resulting cost savings could easily be in the hundreds of thousands to millions of dollars over the two-or-three-year period that we are currently engaged in. And we are expanding, so those savings will continue to grow.”

Minh Le

CIO, Checkers Drive-In Restaurants

CHALLENGES

Checkers needed to meet a goal of opening 100 restaurants per year. “We need to manage a large number of locations at scale, and the only way to do it successfully is to have a product like what Fortinet offers us (in FortiManager).”

BENEFITS

“Fortinet has been a lifesaver. We open 55 locations per year and need to roll everything out quickly and easily, and the FortiGate Secure SD-WAN solution allows us to do that.

Management and administration used to be like a 500-pound gorilla; now, it is like a little chipmunk.”

ROI

Checkers saved millions of dollars in personnel costs over a two-to-three-year period



Case Study – FortiManager & Fortinet Secure SD-Branch



“With Fortinet, I can access everything over the FortiGates and make changes to all devices from a single interface. That level of integration makes network management much easier; I need to only write a script once to immediately update all our firewalls, switches, and access points right across our locations.”

Chris Dennick
IT Manager, Goodwill Central Texas

CHALLENGES

Goodwill Central Texas’ 37-branch retail network and ecommerce operation depends on a highly resilient network among its retail branches, headquarters, warehouses, and a co-located data center. With its legacy environment channeling all network traffic through headquarters, there was too much risk when a single point of failure occurred.

BENEFITS

The Fortinet Secure SD-Branch consolidated branch services for its local-area network (LAN) edge, bringing together multiple other Fortinet capabilities—all of which are easily managed through one operating system—to provide connectivity resilience and increased broadband capacity at a lower cost.

ROI

Increased internet capacity, increased visibility of threats, centralized network management reduces cost and complexity

Case Study – FortiManager & SD-WAN



“Now, we can better size the IoT devices connected to the network and monitor equipment with statistical data from all branches. ... Having clear, transparent, and easily accessible information allows us to take better advantage of our business.”

Valter Sobral
Infrastructure Manager, Smart Fit

CHALLENGES

With over 1,000 branches and 3 million customers in 13 countries, Smart Fit must guarantee the stability of its connectivity at its fitness centers. It requires standardization, automation, and visibility of its network.

BENEFITS

Fortinet Secure SD-WAN delivered fast connectivity and a quality customer experience with segmentation and visibility, while FortiManager helps standardize and deliver business-critical company policies, rules, and firmware.

ROI

Streamlined implementation of security policies, centralized administration and compliance control, 90% reduction in time spent by IT staff on operational tasks

Case Study – FortiManager & SD-WAN



“The increased visibility and control over our network and its traffic has proven invaluable. It has also exposed some rather unusual and suspect behavior on our guest Wi-Fi networks that we were previously unaware of, and which we can now take steps to block.”

Lauri Paatelainen
Technology Manager, R-Kioski

CHALLENGES

R-Kioski was suffering frequent network outages with MPLS linking their remote stores to the 100+ servers at the central data center and headquarters, and wanted to find a more secure and reliable alternative.

BENEFITS

Fortinet Secure SD-WAN gave R-Kioski a secure, manageable, and highly cost-effective solution such that even in the event of a complete mobile outage from one service provider, connectivity is preserved, leading to enhanced service levels and a reduced support burden.

ROI

Improved resilience to network failure and attack, increased visibility and control, consolidated management

Case Study – FortiManager & SD-WAN



“Now we have security information by glancing at a screen, and we can drill down to any level of detail we need. We can take a more proactive stance to managing security. This gives us confidence that we are equipped to manage security threats for the next 5 to 7 years.”

Dan Dugan
Vice President of IT, Batteries Plus

CHALLENGES

Batteries Plus had a cybersecurity infrastructure that featured a legacy firewall managed by an MSSP and other, non-integrated tools managed in-house, resulting in limited visibility.

BENEFITS

With Fortinet SD-WAN and security management and analysis solutions, Batteries Plus now has an efficient, scalable security architecture with single-pane-of-glass visibility and enhanced protection against cybersecurity risks.

ROI

Full visibility from single pane of glass, flexibility with integrated solutions, scalability

Case Study – FortiManager & FortiGate

Axfood

“We know that further down the line, when we enable more functions, such as SD-WAN [software-defined wide-area networking] and extend protection into the cloud through endpoint protection, etc., it’ll just require some simple configuration changes thanks to the breadth, depth, and simplicity of the Fortinet Security Fabric.”

Mats Serneholt
Technical Area Manager, Axfood

CHALLENGES

In order to protect its multi-cloud environment and embrace digital shopping to make life easier for customers, Axfood needed to boost their existing protection, especially at the data center.

BENEFITS

FortiGates provided strong and evolving protection from most advanced threats, improved data throughput and application response times, while FortiManager and FortiAnalyzer allowed for greater control and visibility across all network traffic and threats.

ROI

Increased security, centralized management, flexibility for future growth

Case Study – FortiManager & SD-WAN



النساجون الشرقيون
OrientalWeavers

“The most important attributes for us were centralized control and connection reliability. To deliver the customer experience we required while complying with the ETA invoicing mandate, we needed fast, secure, reliable, 24/7 connectivity and an ability to monitor and control everything from a central location.”

Ahmed Dawood

IT Director, Oriental Weavers Group

CHALLENGES

Oriental Weavers needed to find a way to enhance their usage of SAP applications and services across their national showrooms, and to comply with a decree from the Egyptian Tax Authority mandating all issued invoices to be digitally transmitted to the ETA in real time before being sent to the customer.

BENEFITS

Fortinet products helped Oriental Weavers to enhance the security, performance, and reliability of their SAP applications and services, while reducing operating costs and remaining compliant to the Egyptian Tax Authority invoicing mandate.

ROI

Reduced operations costs by 80%, increased security and data privacy, attained centralized management control

Case Study – FortiManager & SD-WAN



“FortiManager allowed us to streamline the deployment process, from a few days to around 20 minutes. We could have a fresh vanilla device out to a site, and within 20 minutes, we could have a fully operational branch.”

Nicolas Aragnou
IT Infrastructure Lead, Kennards Hire

CHALLENGES

In order to stay ahead of the curve regarding technology and security, Kennards Hire has been moving key workloads to the cloud, and with employees spread across 180 branches needing to access key software solutions in multiple public clouds, they found it necessary to shift from expensive MPLS connections to an SD-WAN solution.

BENEFITS

Fortinet SD-Branch has improved efficiency and reduced costs of internet connectivity for Kennards Hire. Now, network performance and reliability are significantly higher, while costs and required staff resources are reduced.

ROI

Improved network performance and reliability, rapid rollout, reduced staff resources required to manage security and networking, reduced costs by hundreds of thousands of dollars per year

Case Study – FortiManager & SD-WAN



“Not only did the level of integration across Fortinet’s SD-Branch solution reduce the total number of devices we needed, but it also cut the amount of time we had to spend managing it all. The net result was a reduction in TCO of around 30% and at least a 50% decrease of the time we had to allocate to administrative tasks.”

Ahmed Taher
IT Manager, Al Hatab Bakery

CHALLENGES

Al Hatab Bakery was looking to improve the performance and resilience of their IT and security infrastructure to enhance customer experience while reducing cost.

BENEFITS

Fortinet Secure SD-WAN supports Al Hatab Bakery’s networking and security needs through one integrated solution, with a consolidated management console that simplifies and reduces administrative tasks.

ROI

Reduced TCO by 30%, saved 50% on administrative time and resources

Case Study – FortiManager & SD-WAN

White Family Dealerships

“FortiManager is a powerful part of the Fortinet Security Fabric and one of my favorite tools for managing our network infrastructure. When we make configuration changes on the firewalls, FortiManager checks for potential errors, eliminating the possibility that changes might break connectivity and require us to travel to the dealership to fix the problem. FortiManager also enables us to deploy a large number of setting changes all at once and without rebooting the firewall, so they are transparent to end-users. And FortiManager enables us to batch updates for groups of devices, rather than updating each device one at a time. That can save us an entire day anytime we have a firmware update across 100-plus switches and 100-plus access points.”

Shane Williams

Director of IT, White Family Dealerships

CHALLENGES

White Family Dealerships must take all reasonable measures to prevent data breaches in order to comply with the Federal Communications Commission.

BENEFITS

Using Fortinet Secure SD-WAN, White Family Dealerships consolidated its networking and security functions to effectively and cost-efficiently protect its retail network across multiple states, while monitoring and managing them all from a single location.

ROI

\$120,000 annual cost savings, streamlined growth, improved staff efficiency through centralized security management



Case Study – FortiManager & FortiGate



“FortiManager has made it easier for us to manage so many network points in a more efficient and practical way. Via Varejo’s IT teams now have the ability to serve a variety of user needs, including virtual private network (VPN) management and using FortiGate firewalls to segment front-end and back-end workloads in the cloud, both of which deliver cost benefits and improve productivity.”

Marcio Borges
Infrastructure Manager, Via Varejo

CHALLENGES

With an increasingly complex supply chain, Via Varejo needed to improve how it protects its digital assets for its 47,000 employees, 1,000 physical stores, and 25 distribution centers and warehouses.

BENEFITS

With the help of Secureway, a local Fortinet partner, Via Varejo implemented a security-driven networking solution with FortiGates and FortiManager that has maintained high performance and security for the entire network even during a Black Friday rush, as well as in during a separate internal threat incident.

ROI

Increased speed of connectivity, improved security of customer data, easier security platform control and management

Case Study – FortiManager & SD-WAN



“We have significantly more visibility, so that when we have an issue with a device that might be connected to a FortiSwitch, our ability to troubleshoot that device is greatly enhanced.”

Alex Fuchs

Director of IT, The paper Store

CHALLENGES

The Paper Store sought to consolidate security and networking functions into fewer appliances in order to save on wide area networking costs and simplify technology management for their growing business of nearly 90 stores across six states.

BENEFITS

Using Fortinet SD-WAN, The Paper Store reduced complexity and rationalized costs, ensured that network outages do not affect in-store transaction processing, and enabled faster deployment of new stores

ROI

Saved 20% on network management costs, greater visibility and control of security infrastructure, streamlined management of outages



FORTINET

Technology



Case Study – FortiManager & SD-WAN



“We have approximately 70 firewalls around the world so one of the key capabilities that we need is single-pane-of-glass management providing ease of use for such a large-scale deployment. To scale security, we use the Fabric Management Center to manage all our FortiGates from a central location.”

Mike Clark
Director of Security, PTC

CHALLENGES

PTC was struggling with a network that lacked performance and could not support business growth as more and more workloads were moving to the cloud, and they needed a network that met both security and performance requirements.

BENEFITS

FortiGate Secure SD-WAN helped minimize latency throughout the security infrastructure, and Fortinet’s NGFWs offered better security protection. With the integrated solutions in place, PTC benefits from increased security confidence and a smooth user experience. To scale security, the company benefits from the centralized, single-pane-of-glass management afforded by the Fabric Management Center. This all leads to better productivity for the company.

ROI

Improvements in network performance, simplified management facilitating business growth

Case Study – FortiManager & Fortinet Security Fabric



“The unified management console gives us visibility that goes beyond the boundaries of an individual office and offers a complete view of the resources in use beyond one location. This is certainly a great achievement for us.”

Walter Ferrara

Senior Vice President of Engineering and Security, Cuebiq

CHALLENGES

Cuebiq wanted to focus on cloud security for its services, while also protecting its corporate networks at various global locations. It specifically wanted to provide security for data traffic and endpoints used by company employees.

BENEFITS

Fortinet’s Security Fabric gave them high-end, full-coverage visibility and control over their networks worldwide to increase security for both customers and employees.

ROI

Scalable technology, established and reliable security, centralized management with comprehensive visibility across global offices

The background features a grid of light gray squares. Some squares are partially cut off by the edges of the frame. Three solid red horizontal bars are positioned at the top left, top right, and bottom left. A grid of small gray dots is located in the bottom right area.

FORTINET

Telecommunications

Case Study – FortiManager & FortiGate



“We were impressed by [FortiManager and FortiAnalyzer]. We have tens of thousands of devices online at any given point in time and I appreciate the control and visibility we get.”

Aaron Reason

Director of Network Security, Consolidated Communications

CHALLENGES

Following an analysis of escalating cyber threat activities, CCI decided to further enhance protection of extensive ISP infrastructure, including safeguarding the company’s branded email accounts.

BENEFITS

Through rigorous POC tests, Fortinet’s solutions were shown to have the best performance, functionality, price, and support.

ROI

Enhanced protection for ISP subscribers, seamless integration of solutions, simplified management

Case Study – FortiManager & FortiGate



“Through the Fortinet Security Fabric, we’ve built a solution that not only meets our throughput and security requirements for the foreseeable future, but which is also far easier to manage and maintain, allowing us to achieve more with the same resources as before.”

Morten Juliussen
Head of IT, TV2 ØST

CHALLENGES

TV2 wanted to upgrade their security technology to protect their complex broadcasting environment while maintaining simple management that their small team could use to monitor

and control the network with confidence.

BENEFITS

FortiGate NGFWs can differentiate between thousands of different traffic types and enhance security operations without compromising throughput or latency. TV2 also upgraded their Ethernet switches and wireless access points with FortiSwitch and FortiAP, bringing both wired and wireless network access under the same centralized management umbrella provided by FortiManager.

ROI

Increased resilience to advanced cyber threats through enhanced security processing and traffic segmentation, simplified management and automated response



FORTINET

Transportation



Case Study – FortiManager & FortiGate



“From the management point of view, I think the most important thing about Fortinet is how intuitive the software is. ... The Fabric Management Center is also quite remarkable in that it allows us to manage everything from one centralized place.”

Pablo Gómez
Head of IT Department, Coniferal

CHALLENGES

Coniferal needed comprehensive security visibility across the entire operation, and to easily manage security and network operations from a central location.

BENEFITS

Fortinet’s solutions improved device-level security, enabled centralized network and security management, and provided deeper insight into all aspects of web traffic.

ROI

Achieved scalable connectivity and security that grows with business needs, freed IT staff to focus on more strategic tasks

Case Study – FortiManager & SD-WAN



“The FortiGate equipment enabled us to develop a secure SD-WAN model with a 50% cost savings in national and metropolitan connectivity. The Fortinet Secure SD-WAN solution brought us reliable, redundant, and seamless connectivity, as well as centralized management and secure network traffic.”

Hugo Aquino

Director of Infrastructure Services and Technology Operations,
Copa Airlines

CHALLENGES

Copa Airlines wanted to update its network platform to develop a secure network and offer dedicated connectivity to critical business functions.

BENEFITS

Fortinet’s Secure SD-WAN solution allowed Copa Airlines to save money on communications costs while also providing a scalable solution that allows the company to not depend on a single Internet provider.

ROI

50% savings in networking costs, greater control and broader visibility over network security with simplified management through a single console

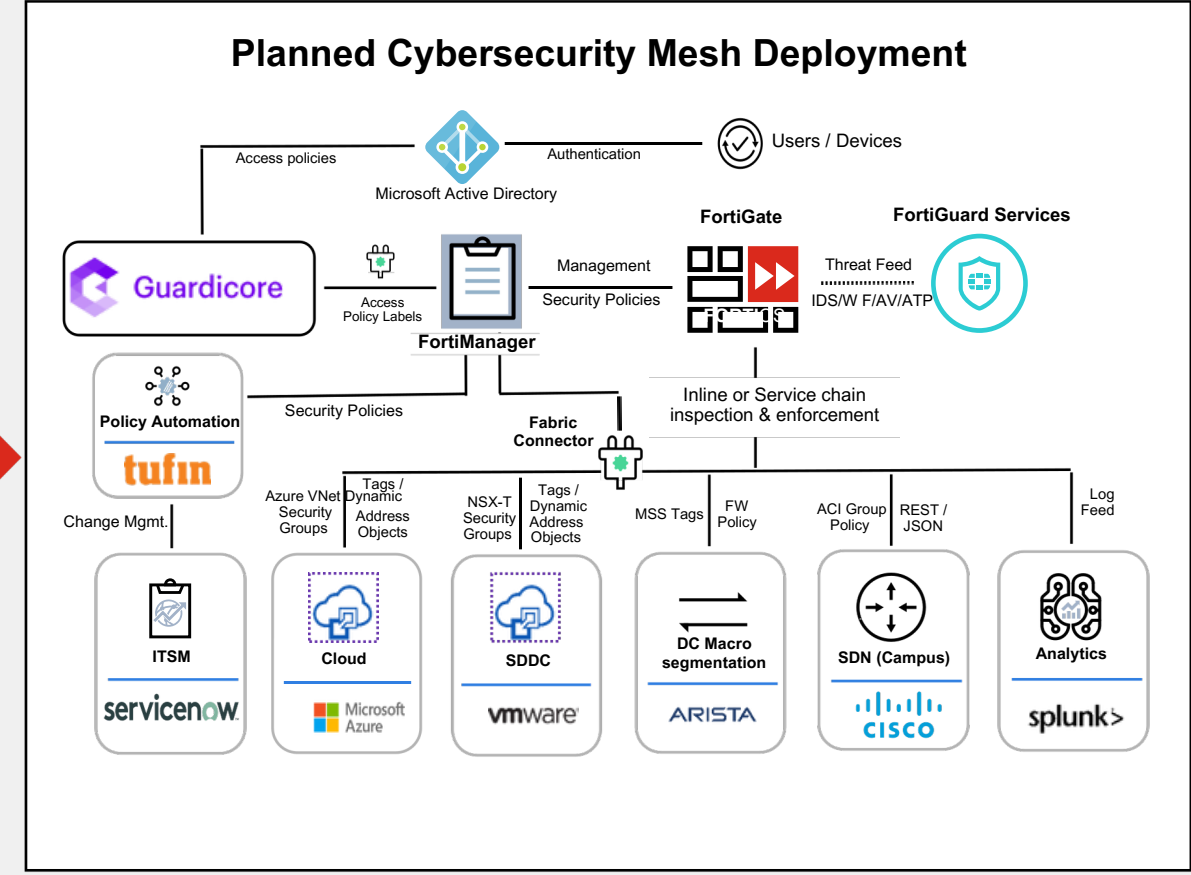
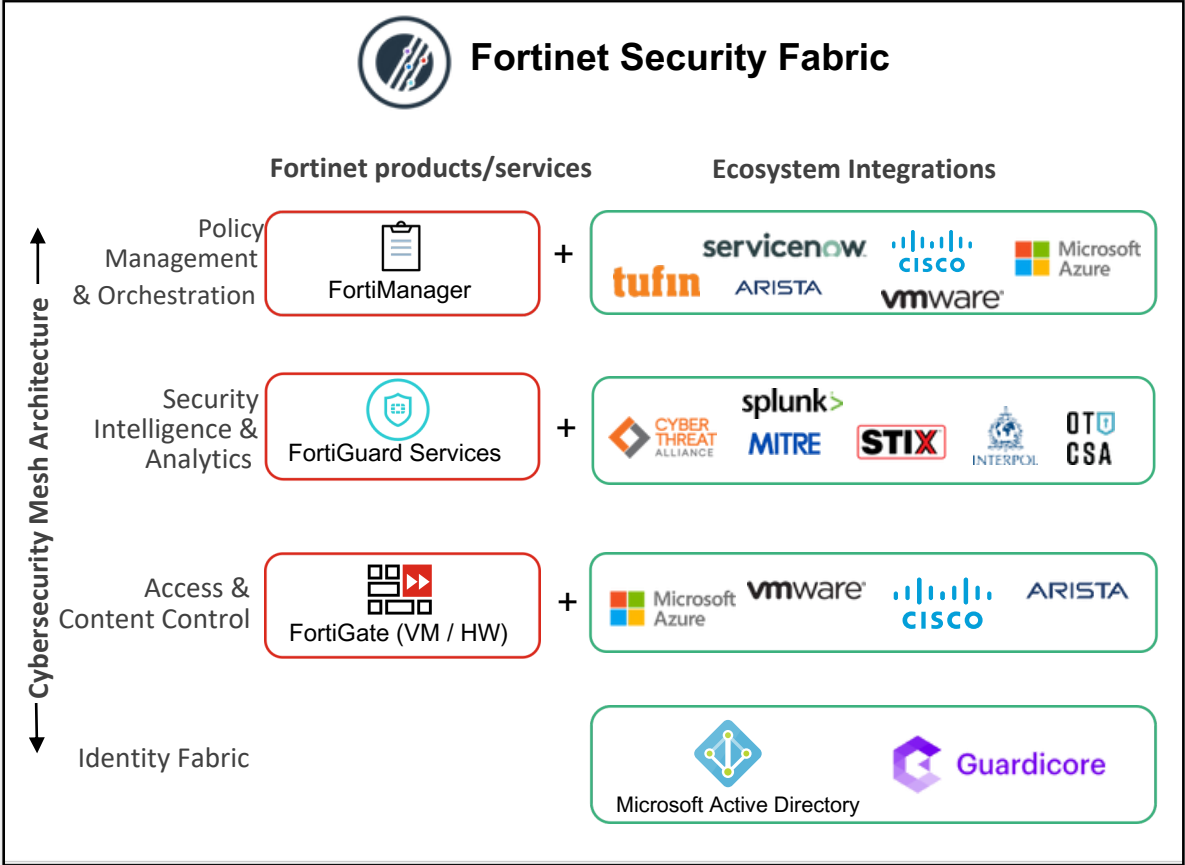
Fortinet Customer Case Study

Challenge

Large European Bank was having difficulty coping with:
Expanding attack surface: cloud, campus, branch
Partial visibility across the attack surface
Inefficient security infrastructure contributing to high OPEX and capital expenses

Solution Benefits

- Unified policy management and orchestration
- Coordinated security across all enforcement points
- Integrated visibility, fast detection and automated response
- Reduced complexity and increased Operational efficiency
- Readily benefit from FortiGuard Labs real-time intelligence and protection across all Fortinet Security Fabric deployments



Multinational Customers Prefer Fortinet Enterprise Security



Fortune 500 Global Financial

- **Consolidation** – 24 DCs to 6 to host critical business apps locally
- **Protect** – Tiered segmentation and IPS to prevent ransomware
- **Simplify operations** – single pane, upgrades from **days to minutes**



Largest Italian Bank

- **Scale** – Required reliable SD-WAN fabric to quickly scale to 3K+ locations
- **Visibility** – Proactive network performance and SLA monitoring
- **WAN optimization** – Eliminate costly downtime and security breaches



World's Largest Multinational Bakery

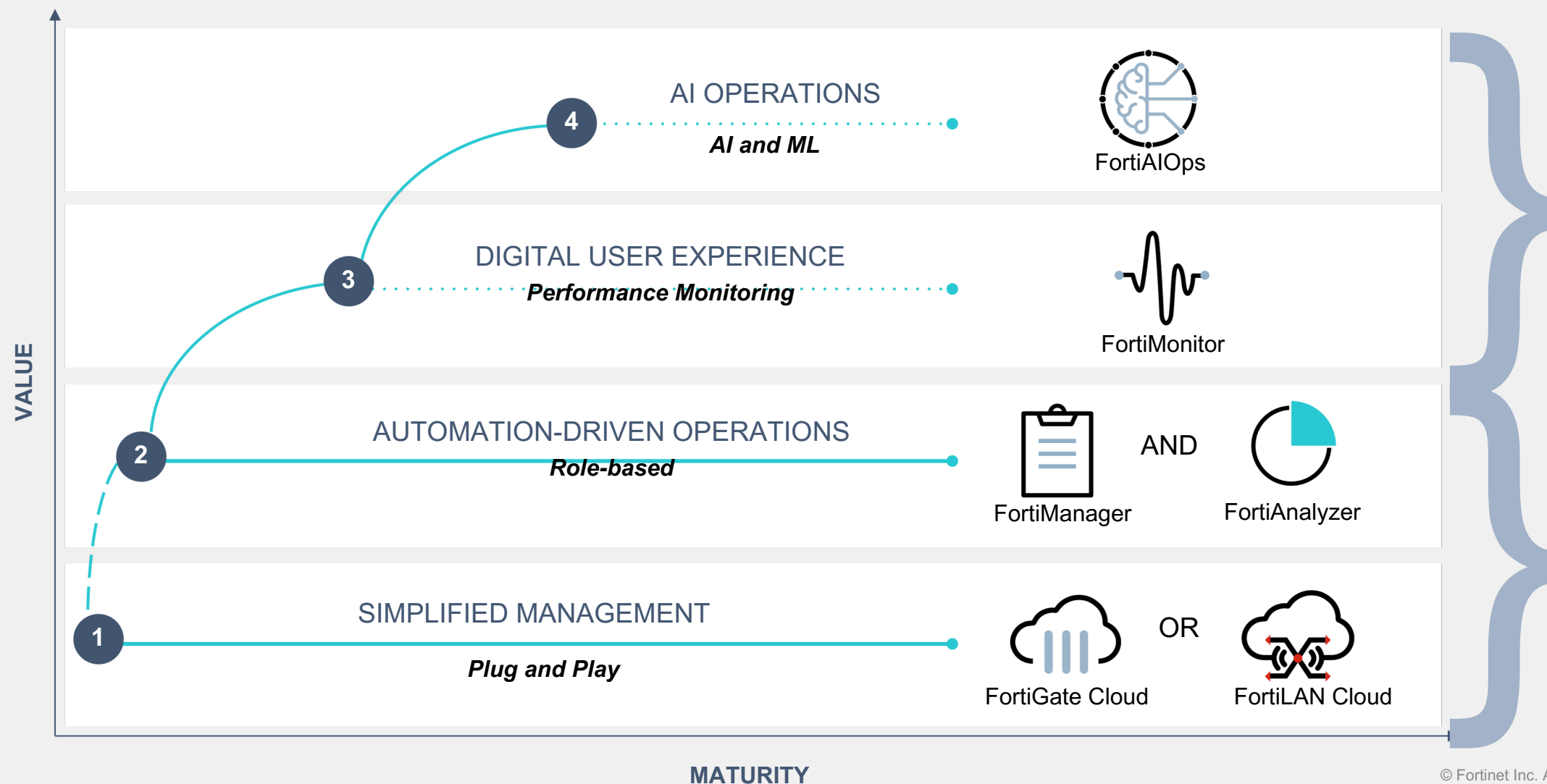
- **Consolidation** - Single pane management across SD-WAN, NGFW, and routing for 800+ locations across 32 countries in Americas, APAC and EMEA.
- **Agility** – Adapt to business needs with AD integration and Service Now connectors for enhances customer experience.



Network Operations Maturity

Fortinet Network Operations Maturity Model

Achieving Operational Efficiency to Support the Business



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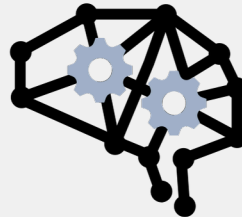
Key Differentiators Fortinet Fabric Network Operations

Simplified Network Management for Every Business



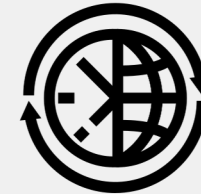
Centrally manage your Fortinet network infrastructure and security policies with management console options that support your business needs from SMB, MSSPs and Enterprise.

Enhance Network Operations with AI/ML



Prevent network disruptions before they happen with AI/ML to detect trends, patterns, and anomalies predicting potential issues and automating remediation.

Deliver Exceptional User Experiences



Ensure customers and employees experience fast and seamless access to all critical applications that run the business no matter where they connect from.