



# S námi budete o krok napřed

Viktor Pleštil



# Who is Fortinet?

For over 20 years, Fortinet's mission has been to secure people, devices, and data everywhere.

We have been a driving force in the evolution of cybersecurity and the convergence of networking and security. Our network security solutions are the most deployed, most patented, and among the most validated in the industry.

## Nasdaq 100

Nasdaq: FTNT

Publicly Traded

## S&P 500

Nasdaq: FTNT

GAAP Profitable

## BBB+ Baa1

Security Investment Grade Rating

Financially Stable

## \$4.18B

FY2021 Billing

Top 3

## 50+

Integrated Fabric Products

Broadest Attack Surface Coverage

## ASIC

Security Processing Unit (SPU)

High Performance

# Broad Global Footprint

Majority of our R&D is in North America

**1,255**

Patents Globally

Top Innovator

**10,000+**

Employees

Global Leader

**565,000+**

Customers Worldwide

Massive Customer Input

**8M+**

Global Firewall Shipments

Huge Scale

AsiaPac + Japan

**21%**

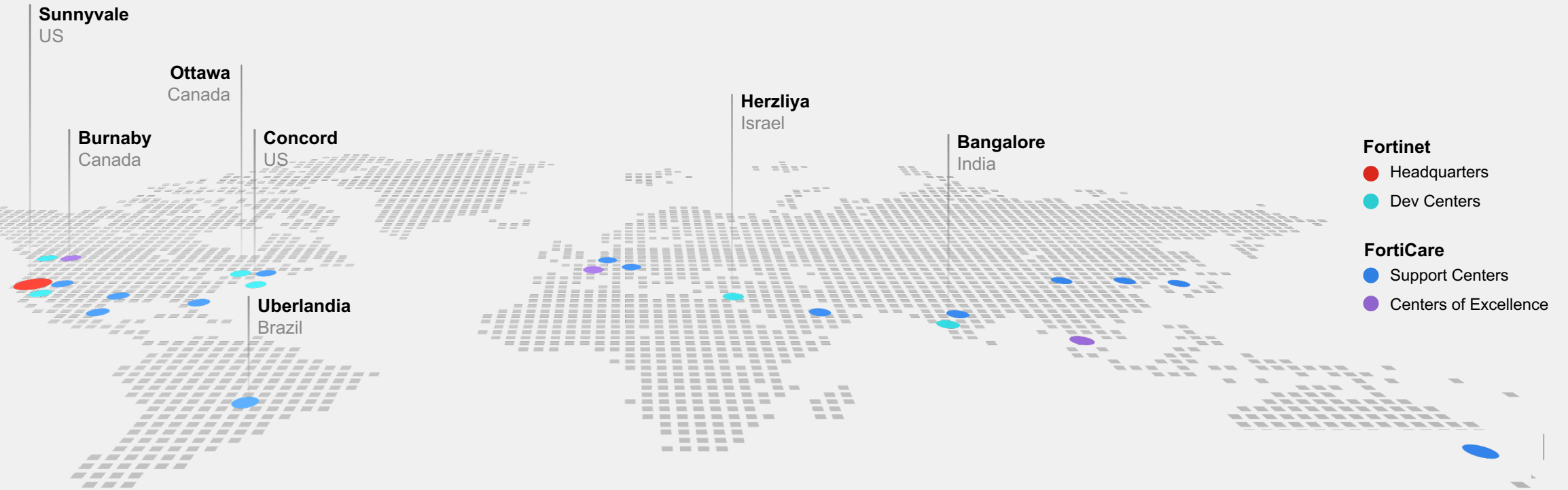
Americas

**41%**

2021  
Revenue

EMEA

**38%**



# NSE Training Institute

Mission: Committed to training 1 million people by 2026

## Certification Program

600,000+ Certifications



## Authorized Training Centers

Supporting language and culture in training in 83 countries and territories

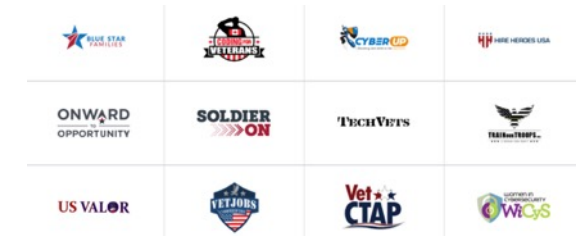
## Education Outreach Program

- Work with global leaders to drive change
- Focused on veterans, women and other underrepresented populations
- Partnerships extend to industry, academia, government and non-profits
- Removes barriers to training and education with > \$40M in free training



## Veterans Program

- Partner with military focused non-profits to help over 2000 veterans and military family members
- Connect graduates with Fortinet employer ecosystem
- Brings untapped candidates into the cyber-workforce



## Security Academy Program

- Range from K-12 to higher education and research institutions
- Institutions integrate NSE Certification Program content into curriculum
- Provides free exam vouchers to promote certifications

**+400**  
Institutions

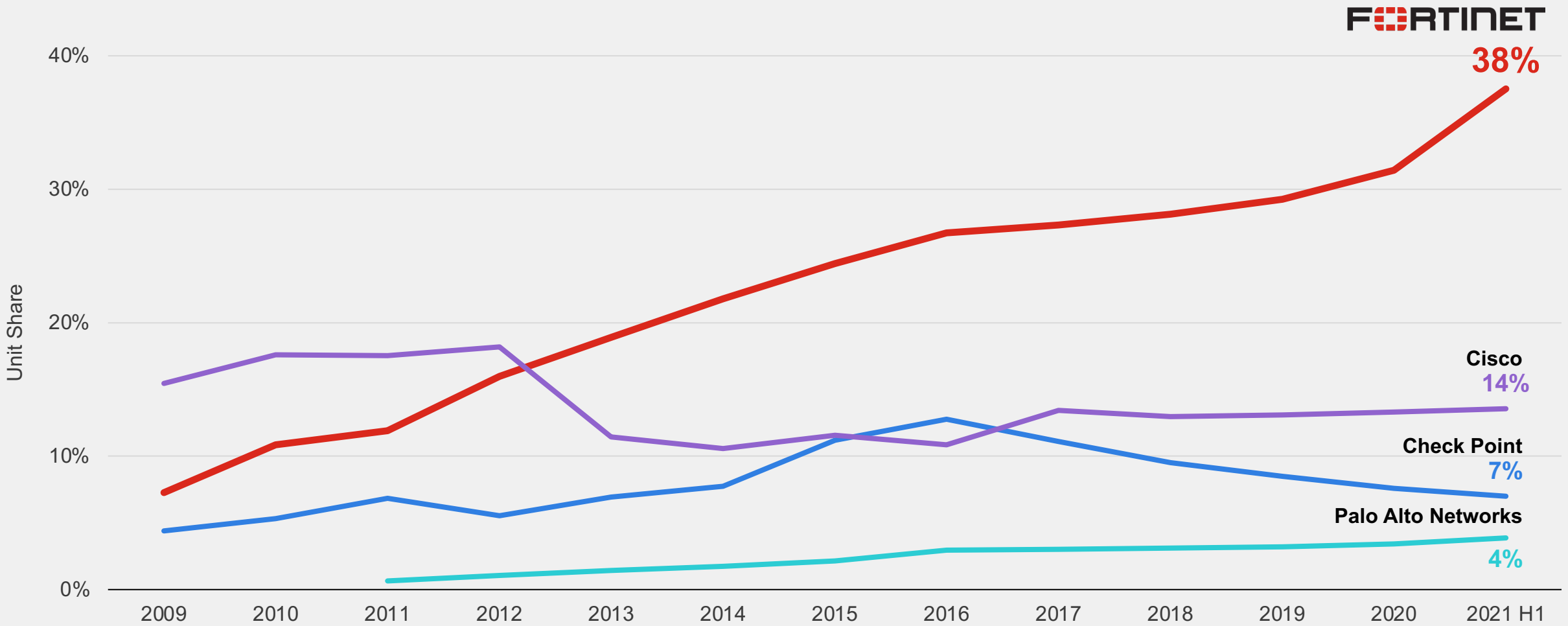
**+85**  
Countries and Territories

## Awards



# Most Deployed Firewall in the World

Over One-Third of All Firewall Shipments



IDC Source: IDC Worldwide Security Appliance Tracker, October 2021 (based on annual unit shipments of Firewall, UTM, and VPN appliances).



# Fortinet Recognized in 6 Gartner Magic Quadrants

**Gartner**

**FORRESTER**

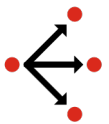
**IDC**  
Analyze the Future

**FROST & SULLIVAN**

Recognized as a Leader in **2 Magic Quadrants**



Network Firewalls



WAN Edge Infrastructure

Recognized as a Visionary in **2 Magic Quadrants**



Wired and WLAN



SIEM

Recognized as a Challenger/Niche in **2 Magic Quadrants**



Web Application Firewall



Endpoint Protection Platforms

Mentioned in **2 Magic Quadrants**



Secure Web Gateway



Indoor Location Services

Listed in **8 Market Guides**



EDR



Email



NDR



OT



IDPS



NAC



ZTNA



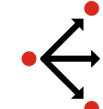
SOAR

Positioned as Strong Performer in 'The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions



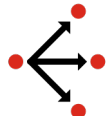
ICS

Recognized as a leader in the IDC MarketScape for Worldwide SD-WAN Infrastructure



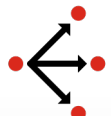
WAN Edge Infrastructure

Recognized as one of the top SD-WAN vendors



WAN Edge Infrastructure

Received Global SD-WAN Vendor Product Leadership Award

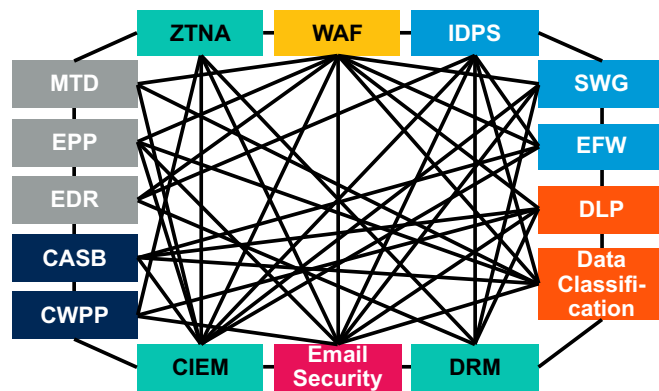


WAN Edge Infrastructure

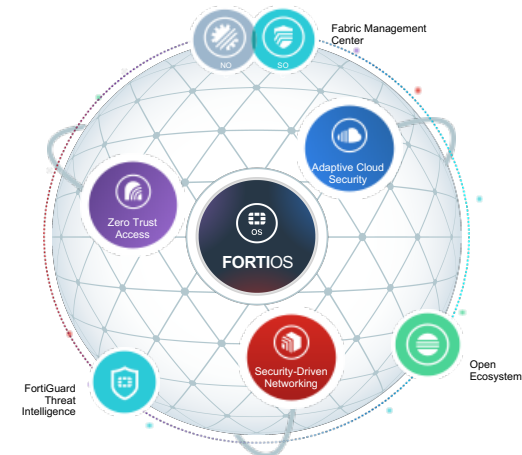


# Key Takeaways

Gartner®



FORTINET®



**“By 2024, organizations adopting a cybersecurity mesh architecture to integrate security tools to work as a collaborative ecosystem will reduce the financial impact of individual security incidents by an average of 90%”**

*“Top Strategic Technology Trends for 2022: Cybersecurity Mesh, Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi, 18 October 2021”*

*Executive Guide to Cybersecurity Mesh, 2022  
Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi. As of October 2021*

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fortinet.



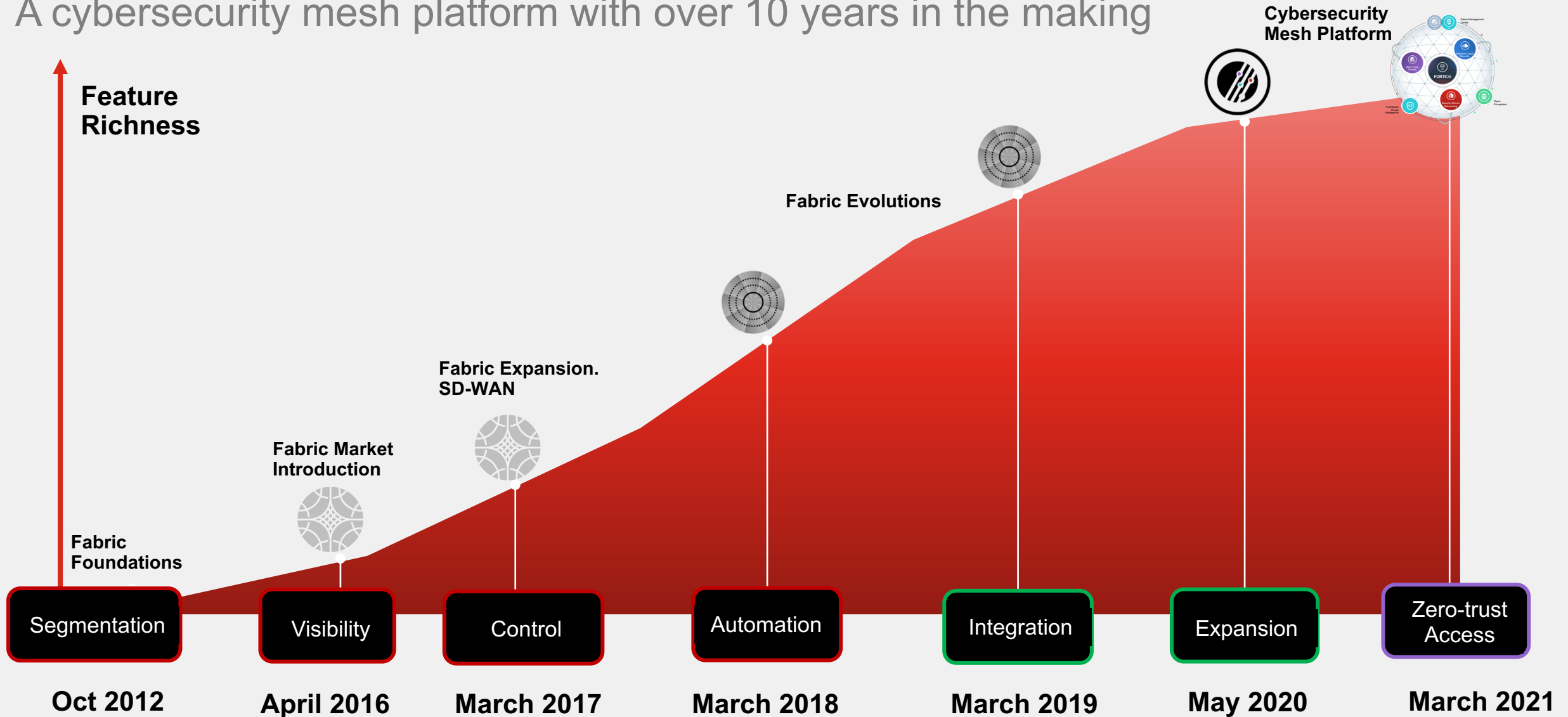
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**Fortinet Security Fabric delivers benefits of a cybersecurity mesh architecture today**

- Deep visibility across all edges
- Centrally managing distributed solutions
- Consistent enforcement of policies
- Real-time global threat intelligence across Fortinet Security Fabric deployments
- Automating actionable responses
- Broadest, most integrated open ecosystem

# Evolution of the Fortinet Security Fabric

A cybersecurity mesh platform with over 10 years in the making

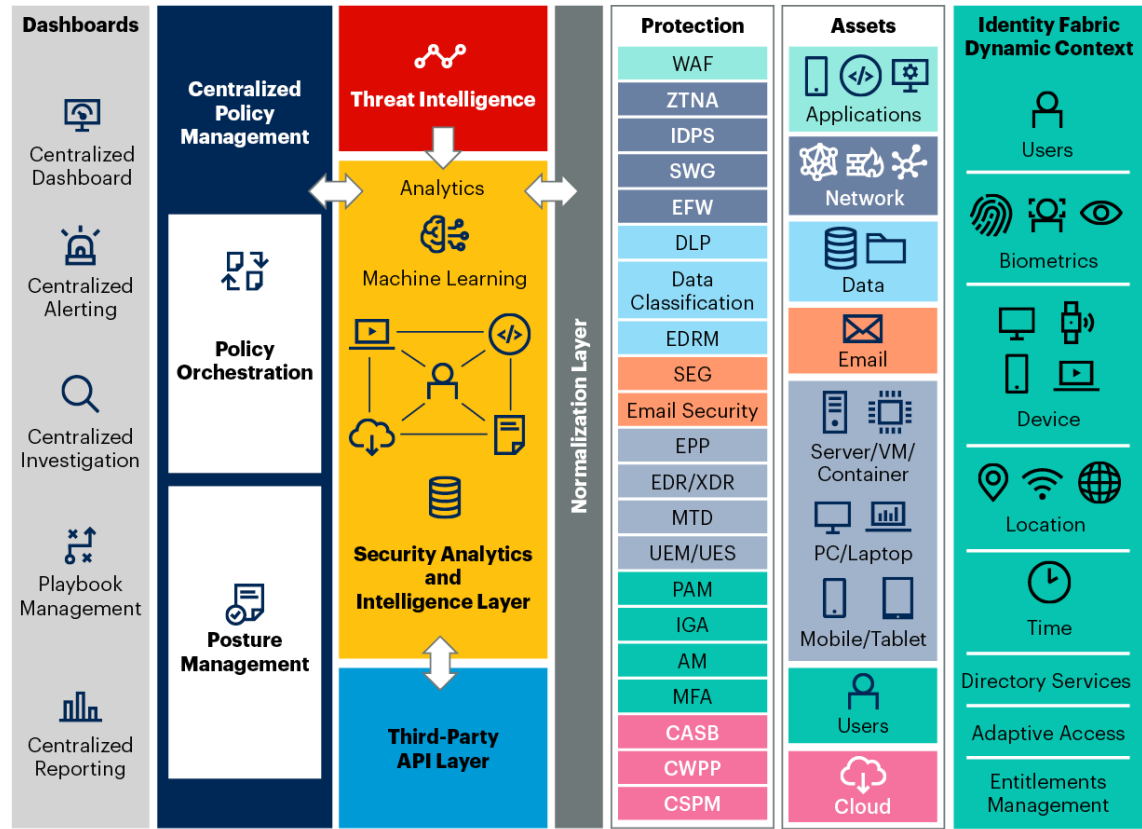




# Fortinet Makes Cybersecurity Mesh Architecture Possible



## Cybersecurity Mesh Architecture



Source: Gartner 756156\_C

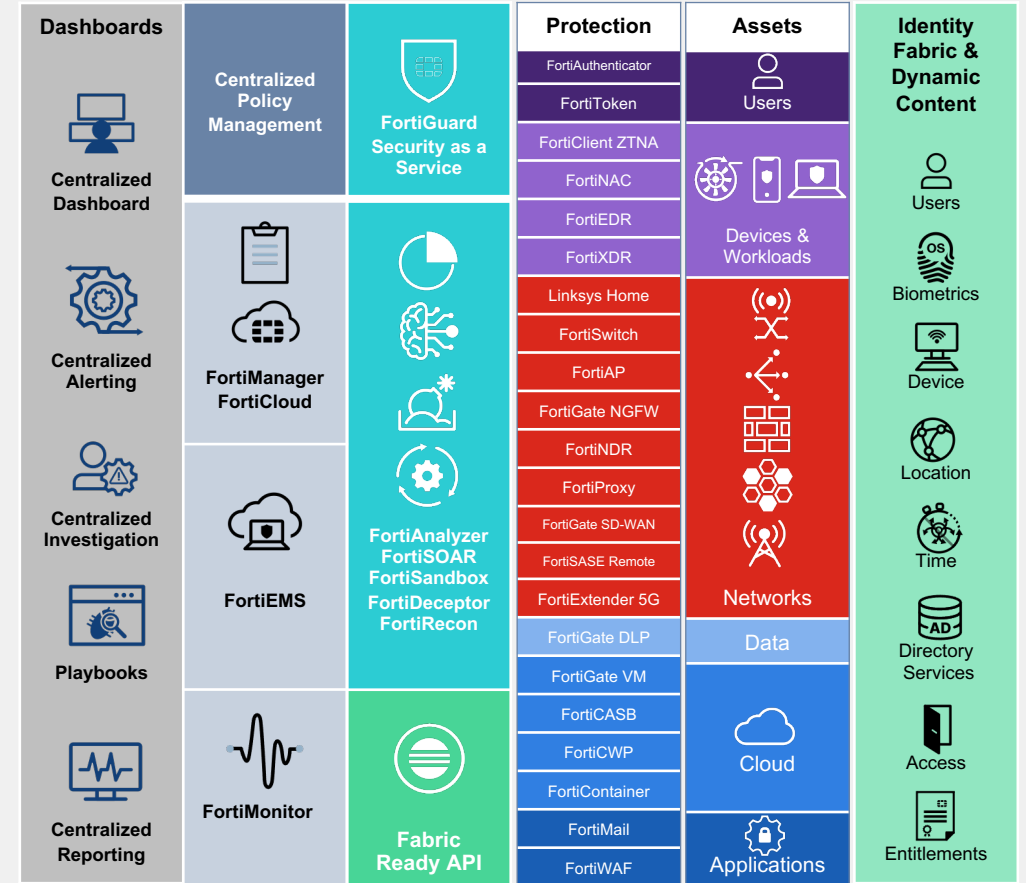
Source: Gartner "Guide to Cloud Security Concepts", Patrick Hevesi, Richard Bartley, Dennis Xu. 21 September, 2021



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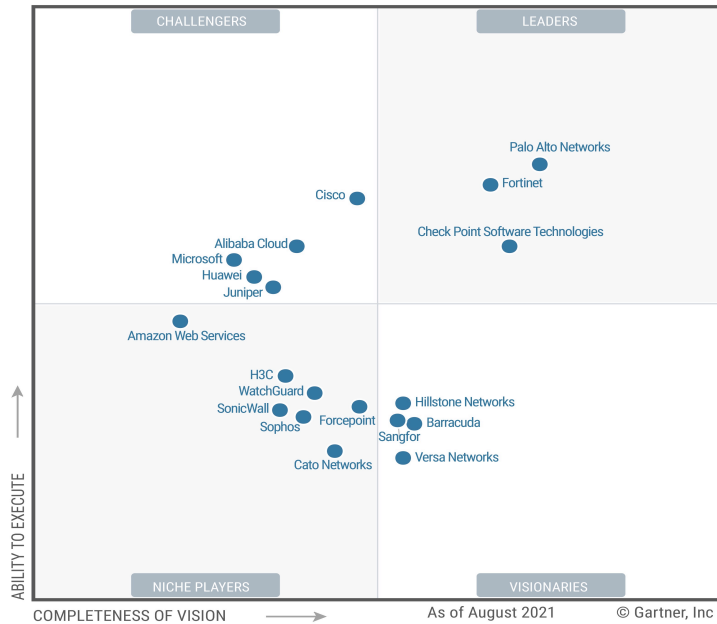
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# Recognized As a Leader in the 2021 Gartner® Magic Quadrant™ for Network Firewalls and WAN Edge Infrastructure and as a Visionary in the 2021 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure

## 2021 Gartner® Magic Quadrant™ for Network Firewalls

Figure 1: Magic Quadrant for Network Firewalls



Source: Gartner (November 2021)

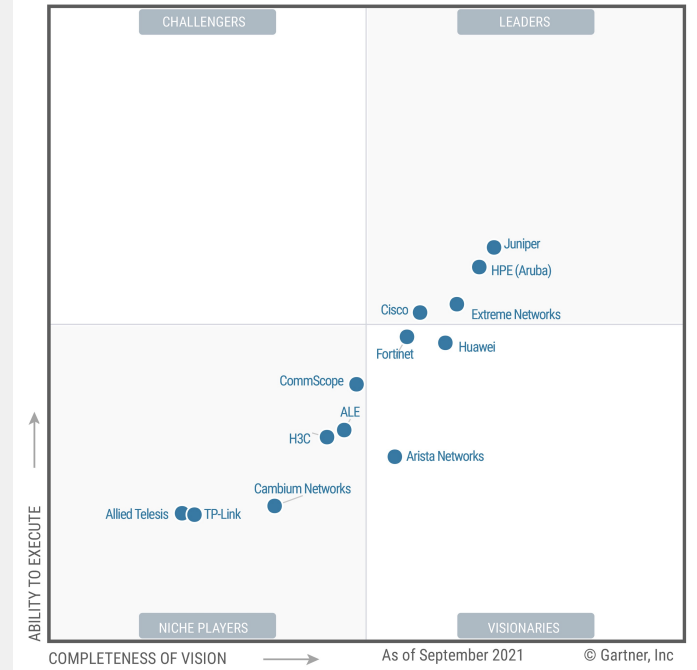
## 2021 Gartner® Magic Quadrant™ for WAN Edge Infrastructure



Source: Gartner (November 2021)

## 2021 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure

Figure 1. Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure



Source: Gartner (November 2021)

Gartner, Magic Quadrant for WAN Edge Infrastructure, By Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng, 20 September 2021

Gartner, Magic Quadrant for Network Firewalls, By Rajpreet Kaur, Jeremy D'Hoinne, Nat Smith, Adam Hills, 1 November 2021

Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Bill Menezes, Christian Canales, Tim Zimmerman, Mike Toussaint, 16 November 2021.

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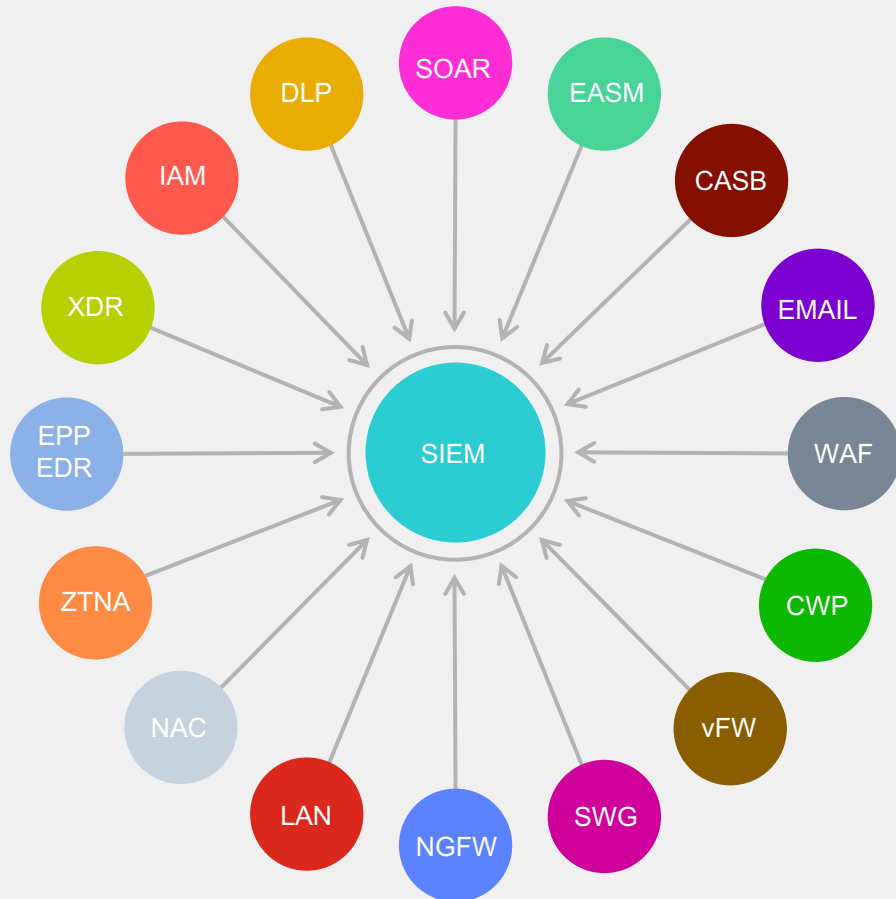


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# Consolidation of Security Point Product Vendors

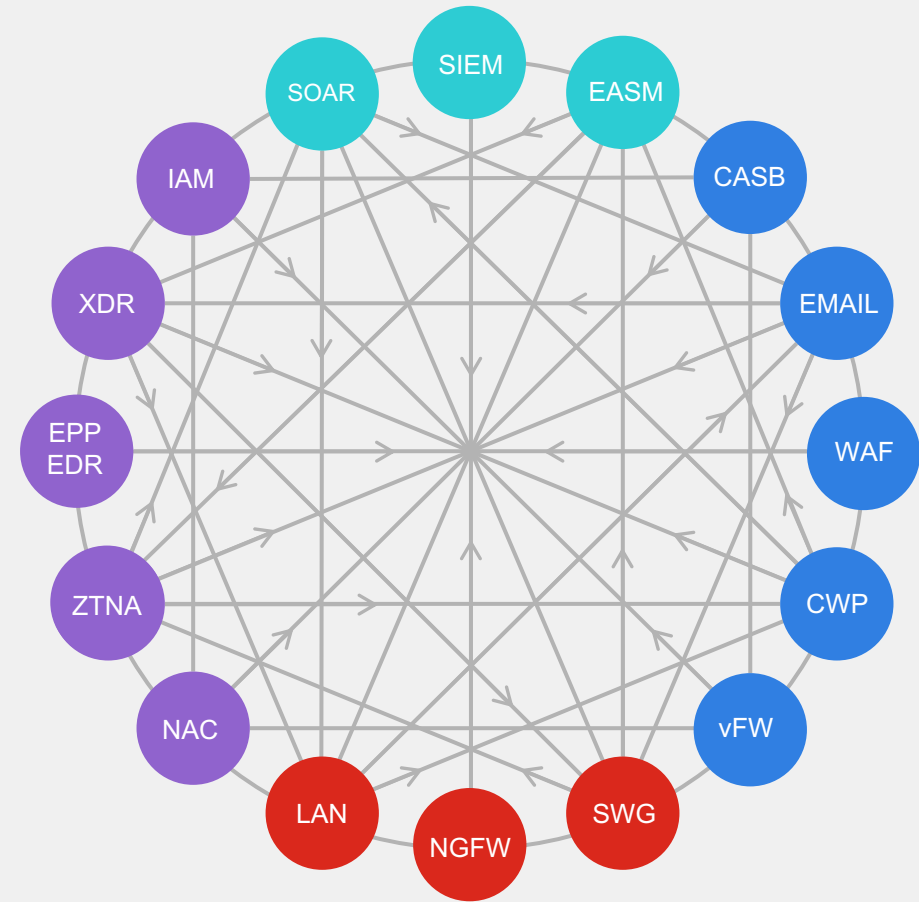
Gartner Cybersecurity Mesh Architecture (CSMA)

Cybersecurity Point Products



20 Vendors

Cybersecurity Platform Approach



4-6 Platforms



# FortiGuard Labs



**Telemetry**  
 Network  
 Web  
 Sandbox  
 Email  
 Endpoint

010011  
 101110  
 001101  
**CERTs**

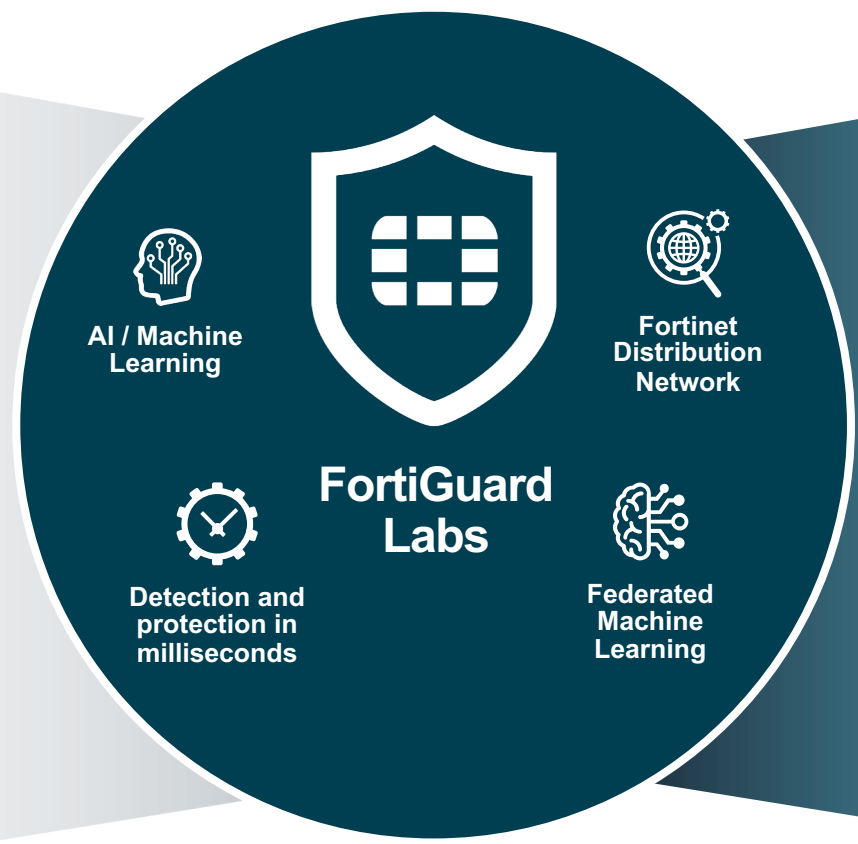
**Enforcement Partnerships**

**Zero-Day**

**OSINT**

**CYBER THREAT ALLIANCE**  
**CTA feeds**

**Trusted Partnerships**



**SECURITY FABRIC PROTECTIONS**

- IPS
- Application Control
- Web Filtering
- Anti-Virus
- Anti-Spam
- Endpoint Vulnerability
- Indicators of Compromise (IoCs)

**PROACTIVE RESEARCH**

- Adversary Playbooks
- Security Blogs
- Threat Intel Briefs
- Threat Signals
- Virtual Patches



**THREAT INTELLIGENCE SERVICES**

- Penetration Testing
- Phishing Service
- Incident Response





# Key Differentiators

- Complete protection everywhere it's needed
  - Leader in SMB and Enterprise
  - Superior Performance for Less Money
  - Fabric Integration
  - Proven Security Effectiveness
- 
- 



# Ensuring Trust

## Information Security



Independent auditors provide assurances about the suitability of the design and operating effectiveness



ISO 27001 compliance ensures that organizations protect their consumer and personal data.

## Government Regulations



FIPS are standards and guidelines for federal computer systems developed by the National Institute of Standards and Technology (NIST).



International certification program providing a common standard for commercial off-the-shelf (COTS) IT products.



The purpose of DoDIN APL compliance is to qualify eligible Fortinet products for sale to DoD organizations.



NSA CSfC compliance is to qualify eligible Fortinet products for sale to DoD and U.S. Intelligence organizations in classified environments.



Fortinet provides G and USG products for customers that must meet US Federal Trade Agreements Act (TAA) requirements.

## Product Certifications



Demonstrate to service providers and customers that the solution complies with MEF standards.



Test to demonstrate the ability of Fortinet's strong behavior-based detection through the emulation of an attack



Fortinet participates in and consecutively earns Virus Bulletin's VBSpam and VB100 certifications.



How Fortinet's approach to protecting the endpoint holds up against the AV-Comparatives Real-World Protection Test.



The first industry organization creating open and transparent network security performance testing standards.



Independent security effectiveness testing across a variety of technology areas encompassing:



SE Labs testing is intended to gauge the effectiveness of today's email security solutions.



# Industry Validated

## Mature, Battle Tested IPS

- Deep packet inspection to uncover modern threats
- Superior decryption with little degradation








## The Results?

### Security

- **99.18%** of exploits blocked
- **100%** Drive-by exploits blocked
- **99.94%** NSS Labs Exploit Library blocked

### Performance and Cost

- **27% higher** throughput than advertised
- **Lowest TCO** of all vendors (\$2/Mbps)

 <p>Only vendor with all 3 certifications</p>   	 <p>Certified across <b>6</b> technology areas Passed last <b>20</b> ATD test cycles</p>
 <p><b>100% Effectiveness</b> in latest Real World Protection Test</p>	 <p>Recommended in <b>9 out of 9</b> tests</p>



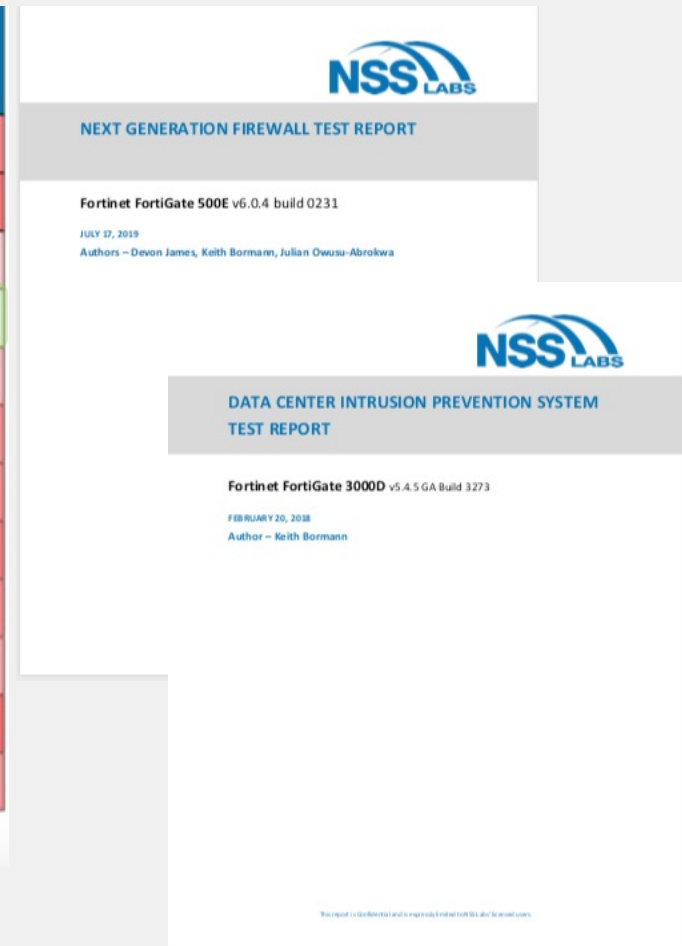
## What NSS Labs is saying about competitor's datasheet numbers?

Vendor	Vendor-Claimed Throughput (Mbps)	NSS-Tested Throughput (Mbps)	% Delta
Barracuda Networks	7,700	2,570	-67%
Check Point Software Technologies	6,800	1,529	-78%
Forcepoint	7,500	6,106	-19%
Fortinet	5,200	5,978	15%
Huawei	5,800	3,995	-31%
Palo Alto Networks	9,000	3,660	-59%
SonicWall	2,300	902	-61%
Sophos	11,800	3,167	-73%
Versa Networks	5,800	2,248	-61%
WatchGuard	1,500	858	-43%
Vendor A	11,000	1,914	-83%
Vendor B	20,000	4,775	-76%

Figure 7 – Vendor-Claimed Throughput vs. NSS-Tested Throughput

Source: Next Generation Firewall Comparative Report, TCO – July 17, 2019

Note: This is not a purchased report, refer to NSS to purchase this report





## Similar Priced SD-WAN Products

Specification	FortiGate 100F <sup>1</sup> (SOC4)	Industry Average	SecurityCo mputeRatin g	PAN PA-450	Cisco Meraki MX85	VeloCloud 840	Juniper SRX 340
Price	\$3,398			\$3,010	\$2683	\$3,135	\$4,700
Firewall	20Gbps	2.6Gbps	7.6x	3.8Gbps	1Gbps	N/A	3Gbps
IPsec VPN	11.5Gbps	1.2Gbps	9.5x	2.2Gbps	0.5Gbps	1.5Gbps	0.6Gbps
Threat prevention	1Gbps	1.2Gbps	-	1.7Gbps	0.75Gbps	NA	NA
SSL Inspection	1Gbps	300,000	3x	NA	N/A	NA	NA
Concurrent Sessions	1,500,000	818,667	2x	300,000	N/A	1,900,000	256,000
Connections per second	56,000	27,067	2x	52,000	NA	19200	10,000
Client to GW Tunnels	16,000	616	26x	1500	200	NA	150

1. FortiGate 101F-SSD variant is \$4,270



# FortiGate 1800F Security Compute Rating

Specification	FortiGate 1801F	Industry Average	Security Compute Rating	PAN PA-3260	Check Point Quantum 6700	Cisco Firepower 2140	Juniper SRX4100
Price	\$46,186			\$40,640	\$55,640	\$71,989.31	\$63,492 (HW+SW)
Firewall	198Gbps	22Gbps	9x	8.7Gbps	26Gbps	20Gbps	40Gbps
IPsec VPN	55Gbps	4.5Gbps	12x	4.7Gbps	4.61Gbps	3.2Gbps	4.8Gbps
Threat Protection	9Gbps	4.2Gbps	2x	4.7Gbps	5.8Gbps	N/A	N/A
SSL Inspection	17Gbps	1.4Gbps	12x	N/A	N/A	1.4Gbps	N/A
Concurrent Sessions	40M	3.5M	11x	2.2M	2M	3M	5M
Sessions per second	2M	134k	15x	94.4k	164k	75k	250k

1. With one-time hyperscale license at \$10,000



# FortiGate 2600F Security Compute Rating

Specification	FortiGate 2601F	Industry Average	Security Compute Rating	PAN PA-5220	PAN PA-5410	Check Point Quantum 6900	Check Point Quantum 7000	Cisco Firepower 2140	Juniper SRX4100
Price	\$73,128			\$56,440	\$69,200	\$71,900	\$90,950	\$71,989.31	\$63,492 (HW+SW)
Firewall	198Gbps	41Gbps	5x	15.6Gbps	45.2 Gbps	37Gbps	48Gbps	20Gbps	40Gbps
IPsec VPN	55Gbps	12Gbps	5x	9.5Gbps	21 Gbps	9.81Gbps	11.9Gbps	3.2Gbps	4.8Gbps
Threat prevention	17Gbps	9.5Gbps	2x	8.8Gbps	22 Gbps	7.4Gbps	9.5Gbps	N/A	N/A
SSL Inspection	20Gbps	1.9Gbps	10xx	1.9 Gbps (1K keys)	Not Published	Not Published	Not Published	1.4Gbps	N/A
Concurrent Sessions	24M	6.4M	4x	4M	4.1M	8M	8M	3M	5M
Connections Per Second	1M	257k	4x	155k	246K	230k	330k	75k	250k

1. FG-2600F (non-SSD) is \$69,280.



# „Projekt 1“

- Zdravotnictví – Následek bezpečnostního incidentu – 2020
- Počet zaměstnanců – 550
  
- 2x FG500E
- 12x FCL – Security Fabric Agent – 25
- FAC - VM 1-500 users
- FTM – 50
- FS – různé druhy – 31
- FAZ – VM (5GB log/den, 3T storage)
- 36 měsíců
- **VZMR**



# „Projekt 2“

- Školství – Zabezpečení perimetru
- 2x FG1800F – Forticare na 12. měsíců
  - 198 Gbps – FW, 55 Gbps- IPsec VPN, 11Gbps NGFW
- **VZMR**
- 2x FG600E – s UTP – (36-FW, 20 IP sec VPN ,9,5 NGFW)
- FAZ – VM – vše na 5. let
- **VZMR**



# „Projekt 3“

- Obměna síťové infrastruktury
- 2c FG 1100E s UTP a RMA (80 – FW, 48 – IP sec VPN a 9,8 NGFW)
- 2x FG200F s UTP a RMA
- 3x FG-81F s UTP a RMA
- FCL – 250
- FTK – 130
- FAZ – 300F
- Vše na 5 let
- Cca 4 500 000 včetně implementace a zaškolení obsluhy



# „Projekt 4“

- 250 - zaměstnanců
- 3 lokality – centrála a dvě pobočky
- HW – FG-201F v HA, 2x FG-80F, HW – FSA 500F, FAZ, Mail – VM, FCL
- 24 měsíců



## **NÚKIB**

**Povinná ochrana  
emailové komunikace.  
Jste připraveni?**





**F****RTINET**®