



Networking & Security

MARIO MAAS – FORTINET

FORTINET®



Beveiligen en faciliteren van de nieuwe manier van werken

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Channel Manager

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AGENDA

- Markt ontwikkelingen & Security Fabric
 - SD-WAN (Software Defined Wide Area Networking) - connectivity
 - ZTNA (Zero Trust Network Access) – Network access
 - SASE (Secure Access Service Edge) – Remote (Cloud) user access
- 



Fortinet Contributes to the Sustainability of Society

Minimizing Product Environmental Impacts



Sustainable innovation to reduce the footprint of our solutions



88%

less power consumption over industry-standard CPUs



66%

average reduction on product energy consumption (F series)



33%

reduction on space occupation (FortiGate 4200/4400F)



100%

bio-degradable packaging for low end FortiGate

Closing the Cybersecurity Skills Gap



1 Million more trained in cybersecurity by 2026



1.3M+

NSE Certifications Issued to Date



585

Academies Partners



41

Education Outreach Partners



Cybersecurity Learning Hub

Reducing Cybersecurity Risks to Society



Public and private partnerships to disrupt cyber adversaries

1,025+

Zero-day discoveries resulting in 85%+ patched



Cybersecurity Market and Industry Drivers

Driving Infrastructure Evolution

How we interact with customers, suppliers, infrastructure, and employees is changing

Work from Anywhere



Digital Acceleration



Application Journey



Operational Technology Connectivity



Evolving Threat Landscape

Cybercriminals are adopting APT-like tactics to develop and scale attacks faster than ever

Cloud



*Kaseya
VSA*

Nation Sponsored



*Hermetic
Wiper*

Ransom as a Service



REvil

Growing Attack Surface



SolarWinds | Log4j

AI-enabled



Swarmbot

OT



*Wipers | Colonial
Pipeline*

Complexity is Slowing Digital Initiatives



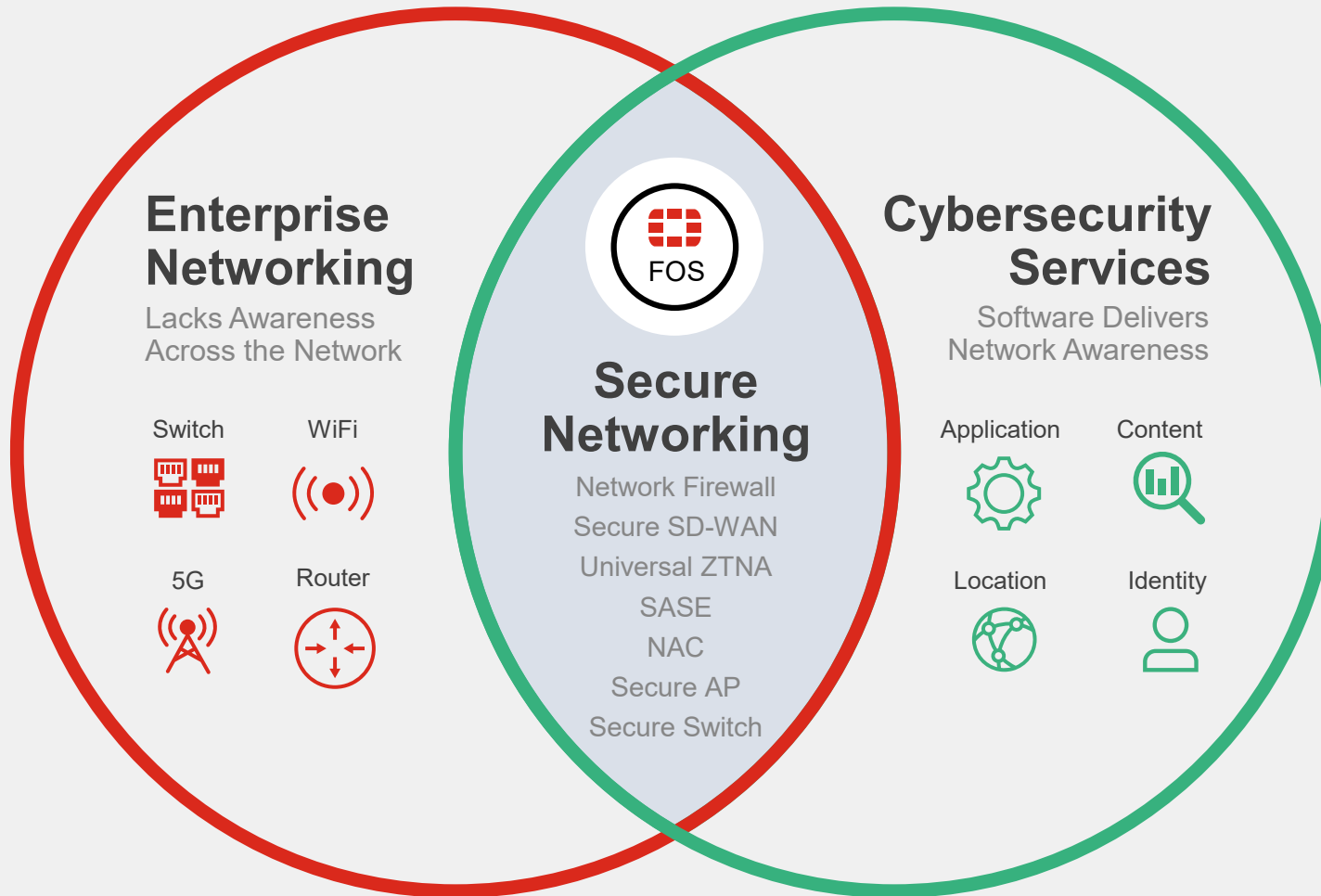
Today's Challenges

- Applications are distributed
- Users are working from anywhere
- More devices are attaching to applications
- Too many IT and security stacks
- Too many vendors
- Cybersecurity skills shortage

Convergence of Networking & Security



FortiOS Everywhere



Convergence Benefits

- Reduced complexity eliminating multiple products
- Efficient operations with single console
- End-to-end digital experience measurement
- Cost savings from product and vendor reduction



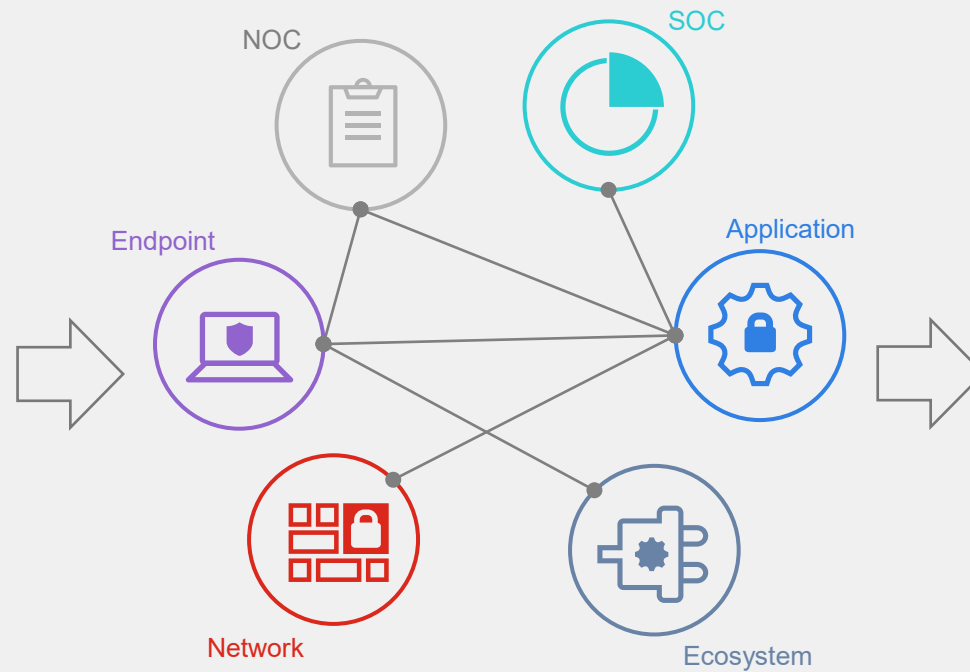
Cybersecurity Platform Journey



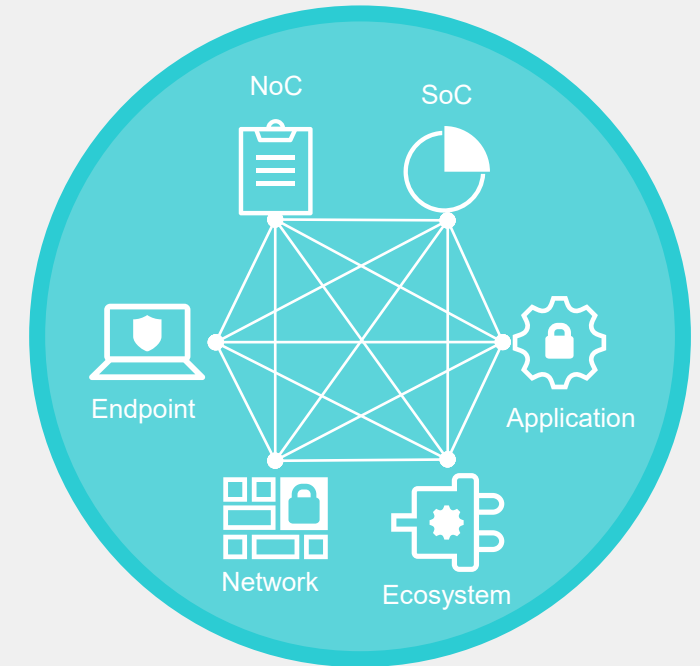
30+ Vendors



10 Vendors



Multiple Platforms



Your Journey to SOC Automation Maturity



Fortinet Security Fabric

Broad

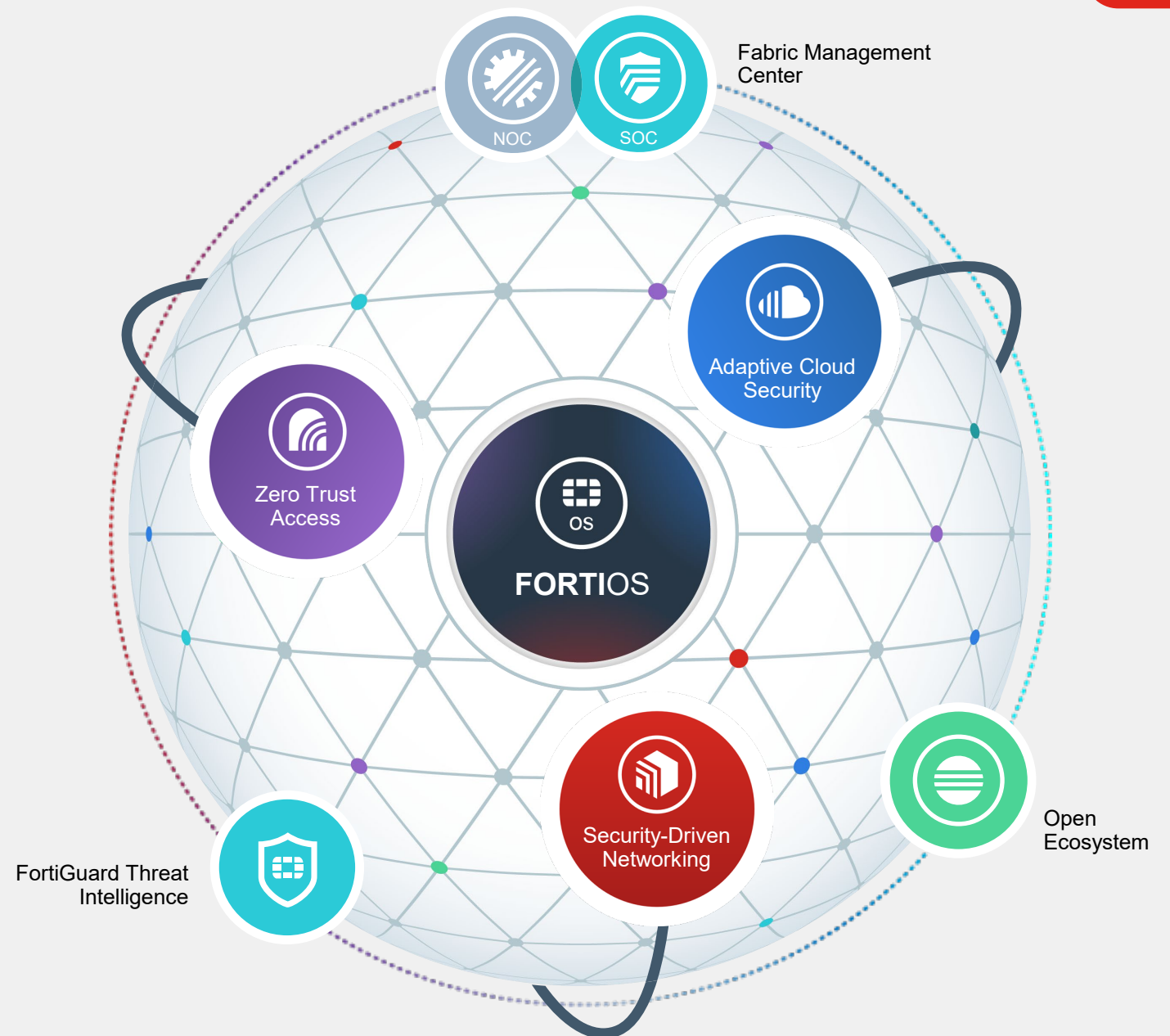
visibility and protection of the entire digital attack surface to better manage risk

Integrated

solution that reduces management complexity and shares threat intelligence

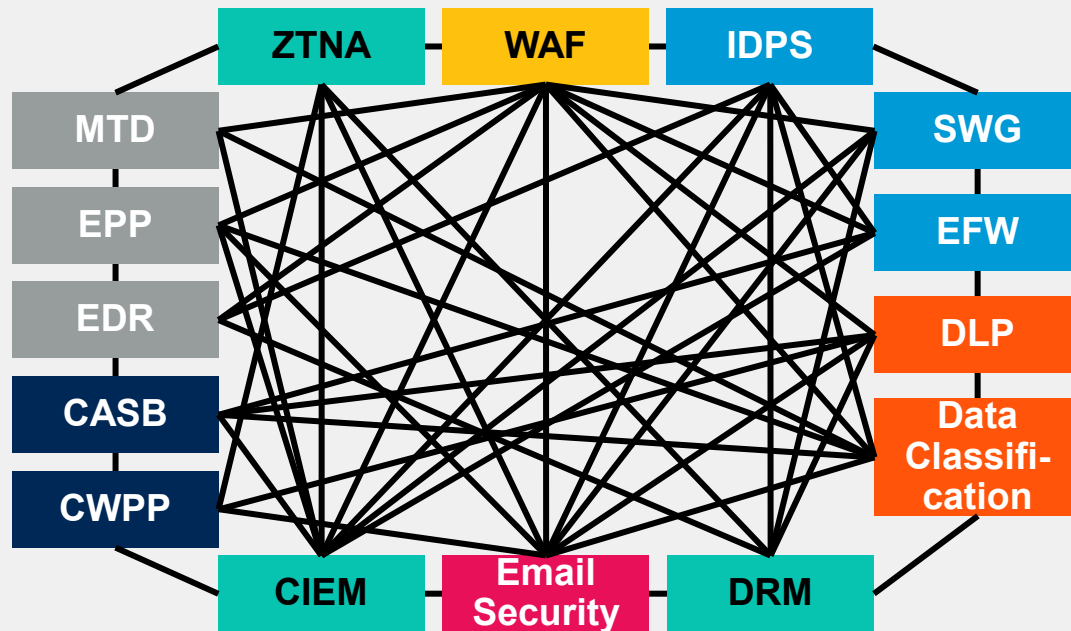
Automated

self-healing networks with AI-driven security for fast and efficient operations



Gartner Cybersecurity Mesh Architecture

Gartner®



Executive Guide to Cybersecurity Mesh, 2022

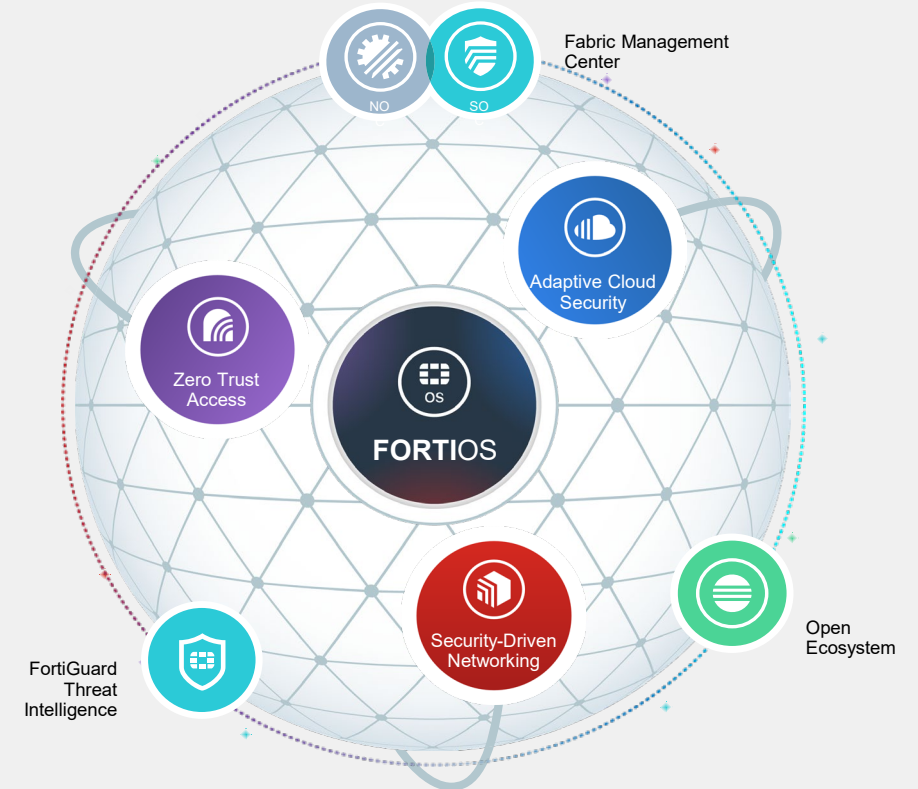
Felix Gaehtgens, James Hoover, Henrique Teixeira, Claudio Neiva, Michael Kelley, Mary Ruddy, Patrick Hevesi. As of October 2021

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.

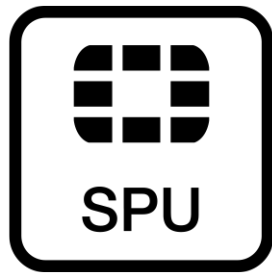


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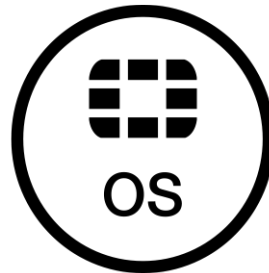


The Fortinet Advantage



Security Processors

Superior NGFW and
SD-WAN performance
and efficiency



FortiOS

Ties all the Security Fabric's
security and networking
components together



Security Fabric

Organically developed, highly
integrated and automated
cybersecurity platform



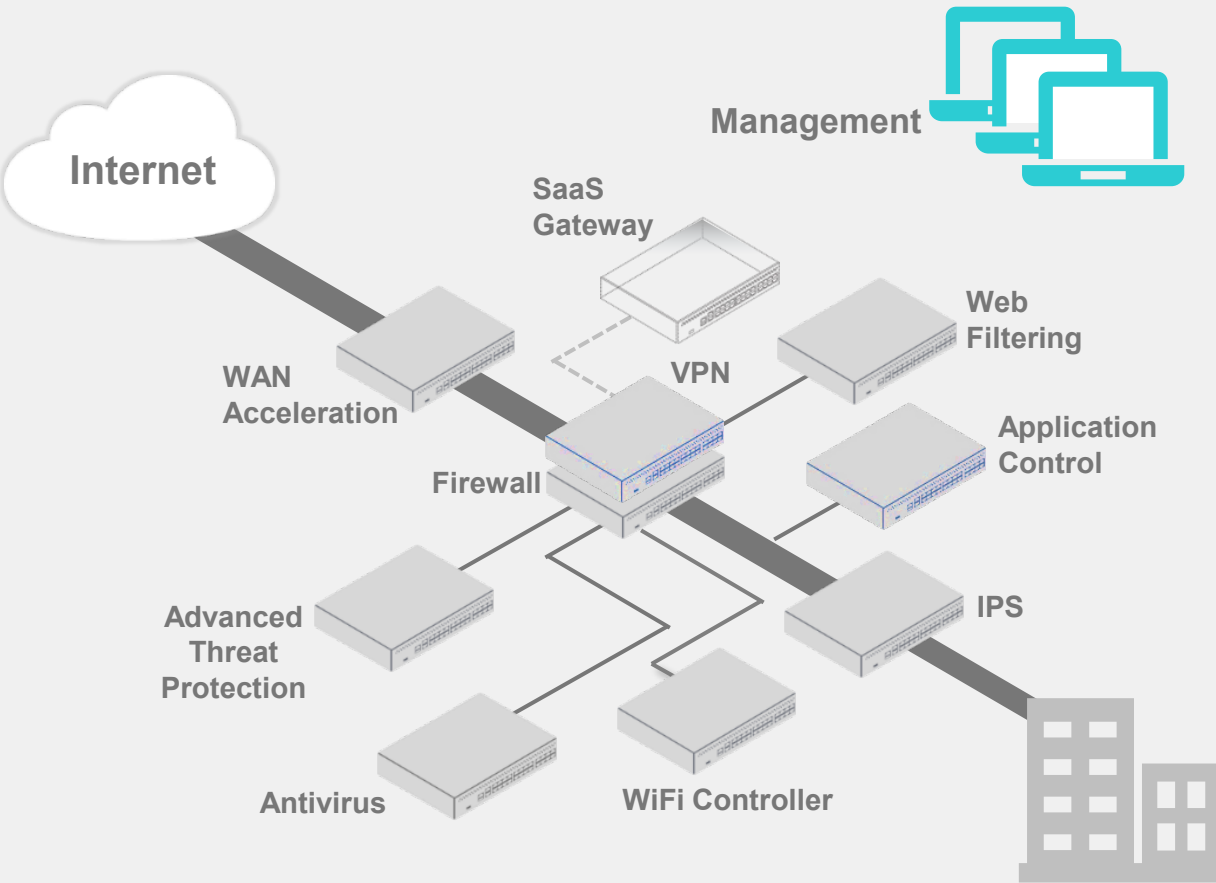
Ecosystem

300+ partners
500+ integrations

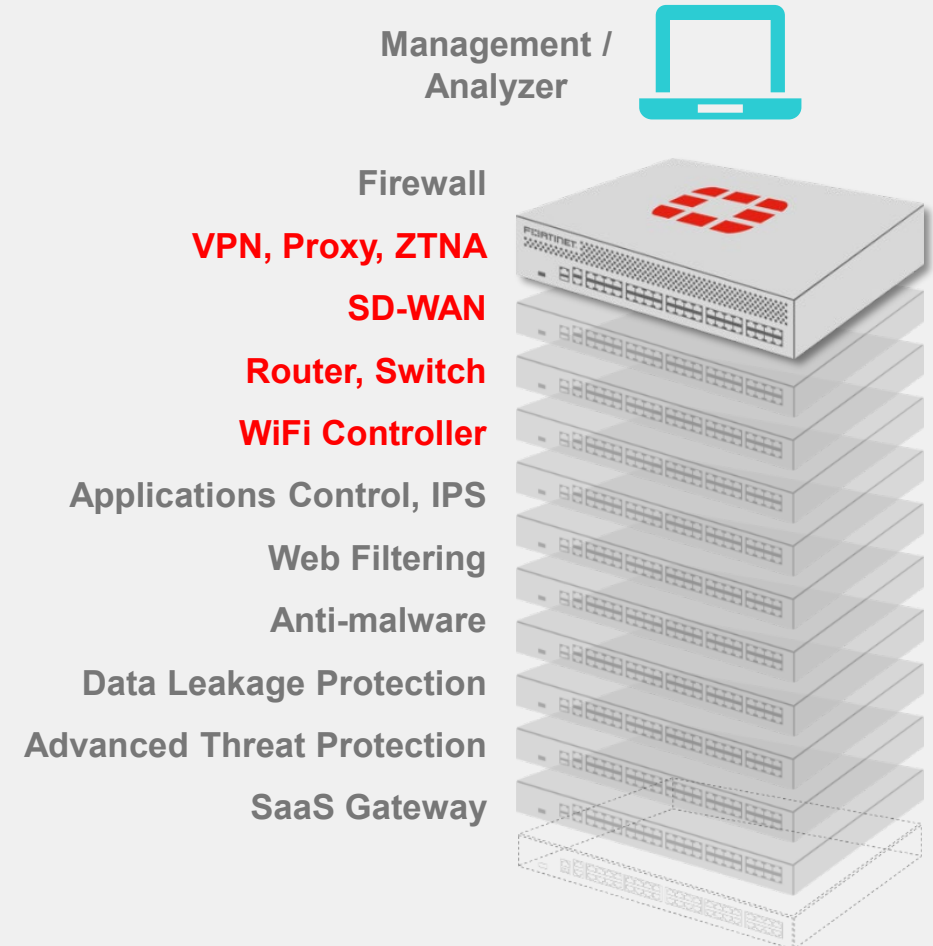


Starting the journey

Point Solution Security



Integrated Security



The SPU Advantage

Fortinet's Security Processors (SPUs) radically increase the speed, scale, efficiency and value of Fortinet solutions while greatly improving user experience, reducing footprint and power requirements. From entry-level to high-end solutions, SPU-powered Fortinet appliances deliver superior Security Compute Ratings versus industry alternatives.

Network Processor 7
NP7



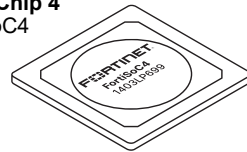
Network Processors operate in-line to deliver unmatched performance for network functions and hyperscale for stateful firewall functions.

Content Processor 9
CP9



As a co-processor to the main CPU, Content Processors offload resource-intensive processing and drive content inspection to accelerate security functions.

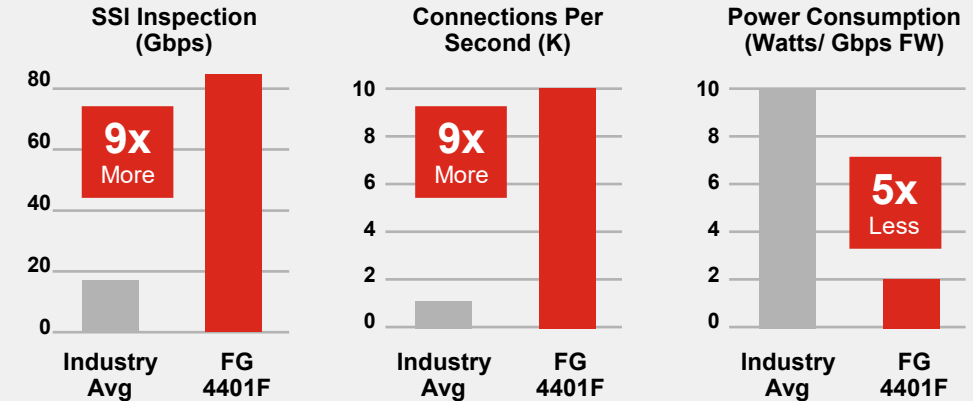
System-on-a-Chip 4
SoC4



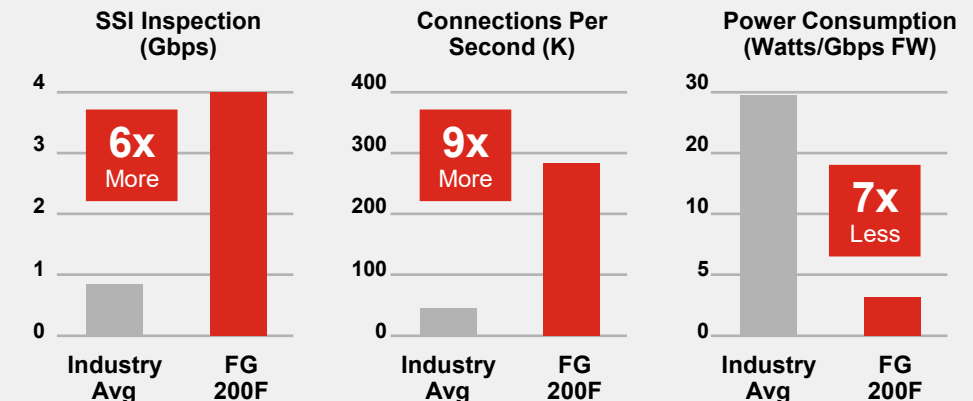
The System-on-a-Chip consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

Security Compute Ratings are benchmarks that compare the performance metrics of Fortinet SPU-based next-generation firewalls to similarly priced solutions from vendors that utilize generic processors for networking and security.

High-end Appliances



Entry-level Appliances



Fabric Management Center

FortiManager



Simplified
Provisioning



Centralized
Management

FortiAnalyzer



Security Fabric
Analytics



Compliance
Reporting



Network
Automation

FortiManager &
FortiAnalyzer

Fabric Management
Center



25K+
Customers



Gartner®
Firewall & SD-WAN
Magic Quadrants



Appliance



Virtual Machine



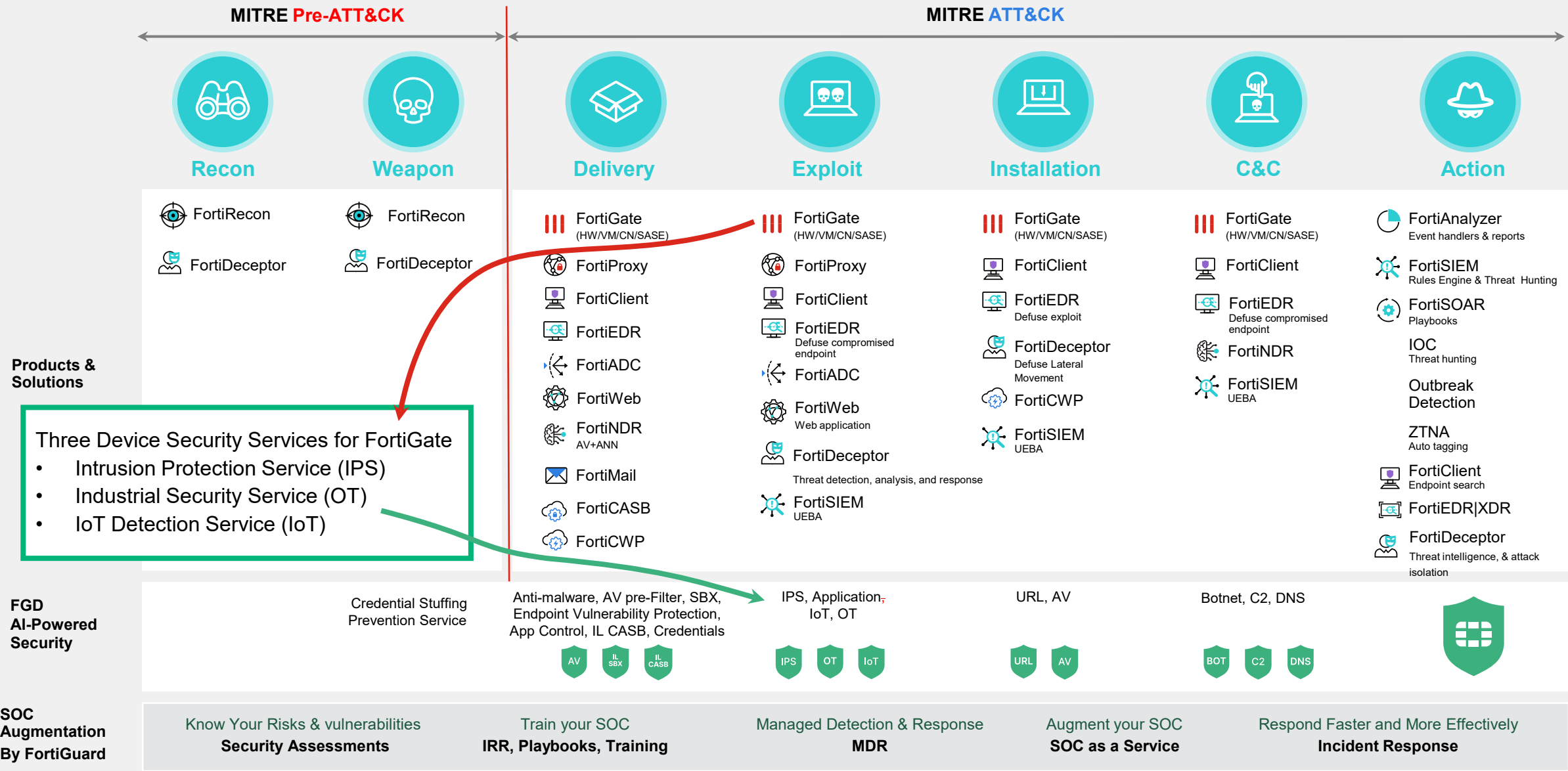
Cloud



Security-as-a-Service

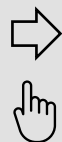


How to Break The Attack Sequence





Fortinet Security Fabric The
industry's highest-performing integrated
cybersecurity mesh platform



Product Matrix

Click on icons in this
document for additional
information



Fortinet Brochure
Highlighting our broad,
integrated, and automated
solutions, quarterly



Free Training
Fortinet is committed
to training over 1 million
people by 2025



Free Assessment
Perform an assessment
in your network to validate
your existing controls



FortiOS
The Heart of the
Fortinet Security
Fabric



Secure Networking



FortiGate
NGFW w/ SOC acceleration and
industry-leading secure SD-WAN



FortiGate SD-WAN
Application-centric, scalable, and
Secure SD-WAN with NGFW



FortiExtender
Extend scalable and resilient LTE
and LAN connectivity



FortiAP
Protected LAN Edge deployments
with wireless connectivity



FortiSwitch
Deliver security, performance,
and manageable access to data



Linksys HomeWRK
Secure Work-from-Home solution
for remote and hybrid workers



FortiNAC
Visibility, access control and
automated responses for all
networked devices



FortiProxy
Enforce internet,
compliance and granular
application



FortiIsolator
Maintain an "air-gap" between
browser and web content



Cloud Security



FortiGate VM
NGFW w/ SOC acceleration and
industry-leading secure SD-WAN



FortiDDOS
Machine-learning quickly inspects
traffic at layers 3, 4, and 7



FortiCNP
Manage risk and compliance
through multi-cloud infrastructures



FortiDevSec
Continuous application security
testing in CI/CD pipelines



FortiWeb
Prevent web application attacks
against critical web assets



FortiADC
Application-aware intelligence for
distribution of application traffic



FortiGSLB Cloud
Ensure business continuity during
Unexpected network downtime



FortiMail
Secure mail gateway to protect
against SPAM and virus attacks



FortiCASB
Prevent misconfigurations of SaaS
applications and meet compliance



Zero Trust Access



FortiSASE
Enforce dynamic network access
control and network segmentation



ZTNA Agent
Remote access, application
access, and risk reduction



FortiAuthenticator
Identify users wherever they are
and enforce strong authentication



FortiToken
One-time password application
with push notification



FortiClient Fabric Agent
IPSec and SSL VPN tunnel,
endpoint telemetry and more



FortiGuest
Simplified guest access, BYOD,
and policy management



Fabric Management Center: NOC



FortiManager
Centralized management of your
Fortinet security infrastructure



FortiGate Cloud
SaaS w/ zero touch deployment,
configuration, and management



FortiMonitor
Analysis tool to provide NOC and
SOC monitoring capabilities



FortiAIOps
Network inspection to rapidly
analyze, enable, and correlate



FortiExtender Cloud
Deploy, manage and customize
LTE internet access



FNDN
Exclusive developer community for
access to advanced tools & scripts



Open Ecosystem
The industry's most extensive
ecosystem of integrated solutions



Fabric Connectors
Fortinet-developed



DevOp Tools & Script
Fortinet & community-driven



Fabric API Integration
Partner-led



Extended Ecosystem
Threat sharing w/ tech vendors



Fabric Management Center: SOC



FortiDeceptor
Discover active attackers inside
with decoy assets



FortiNDR
Accelerate mitigation of evolving
threats and threat investigation



FortiEDR
Automated protection and
orchestrated incident response



FortiSandbox / FortiAI
Secure virtual runtime environment
to expose unknown threats



FortiAnalyzer
Correlation, reporting, and log
management in Security Fabric



FortiSIEM
Integrated security, performance,
and availability monitoring



FortiSOAR
Automated security operations,
analytics, and response



FortiTester
Network performance testing and
breach attack simulation (BAS)



SOC-as-a-Service
Continuous awareness and control
of events, alerts, and threats



**Incident Response
Service**
Digital forensic analysis, response,
containment, and guidance



Support & Mitigation Services



FortiCare Essentials*
15% of hardware



FortiCare Premium*
20% of hardware



FortiCare Elite**
25% of hardware



FortiConverter
25% of hardware

* FortiCare Premium is formerly 24x7
Support. Lower support price for Switches
and APs

** Response time for High Priority tickets.
Available for FortiGate, FortiManager,
FortiAnalyzer, FortiSwitch, and FortiAP

Communication and Surveillance



FortiFone
Robust IP Phones w/ HD Audio
with centralized management



FortiVoice
Integrated voice, chat,
conferencing management,
and fax with centralized



FortiCamera
HDTV-quality surveillance cameras
for physical safety and security



FortiRecorder
High-performance NVR
with AI-powered video
management software





Fortinet Security Fabric Solutions

Over 50 products and services, along with hundreds of partners integrate within the Fortinet Security Fabric.

[Click on any of these solutions in presentation mode to learn more.](#)



Access and Endpoint Security



Secure Networking



Automated SOC



Secure Application Journey (Cloud)



OT Security



Maximize your existing investments

Fortinet integrates with 500+ security and networking solutions



Fabric Connectors

Fortinet-developed deep integration automating security operations and policies



Fabric APIs

Partner-developed integration using Fabric APIs providing broad visibility with end-to-end solutions

OT/ IoT



FinServ



Healthcare/
Life Sciences & Pharma



Retail



SLED



+300 other Fabric-Ready Partners



Fabric DevOps

Community-driven DevOps scripts automating network and security provisioning, configuration, and orchestration



Extended Ecosystem

Integrations with other vendor technologies & open systems

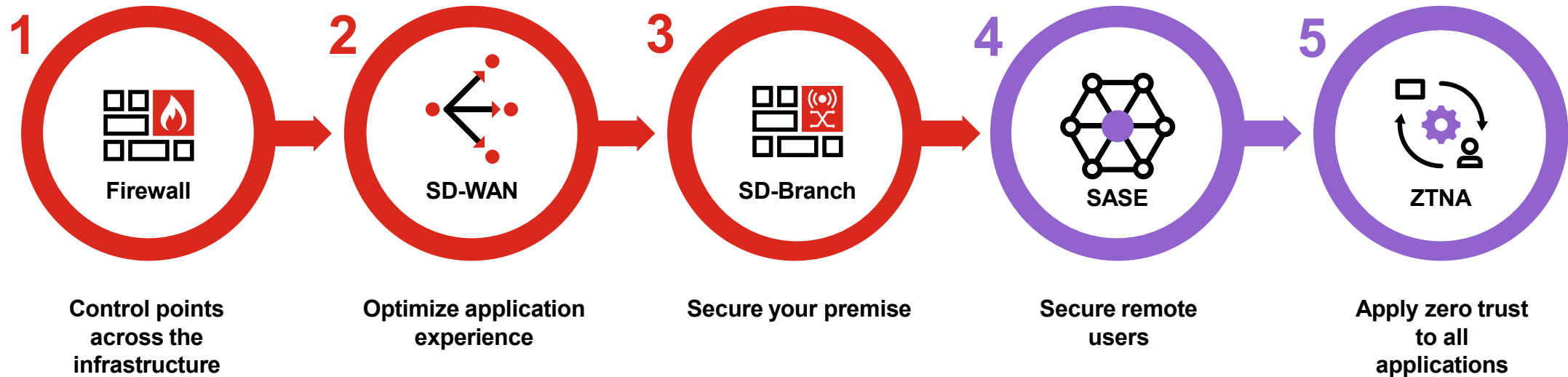
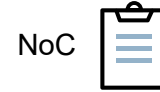
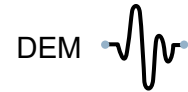


Figures as of Dec 1, 2022

Note: Logos are a representative subset of the Security Fabric Ecosystem

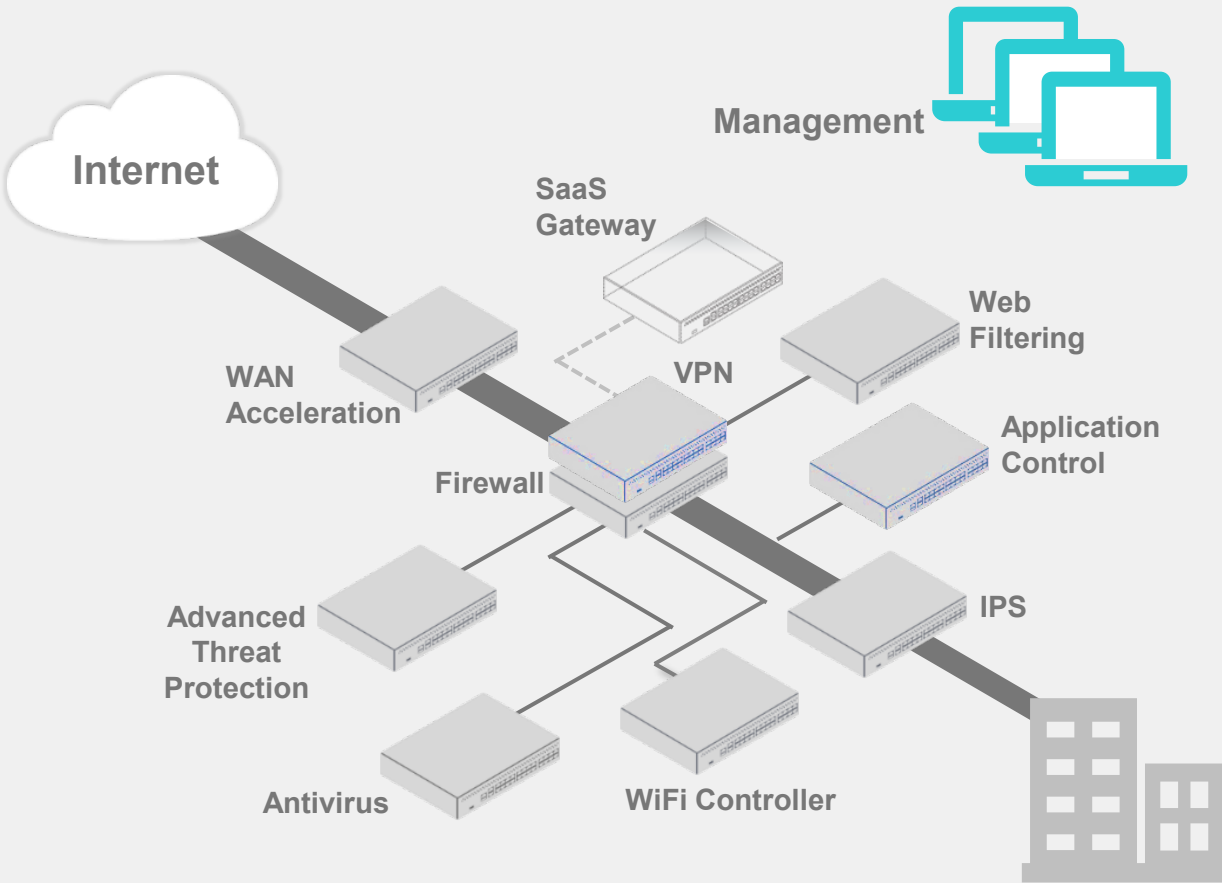
Starting Secure Networking Journey

The convergence of networking and security across WLAN, LAN, SD-WAN, ZTNA, SASE, and network firewall enables networking that is location, user, device, content, and application aware.

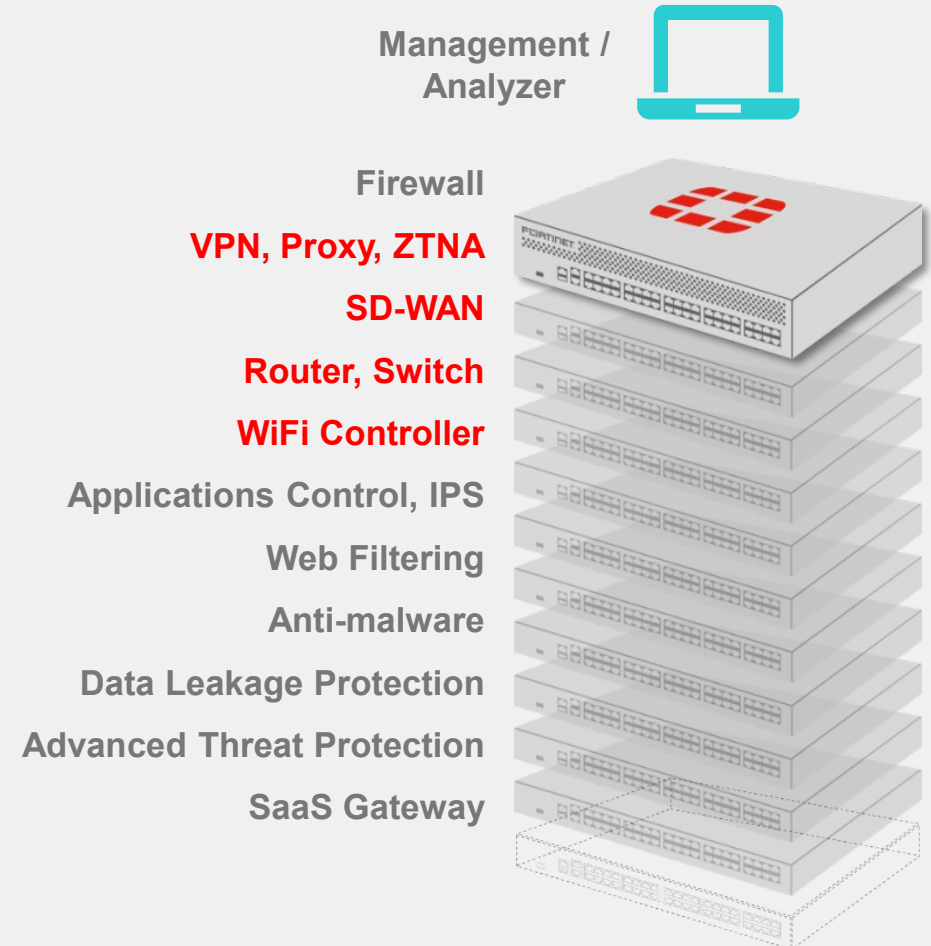


Fortigate / Manager / Analyzer

Point Solution Security



Integrated Security



Converged Networking and Security Powered by One OS



First vendor to organically deliver SD-WAN, NGFW, Advanced Routing, ZTNA Enforcement in One WAN Edge

Fortinet Secure SD-WAN

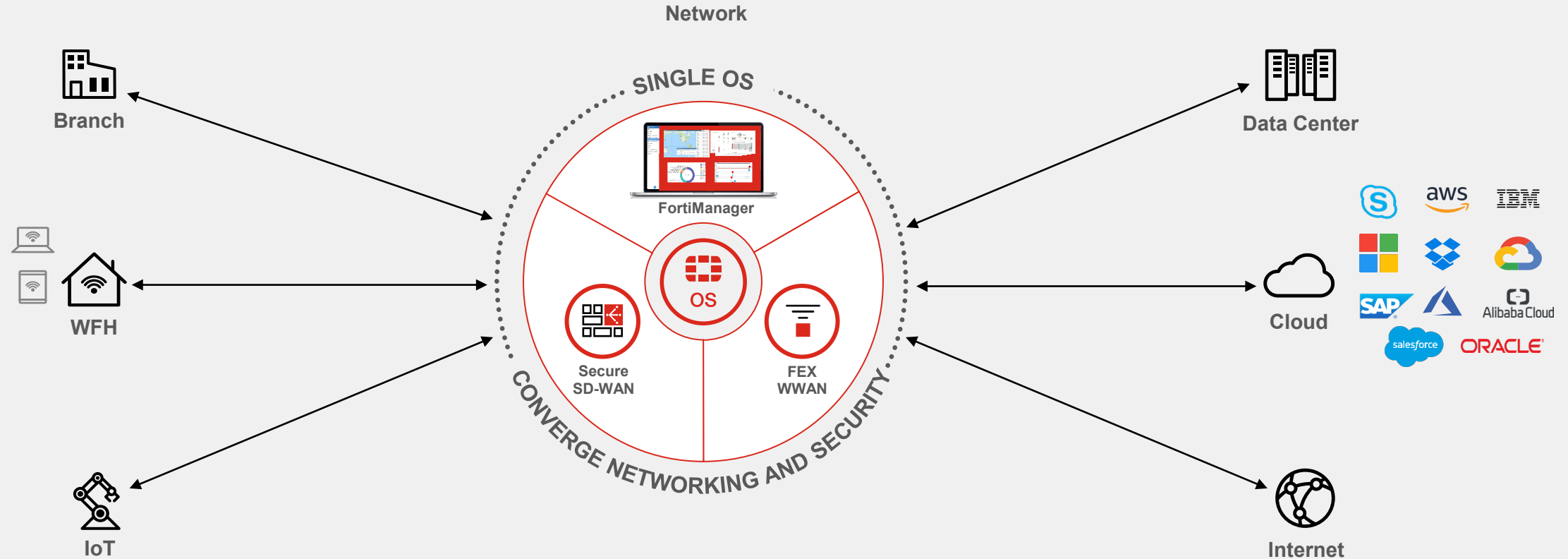


Fortinet Secure SD-WAN Powered by **One** OS, **One** Management



Accelerate Secure SD-WAN Expansion With LTE/5G

Build a resilient, secure edge with tight SD-WAN & LTE/5G wireless WAN integration



Intelligent Steering
Traffic Agnostic

Quality of Experience
Real-time Optimization

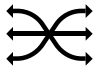
Consistent Security
Centralized Policy

Operational Efficiency
End-to-End Visibility, Analytics



Key SD-WAN Capabilities Enhancing User Experience and Operational Efficiencies

Application SLA



Secure local Internet breakout;
5,000+ Application Identification



WAN SLA optimizing SaaS



MOS-based SLA for VoIP traffic



Application steering options



Cloud on-ramp



Packet based steering

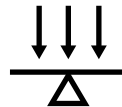
WAN Resiliency



[Adaptive] FEC &
packet duplication



Sub-second link failover



Tunnel bandwidth aggregation



High availability architecture

Visibility and Operations



Single management/dashboard,
unified view for NOC & SOC



Per-application real-time monitoring,
visibility, analytics

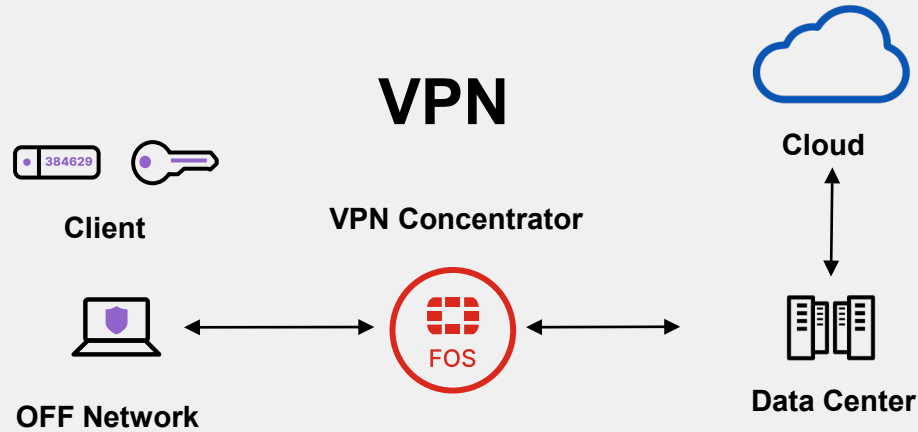


Customizable reports



Simplified
orchestration & ZTP
at large scale

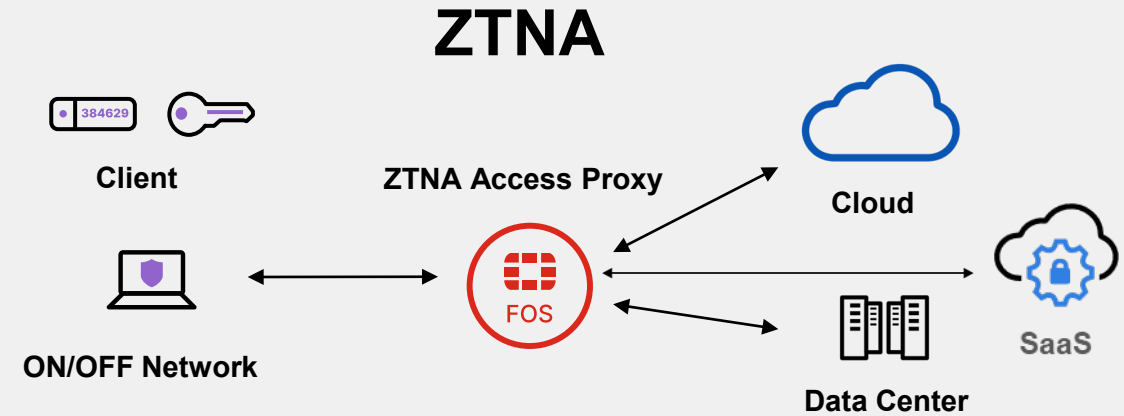
Evolution from Traditional VPN to ZTNA



One Time Trust Check

Access Network

Generic Rule Set



Continuous Trust Check

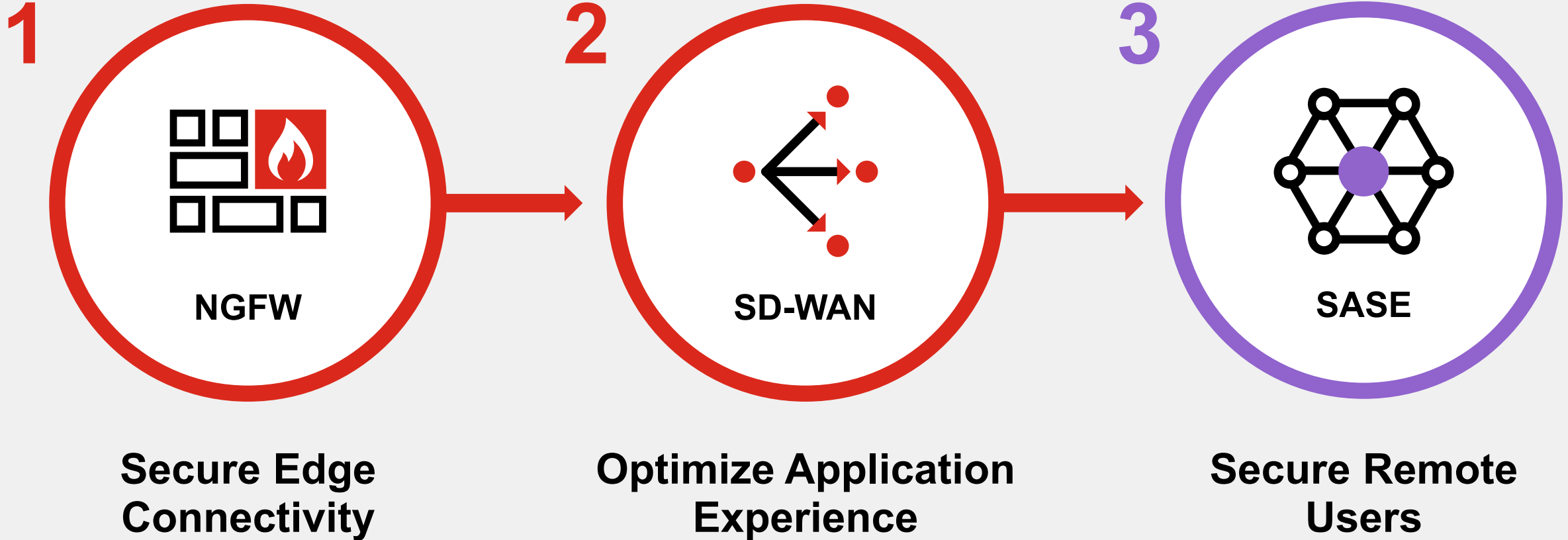
Access Specific Application

User Contextual Rule Set



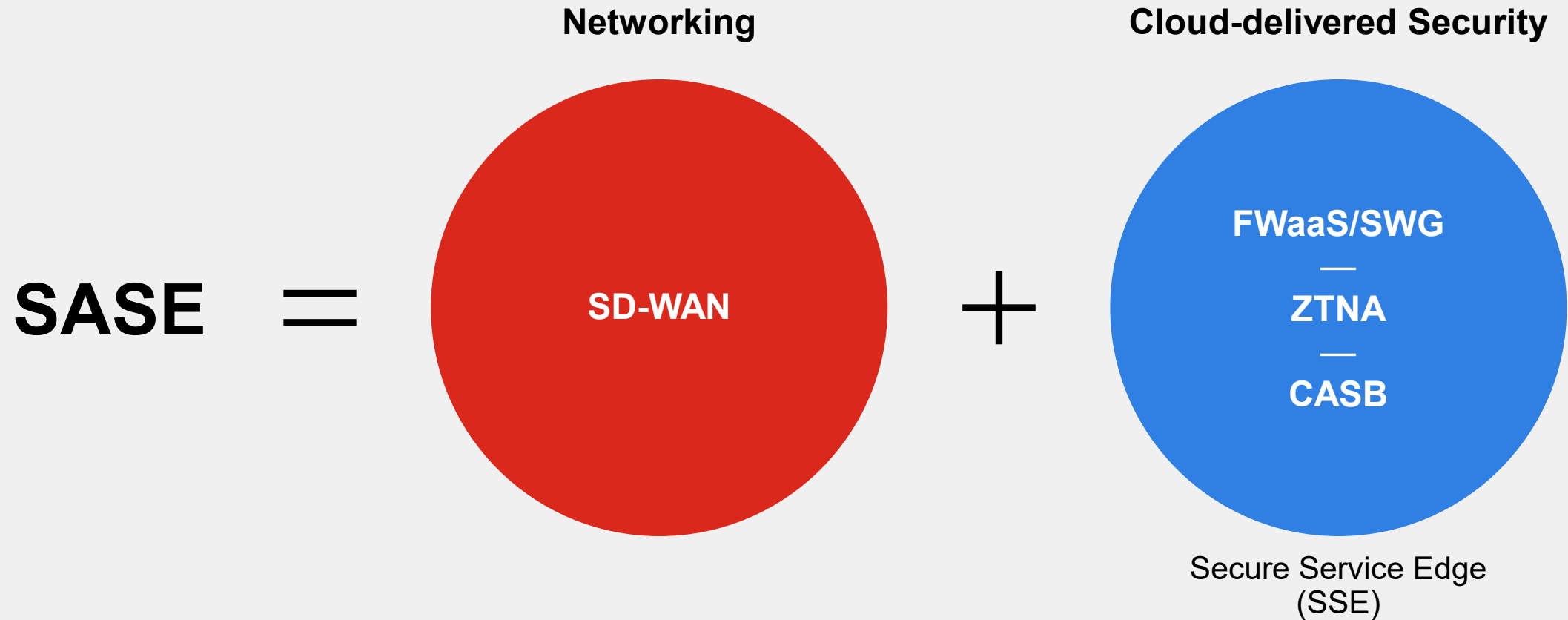
Pragmatic Journey to SASE

With Fortinet's convergence of security & networking everywhere



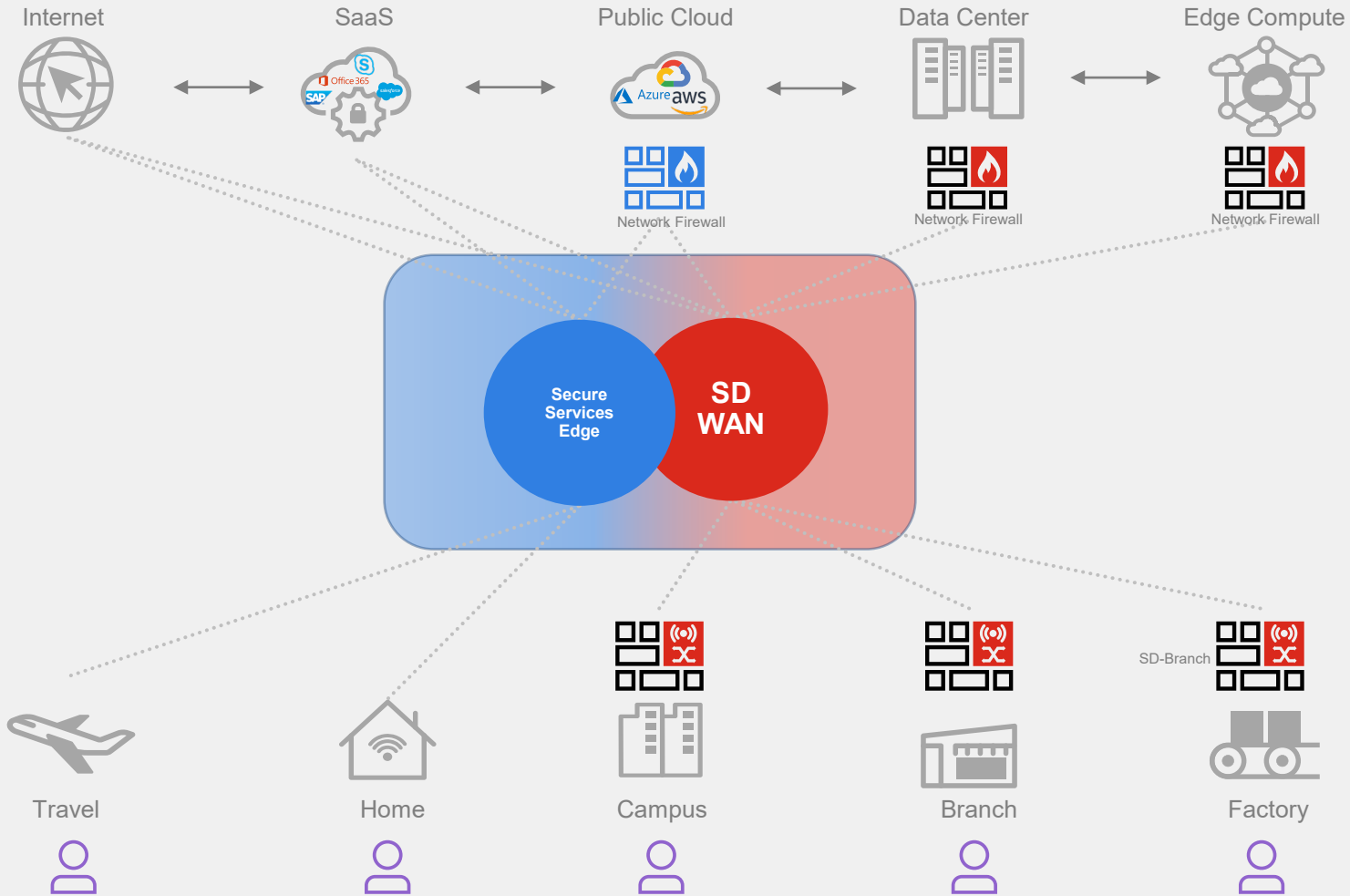
What is SASE (Secure Access Service Edge)?

Cloud-delivered network and security convergence solution for work-from-anywhere



Secure SD-WAN & SASE

Converging Remote Users and On-Premises Network



Convergence



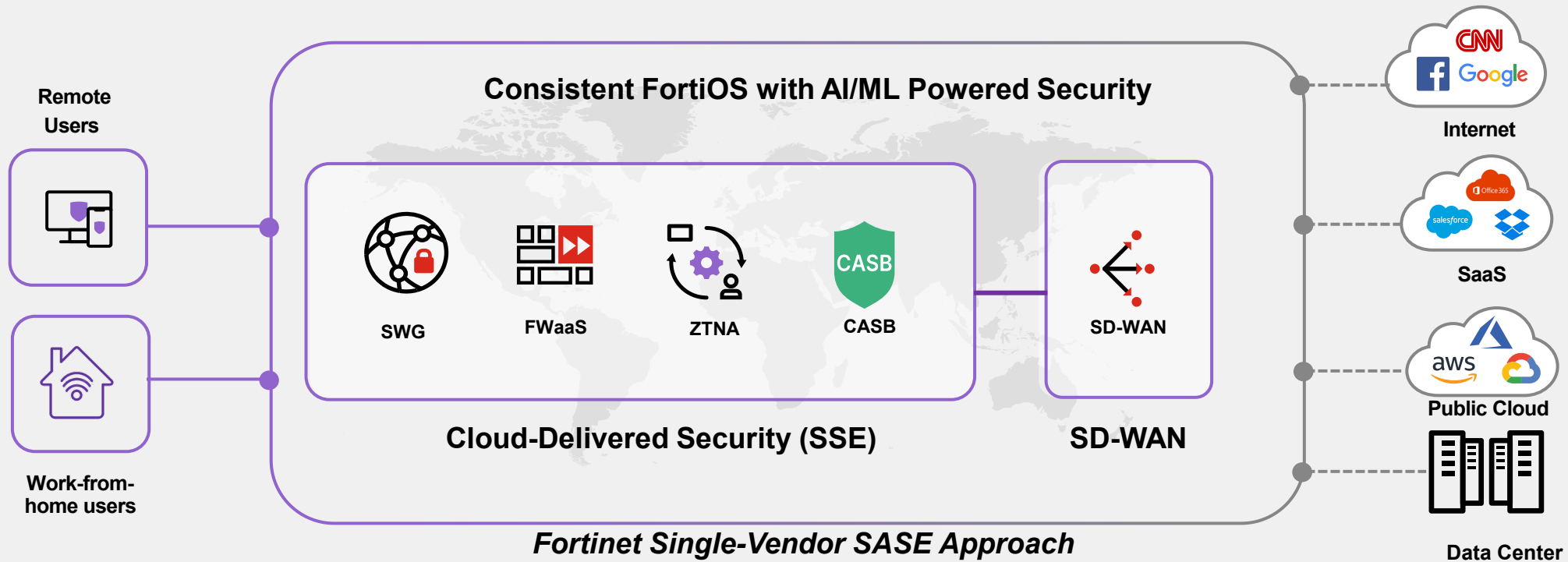
- Network Firewall
- Secure SD-WAN
- SD-Branch
- Security Services Edge
- Universal ZTNA

Consistent Security



- Application Aware
- Intrusion Prevention
- Web Filtering
- DNS Protection
- Sandboxing
- In-Line Sandboxing
- Network Access Control (NAC)
- OT and IoT Security

FortiSASE: Cloud-Delivered Security & Networking



Secure Hybrid Workforce with
Consistent Security

Superior User Experience with
Operational Efficiency

Shift from CAPEX to OPEX
Based model



FortiSASE

Single Vendor SASE with AI-powered Security Services

Securing Remote Users



FortiClient Unified Agent

Thin Edge



FortiExtender



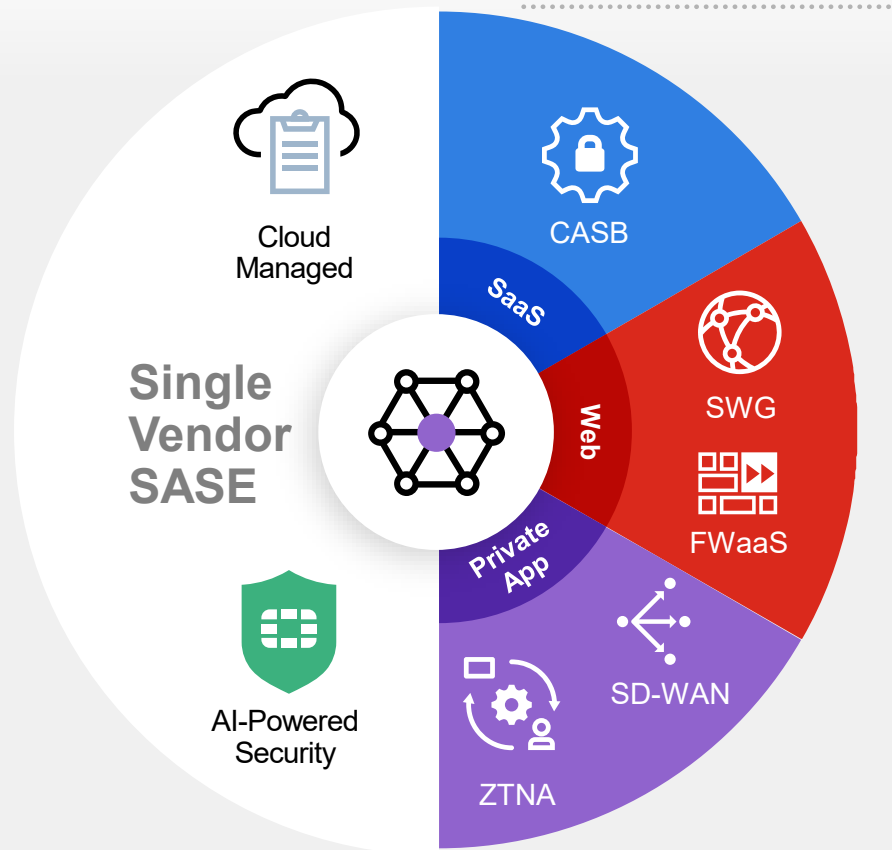
FortiAP

Secure Edges



FortiGate SD-WAN

Cloud-delivered Security & Networking



Improved User Experience

Secure SaaS Access



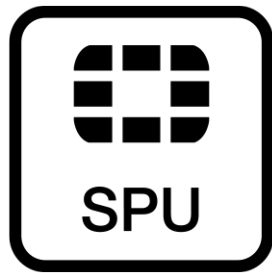
Secure Internet Access



Secure Private Access

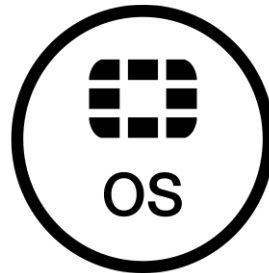


The Fortinet Advantage



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SD-WAN performance
and efficiency



FortiOS

Ties all the Security Fabric's
security and networking
components together



Security Fabric

Organically developed, highly
integrated and automated
cybersecurity platform



Ecosystem

300+ partners
500+ integrations



FORTINET®

	FRIENDSHIP FOYER	UIVERZAAL	VRACHTRUIM	VERTREKHAL	BRIEFINGROOM
08:30 - 09:00	Ontvangst & inschrijving				
09:00 - 09:20		Opening			
09:30 - 10:10		Werkplek Panelsessie	Infradax Overheid Advanced Datacleaning 1/2	Veeam Dataprotectie & recovery	Dynamics Experts CRM
10:20 - 11:00		Security Panelsessie	Infradax Overheid Advanced Datacleaning 2/2	JSR Slimmer Samenwerken	Dell Technologies Datacenter als datawarehouse
11:10 - 11:30	Koffiebreak				
11:30 - 12:10		Datacenter Panelsessie	Infradax Overheid ICT-regievoering	Holm Security Vulnerability Management	Microsoft Microsoft 365
12:20 - 13:00	Lunch groep 1		Cumlaude.ai AI		
13:10 - 13:50	Lunch groep 2		Microsoft Business Applications		
14:00 - 14:40		AI Panelsessie	HPE Hybrid Cloud	Fortinet Networking & Security	
14:50 - 15:10	Koffiebreak				
15:20 - 16:00			Arctic Wolf Detectie en Respons	KPN (Tele)communicatie	
16:10 - 17:00	Borrel				

