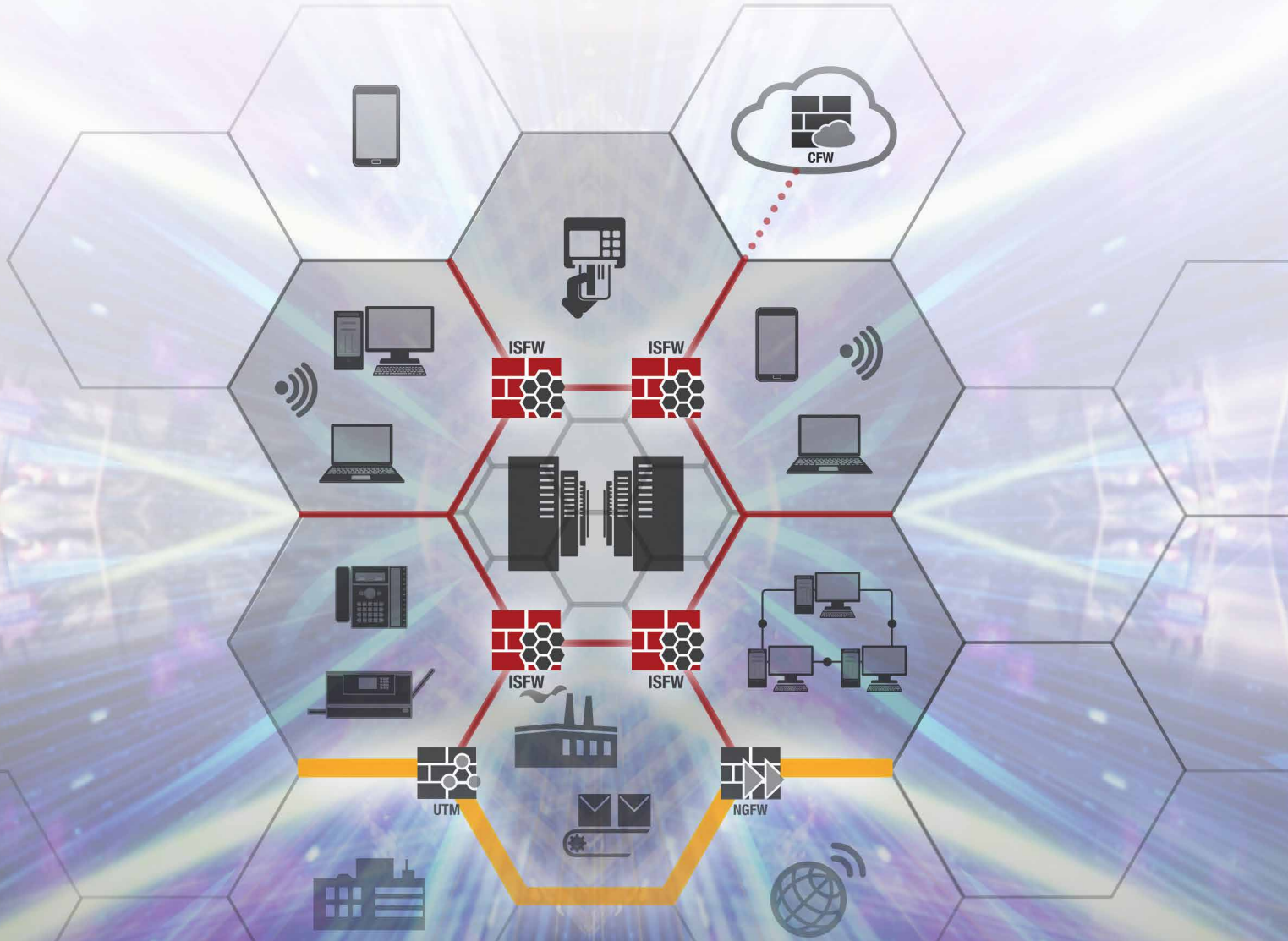
FORTINET

Q1/2016

SECURITY FROM THE INSIDE OUT



DELIVERED BY THE WORLD'S BEST INTERNAL SEGMENTATION FIREWALL

Security Without Compromise

FORTINET

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters:

Sunnyvale, California

Number of Employees: 4,100+

FY 2015 Revenue: $1.009 B

Q4 2015 Revenue: $297M

Q4 2015 Billings: $381M

$1.16B cash and no debt

Profitable

Units Shipped to Date:

2,300,000+

Customers: 265,000+

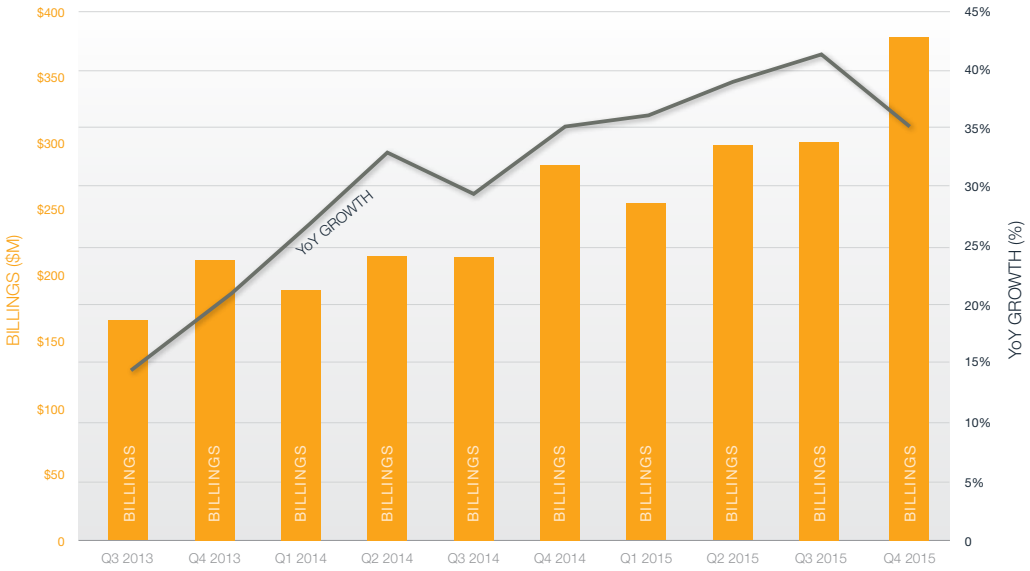
Patents:

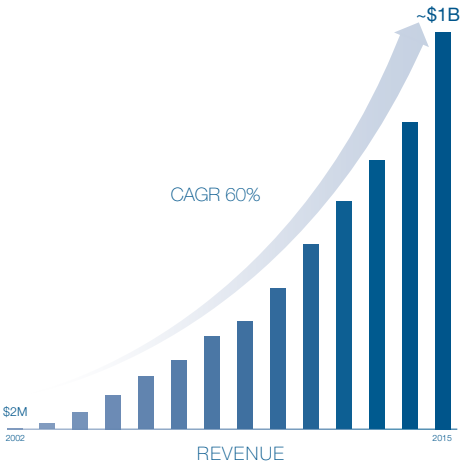
278 patents issued

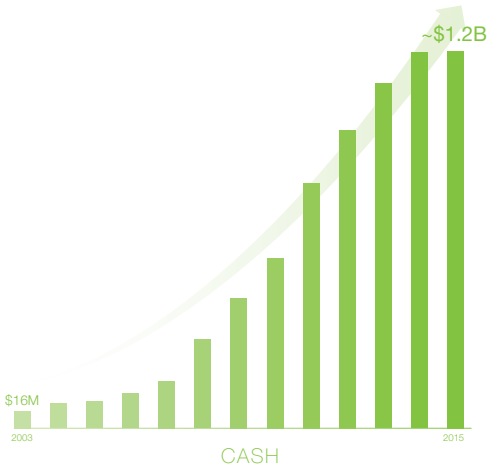
236 patents pending

Overview

Fortinet's mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.







2000
Fortinet Founded

2002
Began Global Sales
FortiGate & FortiOS 1.0
1st FortiASIC *Content Processor*

2003
FortiManager
FortiOS 2.0

2004
Named WW UTM Leader
FG-5000 (ATCA)

2005
FortiOS 3.0
1st FortiASIC *Network Processor*

2006
FortiWiFi

2009
FortiOS 4.0
IPO
FTNT NASDAQ LISTED
1st FortiASIC *System-on-a-Chip*

2010
FortiAP

2012
FortiOS 5.0 & SoC2
1M Units Shipped

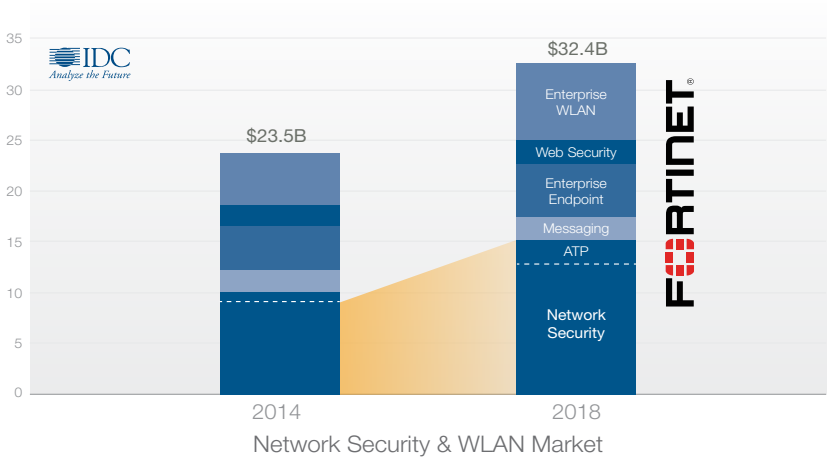
2013
1st 40GbE Port Security Appliance
FortiASIC NP6
FortiSandbox

2014
New HQ
1 Tbps Firewall
1st 100GbE Port Security Appliance

2015
Internal Segmentation Firewall
2M Units Shipped
Acquired Meru Networks

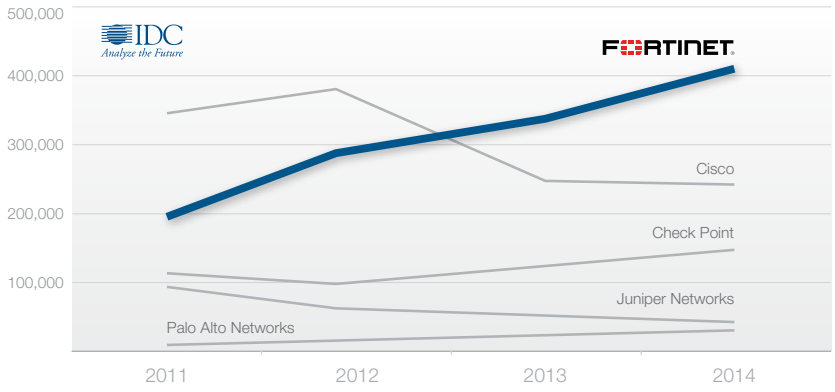
Gaining Share in a Growing Market

Fortinet is a major player in the fastest growing market segment



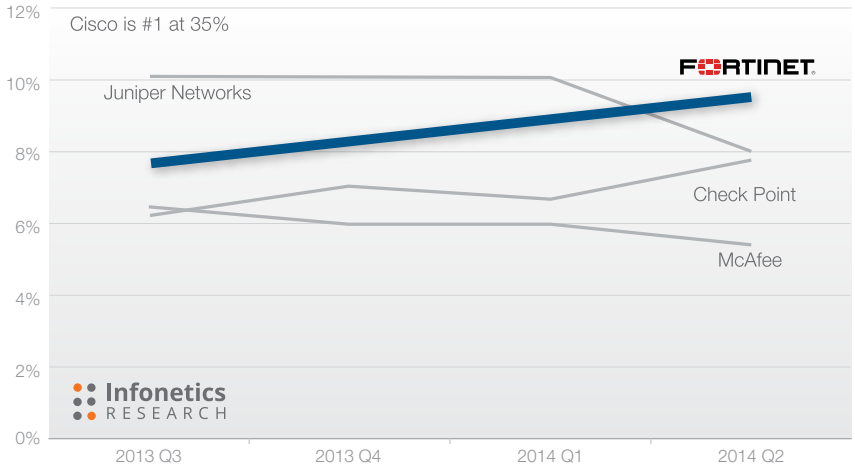
Source:
IDC Worldwide IT Security Products Forecast, 2015-2019
IDC Worldwide Enterprise WLAN 2014-2018 Dec2014, 2019 figure calculated from report CAGR
IDC Worldwide Endpoint Security Forecast, 2015–2019: The Influence of Specialized Threat Detection

Fortinet is the largest network security appliance vendor (units) and growing quickly, according to IDC...

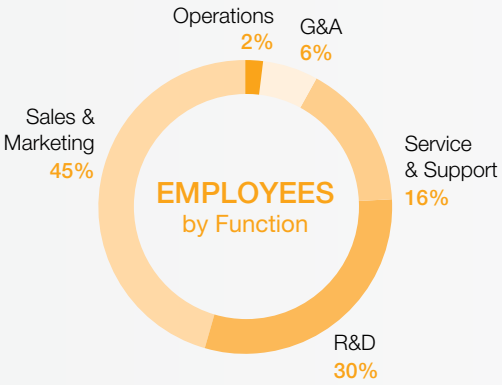


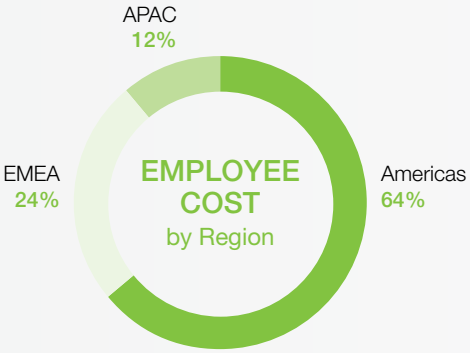
Source: IDC Worldwide Security Appliances Tracker, March 2015 (based on annual unit shipments)

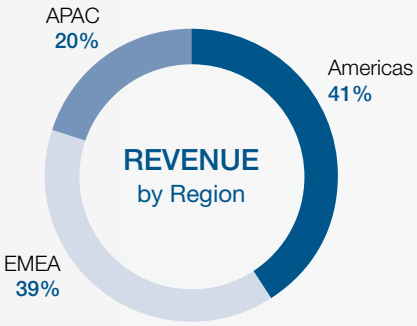
And now the second-largest Data Center Firewall vendor according to Infonetics.

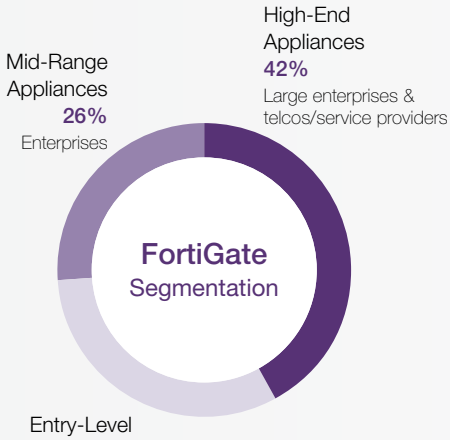


Source: Infonetics Research "Data Center Security Products" Nov. 2014



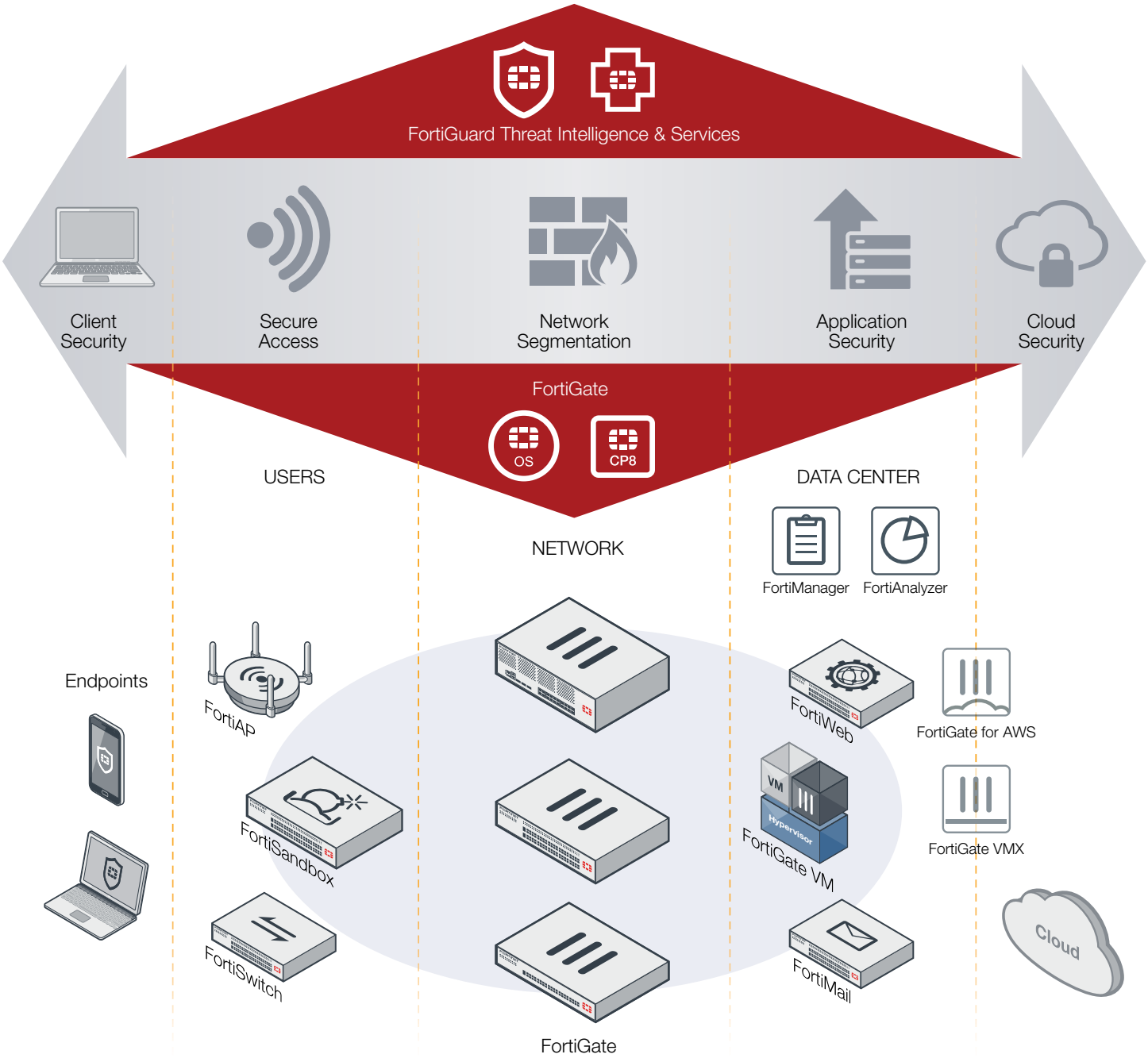






* FortiGate Billings Data

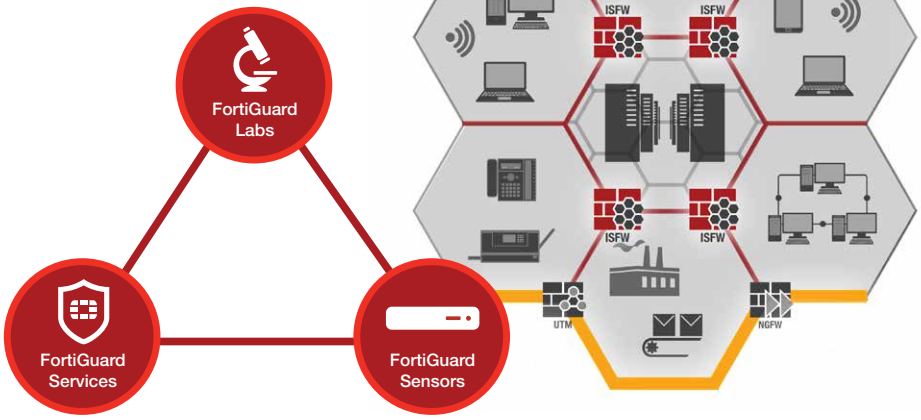
Seamless – *Complexity is the Enemy of Security*



- Requirement - Cybersecurity Platform
- Delivered by FortiOS and Single Pane of Glass Management

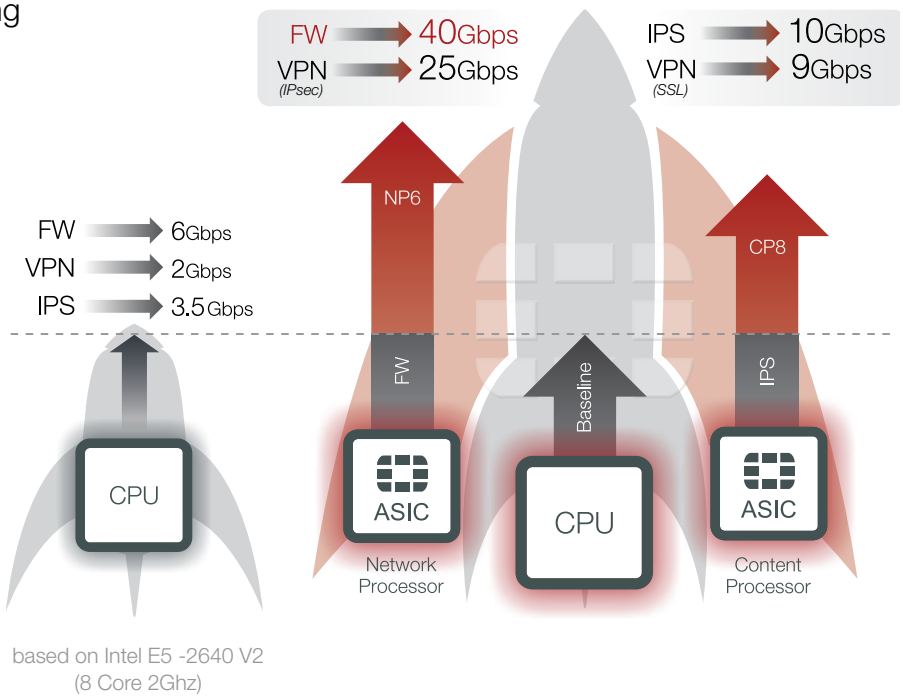
Intelligent – *Today's Security is Borderless*

- Requirement - Global Threat Intelligence and Internal Network Segmentation
- Delivered by FortiGuard and ISFW



Powerful – *Slow is Broken*

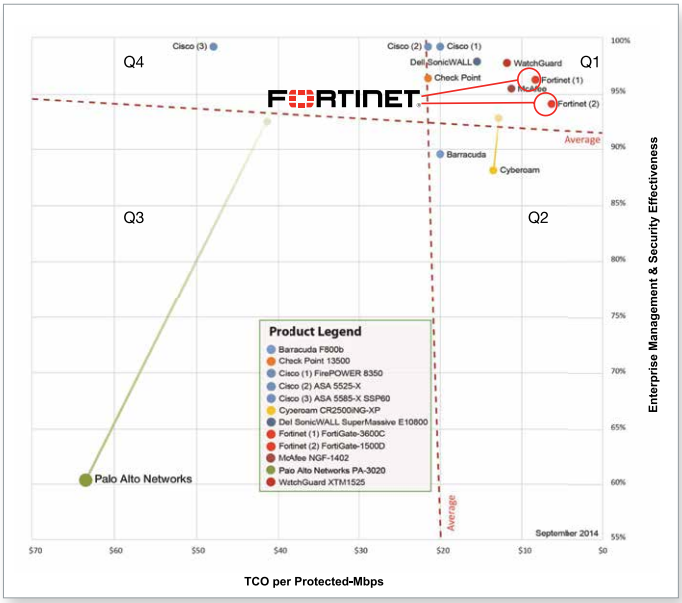
- Requirement - Parallel Path Processing
- Delivered by FortiASIC



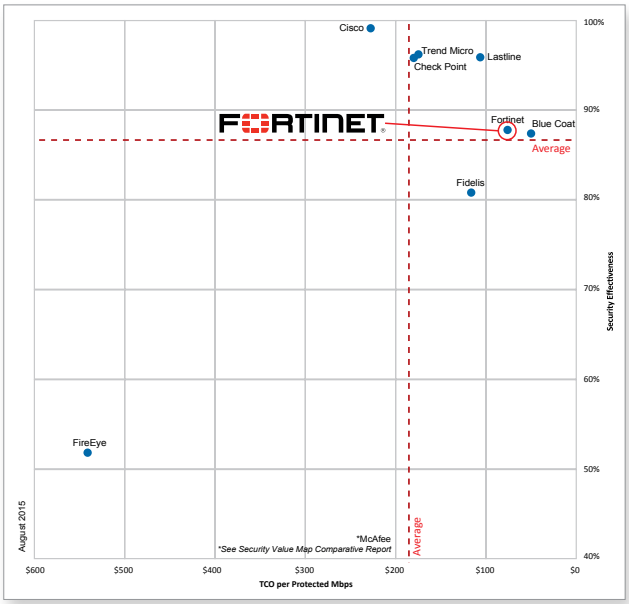
based on Intel E5 -2640 V2 (8 Core 2Ghz)

Independently Tested and Validated Protection

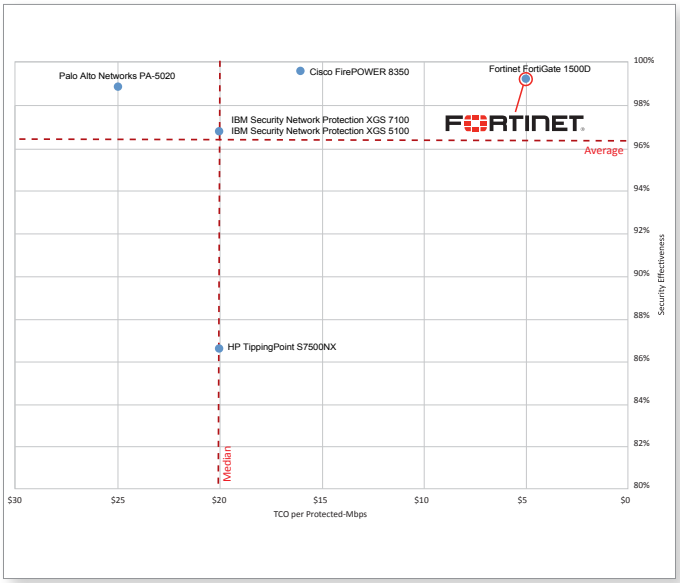
NGFW FortiGate 1500D



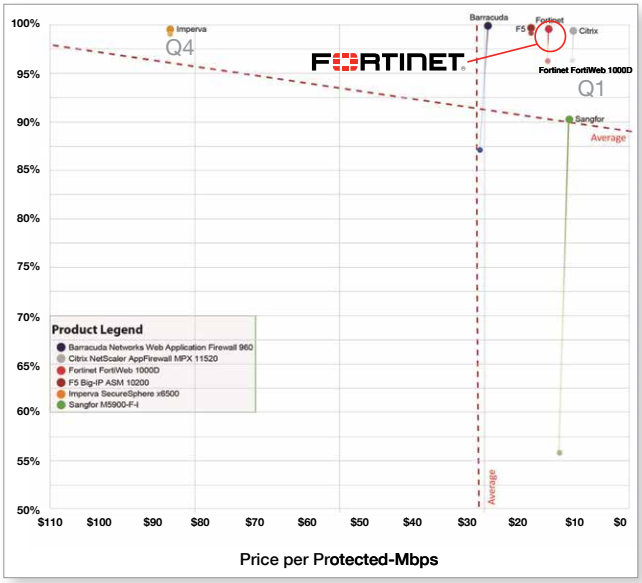
BDS FortiSandbox 1000D



Next Gen IPS FortiGate 1500D



WAF FortiWeb 1000D



Unparalleled 3rd Party Certification

■ RECOMMENDED ☐ NEUTRAL ■ CAUTION

Certification	Fortinet	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
NSS Labs Firewall NGFW	■	■	■ ☐	■	■	X
NSS Labs Data Center Firewall	■	X	X	X	X	X
NSS Labs Breach Detection System	■	■	■	X	X	■
NSS Labs WAF	■	X	X	X	X	X
NSS Labs Next Gen IPS	■	X	■	☐	X	X
NSS Labs Data Center IPS	☐	X	X	X	■	X
BreakingPoint Resiliency Score	■	X	X	☐	X	X
ICSA Firewall	■	■	X	■	■	X
ICSA IPS	■	X	X	X	X	X
ICSA Antivirus	■	X	X	X	X	X
ICSA WAF	■	X	X	X	X	X
ICSA ATD	■	X	X	■	X	X
VB100 Virus	■	■	X	X	X	X
AV Comparative	■	X	X	X	X	X
Common Criteria	■	■	■	■	■	■
FIPS	■	■	■	■	■	■

The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following Real-world Group Tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP Solution that is NSS Labs Recommended from the Data Center to the Edge to the Endpoint in the latest Group Tests.

- NGFW
- NGIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection ("Sandbox")

Certifications

40 Gbps - 1.12 Tbps

FortiGate 5144C

FortiGate 5060

FortiGate 5020

40G

50001D Blade

40G

5903C Blade

100G

5913C Blade

40 - 320 Gbps

100G

FortiGate 3810D

40G

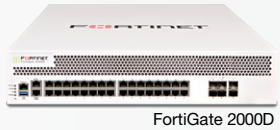
FortiGate 3700D

NEW

FortiGate 3200D

NEW

FortiGate 2500D

NEW

FortiGate 2000D

20 - 80 Gbps

NSS

FortiGate 1500D

FortiGate 1200D

FortiGate 1000D

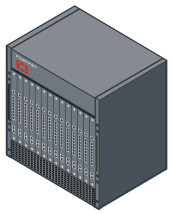
High-Performance Network Security

OS

FortiOS is a purpose-built, security-hardened, and sophisticated network security operating system that is the foundation of all FortiGate platforms.

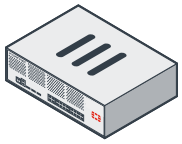
Data Center Firewall (DCFW)/Carrier Class Firewall (CCFW)

Deployment	Service Provider or Enterprise
Form Factor	2U/3U Appliance and Chassis
Interfaces	10, 40 and 100 GbE
FW Throughput	10 Gbps to 1 Tbps
Special Features	Carrier Class



Internal Segmentation Firewall (ISFW)

Deployment	Service Provider or Enterprise
Form Factor	1U/2U/3U Appliance
Interfaces	10, 40 and 100 GbE
FW Throughput	16 to 320 Gbps
Special Features	VDOM Management, Ultra-low Latency



Next-Generation Firewall (NGFW)

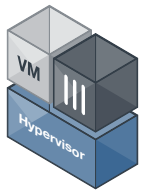
Deployment	Edge or Border Firewall
Form Factor	1U/2U/3U Appliance
Interfaces	1, 10, 40 GbE
FW Throughput	1 to 160 Gbps
Special Features	Advanced Threat Protection

Unified Threat Management (UTM)

Deployment	Distributed Enterprise or SMB
Form Factor	Desktop
Interfaces	High-density 1GbE
Throughput	1 to 3.5 Gbps
Special Features	Wi-Fi, PoE, Ruggedized

Virtual Machine

Deployment	East/West Data Center or Cloud
Form Factor	Hypervisor or Cloud
SDN Integration	Cisco ACI, VMware NSX, OpenStack
UTM Throughput	Hardware Dependent
Hypervisors	All major hypervisors supported

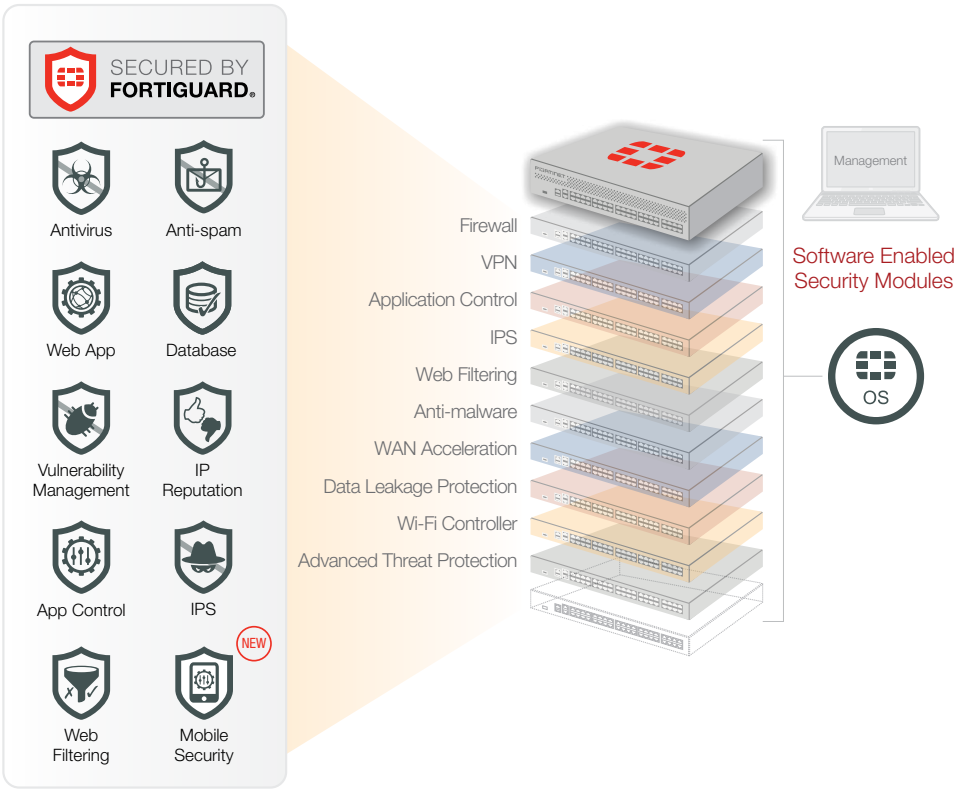


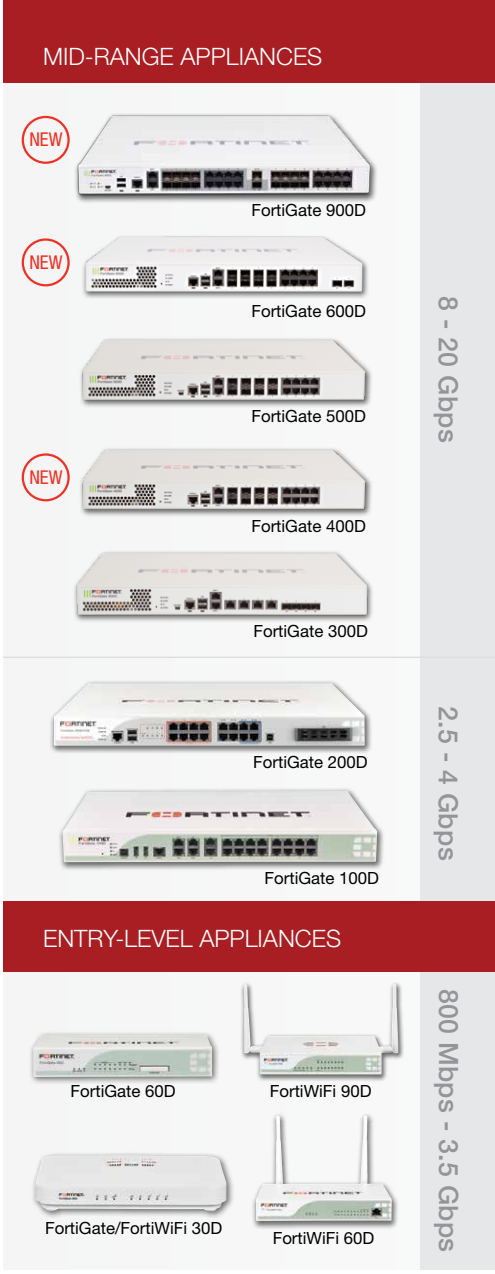
Advanced Threat Protection (ATP)

Deployment	Enterprise Networks
Form Factor	Appliance/Virtual/Cloud
Interfaces	1, 10 GbE
UTM Throughput	1 to 4 Gbps
Special Features	FortiGate/Mail/Client Integration

Platforms

Security Services & Technologies





Pricing Model

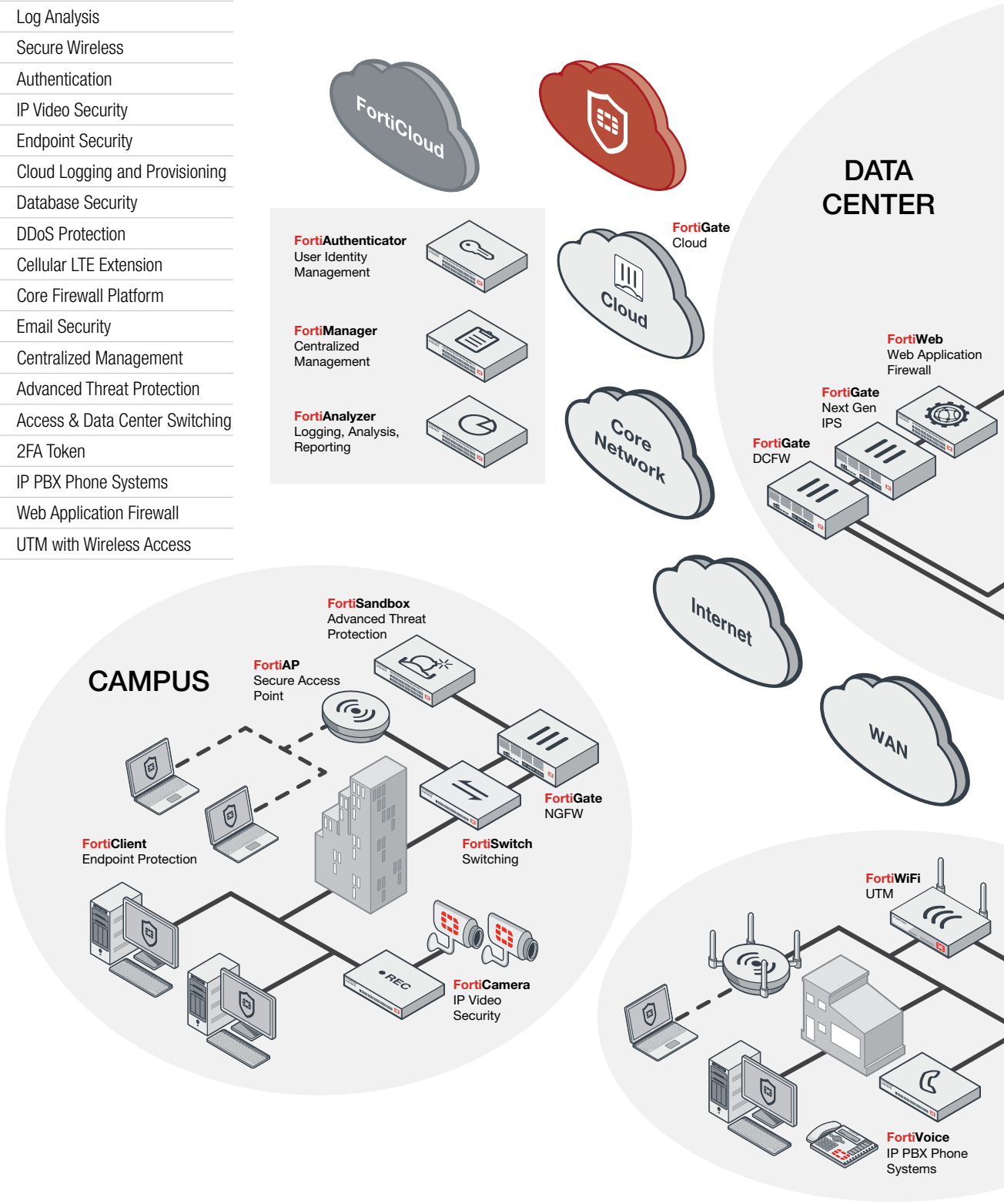
1 **Platform** (FortiGate)	**Deployment Mode** *Edge, Internal Segmentation, Data Center, Branch and Virtual*	&	**# Ports and Speed** *100G, 40G, 10G, 1G, Wi-Fi, 4G/LTE*			
2 **Support** (FortiCare)	**8 x 5 Support** *15% of HW price*	or	**24 x 7 Support** *25% of HW price*	or	**24 x 7 Care** *35% of HW price*	& or **Professional Services** *Daily Rate*
3 **Services** (FortiGuard)	**Individual Services** *(IPS/AC, AV, WF, AS, ATP, MS) 20% of HW Price Each*	or	**UTM Bundle** *(IPS/AC, AV, WF, AS)*	or	**Enterprise Bundle** *(UTM + ATP + MobileSec)*	
			8 x 5 Support *55% of HW Price*	**24 x 7 Support** *65% of HW Price*	**24 x 7 Care** *75% of HW Price*	**8 x 5 Support** *70% of HW Price*	**24 x 7 Support** *80% of HW Price*	**24 x 7 Care** *90% of HW Price*
4 **Term**	**1 Year** *Annual Discount*	**2 Years** *6% off/yr*	**3 Years** *10% off/yr*	**4 Years** *12.5% off/yr*	**5 Years** *14% off/yr*	

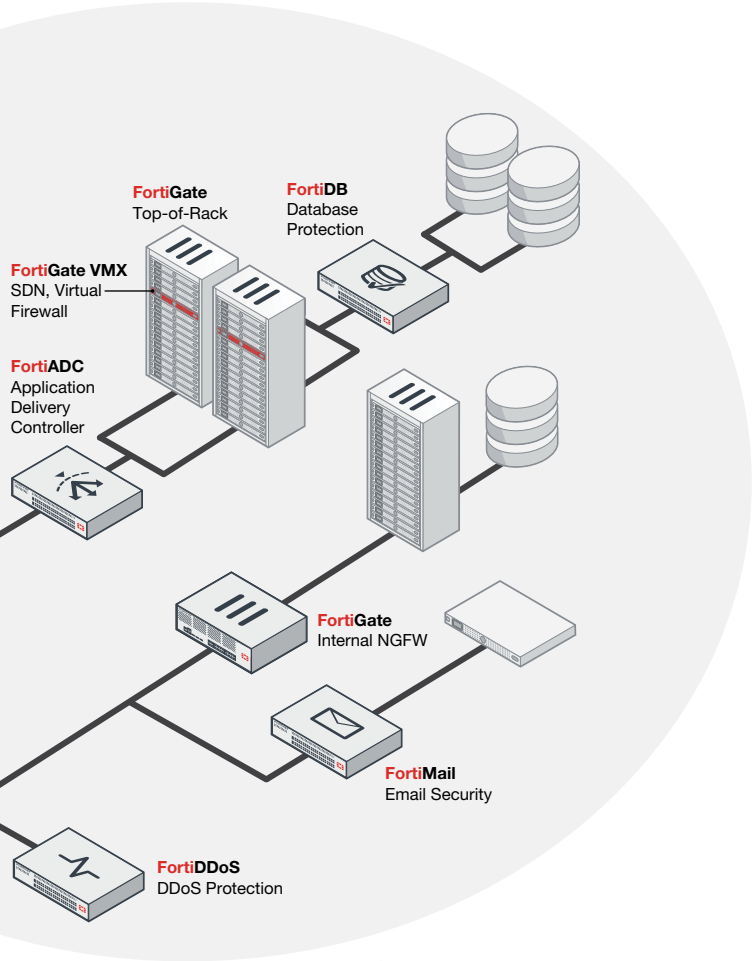
The Fortinet Solution Covers Your Entire Network

Complementary Security Solutions Available

Product List

FortiADC	Application Delivery Controller
FortiAnalyzer	Log Analysis
FortiAP	Secure Wireless
FortiAuthenticator	Authentication
FortiCamera	IP Video Security
FortiClient	Endpoint Security
FortiCloud	Cloud Logging and Provisioning
FortiDB	Database Security
FortiDDoS	DDoS Protection
FortiExtender	Cellular LTE Extension
FortiGate	Core Firewall Platform
FortiMail	Email Security
FortiManager	Centralized Management
FortiSandbox	Advanced Threat Protection
FortiSwitch	Access & Data Center Switching
FortiToken	2FA Token
FortiVoice	IP PBX Phone Systems
FortiWeb	Web Application Firewall
FortiWiFi	UTM with Wireless Access





FortiToken
Two Factor
Authentication

FortiClient
Endpoint Protection,
VPN

FortiExtender
LTE Extension

BRANCH OFFICE

SECURED BY **FORTIGUARD**®

- Intrusion Prevention
- Application Control
- Web Filtering
- Antivirus
- IP Reputation
- Web Application Security
- Vulnerability Management
- Anti-spam
- Database Security

FortiCare

Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East and Asia, FortiCare offers services to meet the needs of enterprises of all sizes.

8x5 Enhanced Support

Premium Services

24x7 Comprehensive Support

Professional Services

Become a Fortinet Network Security Expert!

FORTINET Network Security Expert Program

Fortinet's Network Security Expert (NSE) Program is a new 8-level training and assessment program designed for customers, partners and employees.

Validate your Security Experience

Demonstrate Value

Accelerate Sales

Step	Level Objective
NSE 1	Develop a foundational understanding of network security concepts.
NSE 2	Develop knowledge and skills to sell Fortinet gateway solutions. *(For Fortinet employees and partners only)*
NSE 3 *Sales Associate*	Develop the knowledge and skills required to sell Fortinet Advanced Security solutions. *(For Fortinet employees and partners only)*
NSE 4 *Professional*	Develop the knowledge and skills of how to configure and maintain a FortiGate Unified Threat Management (UTM) appliance.
NSE 5 *Analyst*	Develop a detailed understanding of how to implement network security management and analytics.
NSE 6 *Specialist*	Develop an understanding of advanced security technologies beyond the firewall.
NSE 7 *Troubleshooter*	Demonstrate the ability to troubleshoot internet security issues.
NSE 8 *Expert*	Demonstrate the ability to design, configure, install and troubleshoot a comprehensive network security solution in a live environment.

Visit www.fortinet.com/training to get started!

FORTINET

100+ Offices Worldwide including:

HEADQUARTERS

FORTINET INC.
899 Kifer Road
Sunnyvale, CA 94086
United States
Tel: +1 408 235 7700
Fax: +1 408 235 7737

AMERICAS

CALIFORNIA
894 Ross Drive
Sunnyvale, CA 94089
Tel: 408-215-5300
Fax: 408-215-5301

NEW YORK
1 Penn Plaza, Suite 4400
New York, NY 10119
United States
Tel: +1 646 381 2270

VIRGINIA/WASHINGTON DC
12005 Sunrise Valley Dr, Suite 140
Reston, VA 20191
Tel: 571-449-8375

FLORIDA
13450 W. Sunrise Blvd., Suite 430
Sunrise, FL 33323 United States
Tel: +1 954 368 9991

7650 Courtney Campbell Causeway
Suite 300
Tampa, FL 33607
Tel: 877-952-6725
Fax: 813-288-8626

BRITISH COLUMBIA
Still Creek Campus
4190 Still Creek Drive, Suite 400
Burnaby, BC V5C 6C6
Canada
Tel: +1 604 430 1297
Fax: +1 604 430 1296

OTTAWA
1826 Robertson Road
Ottawa, ON K2H 5Z6
Canada

MEXICO
Paseo de la Reforma 412 piso 16
Col. Juarez C.P. 06600
México D.F.
Tel: +52 55 5524 8428

EMEA

EMEA SALES OFFICE
905 rue Albert Einstein
Valbonne
06560, Alpes-Maritimes, France
Tel +33 4 8987 0500
Fax +33 4 8987 0501

FRANCE
TOUR ATLANTIQUE
11ème étage,
1 place de la Pyramide
92911 Paris La Défense Cedex
France
Sales: +33 1 8003 1655

AUSTRIA
Wienerbergstrasse 7/D/12th floor,
1100 Vienna
Austria
Sales: +43 1 22787 120
Fax: +43 1 22787 200

BELGIUM/LUXEMBOURG
Pegasuslaan 5
1831 Diegem
Belgium
Sales: +32 0 2 716 49 27
Fax: +32 0 2 716 47 27

CZECH REPUBLIC
Pekarska 10
150 00 Prague 5
Czech Republic
Sales: + 420 773 788 788
E-mail: csr_sales@fortinet.com

GERMANY
Feldbergstraße 35
60323 Frankfurt
Germany
Sales: +49 69 310 192 0
Fax: +49 69 310 192 22

Landsbergerstrasse 155
80687 München
Germany
Tel: +49 89 57959663

IRELAND
28-32 Upper Pembroke Street
Dublin
Ireland
Sales: +353 1 6087703

ISRAEL
6 Hachoshlim St., 1st Floor
P.O. Box 12006
Herzliya Pituach 46722
Israel
Sales: +972 77-6935670

ITALY
Via del Casale Solaro, 119
00143 ROMA
Italy
Sales: +39 06 51573 330
Fax: +39 06 51573 390

POLAND
59 Zlota Str.
LUMEN Bldg (In OFFICE, 6th floor)
00-120 Warsaw, Poland
Sales: +48 22 449 00 29

PORTUGAL
Avenida D. João II, nº 50 - 4º Piso -
Edifício Mar Vermelho Parque das Nações
1990-095 Lisboa
Portugal
Sales: +351 91 289 59 64

RUSSIA
Trubnaya Str. 12
Millenium House (3rd Floor)
107045 Moscow
Russian Federation
Sales: +7 495 795 0649

SPAIN
Camino Cerro de los Gamos,
1. Edificio 1. Pl. 1
28224 Pozuelo de Alarcón
Madrid, Spain
Sales: +34 91 790 11 16
Fax: +34 91 790 11 12

SWEDEN
Isafjordsgatan 39B
16440 Kista
Sweden
Sales: +46 70 237 9090

SWITZERLAND
Riedmuehlestr. 8
CH-8305 Dietlikon, Zurich
Switzerland
Sales: +41 44 833 68 48

THE NETHERLANDS
Hardwareweg 4
3821 BM Amersfoort
The Netherlands
Sales: +31 0 33 454 67 50
Fax: +31 0 33 454 66 66

TURKEY
Saray Mah. Doktor Adnan Büyükdeniz
Cad.
No:4 Akkom Ofis Park 2
Blok Kat:10
Ümraniye-Istanbul 34768
Office: +90 216 250 3259/60

UNITED ARAB EMIRATES
Suite 105
Arjaan Business Tower
Dubai Media City
P.O. Box 502276, Dubai
United Arab Emirates
Sales: +971 4 423 9601
Fax: +971 4 426 4698

G01-6WA, West Wing, Building 6,
Block A
Dubai Airport Free Zone
Dubai, UAE
Tel: +971-4-2146057
Fax: +971-4-2146059

UNITED KINGDOM FORTINET (UK) LTD.
Fortinet (UK) Ltd.
Floor 6, 120 Old Broad Street
London, EC2N 1AR
United Kingdom
Sales: +44 0 207 868 1715
Fax: +44 0 2032079129

APAC

APAC SALES OFFICE
300 Beach Road 20-01
The Concourse
Singapore 199555
Tel: +65 6395 2788
Fax: +65 6295 0015

AUSTRALIA
Level 7, 2-10 Loftus Street
Sydney, NSW 2000
Australia
Tel: +61 2 8007 6000
Fax: +61 2 8007 6009

Level 1, 483 Riley Street
Surry Hills NSW 2010
Australia
Tel: +61 1300-148-000

CHINA
12FL, Zhongxin Plaza,
52 North Fourth-Ring West Road,
Haidian District
Beijing,100080, China
Tel: 8610 6296 0376
Fax: 8610 6296 0239

HONG KONG
Fortinet International, Inc.
Suite 1508-10, Cityplaza One,
Taikoo Shing,
Hong Kong
Tel: +852 3708 3500

INDIA
Fortinet Technologies India
Pvt Ltd
No. 9, Esquire Centre,
Ground Floor, B Wing,
M.G. Road,
Bangalore 560 001.
Ph: 080 41321689/ 99

Fortinet Technologies India Pvt Ltd
703, Powai Plaza, 7th floor,
Powai, Andheri (E),
Mumbai 400076 I INDIA
Office: +91 22 67252515, 25704691

3/1 Ground & First Floor
Salarpuria Adonis
Binnamangala
Old Madras Road
Indira Nagar
Bangalore - 560038
Tel: +91 80 66961000
Fax: +91 80 66961082

INDONESIA
50/F Menara BCA Grand Indonesia
Jl. MH. Thamrin No. 1
Jakarta 10310
Indonesia
Tel: 62 21 2358 4548
Fax: 62 21 2358 4401

JAPAN
8th Fl., Sumitomo Fudosan
Roppongi-dori Bldg.
7-18-18, Roppongi, Minato-ku,
Tokyo, 106-0032
Japan
Tel: +81 3 6434 8531
Fax: +81 3 6434 8532

5F Nomura 3rd Building
2-19, Kanda Suda-cho, Chiyoda-ku
Tokyo 101-0041, Japan
Tel: +81 3 5297 1221
Fax: +81 3 5297 1222

KOREA
15th Fl. Haeam Bldg., 983-1,
Daechi-dong, Gangnam-gu, Seoul,
Korea(135-280)
Tel : +82-70-7126-1111
Fax: +82 2 512 5998

Leaders Building 205 Ho,
Jangmi-Ro 42, Bundang-Gu,
Sungnam city, Kyonggi-Do,
Korea. Zip : 463-828
Tel : +82 31 707 9932
Fax: +82 31 707 9972

MALAYSIA
Suite 33A-02/03, Level 33A
Menara Keck Seng
203, Jalan Bukit Bintang
55100 Kuala Lumpur
Malaysia
Tech Support: +603 2711 7391
Sales: +603 2711 1770
Sales Fax: +603 2711 1772

PHILIPPINES
32nd Street., One World Place,
Bonifacio Global City,
Taguig City 1634, Philippines
Tel: +632-808-8798
Fax: +632-621-0646

TAIWAN
2F, No. 176, Xing'ai Rd,
Nei-Hu Dist.
Taipei City, 11494, Taiwan
Tel: 886 2 2796 1666
Fax: 886 2 2796 0999

THAILAND
Level 25, Unit ML2511
The Offices at Central World
999/9 Rama 1 Road
Bangkok 10330, Thailand
Tel: +66 2 658 658 12

www.fortinet.com

Follow Us:

FTNT NASDAQ LISTED

Copyright © 2016 Fortinet, Inc. All rights reserved. Fortinet®, FortiGate®, FortiCare® and FortiGuard®, and certain other marks are registered trademarks of Fortinet, Inc., and other Fortinet names herein may also be registered and/or common law trademarks of Fortinet. All other product or company names may be trademarks of their respective owners. Performance and other metrics contained herein were attained in internal lab tests under ideal conditions, and actual performance and other results may vary. Network variables, different network environments and other conditions may affect performance results. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel, with a purchaser that expressly warrants that the identified product will perform according to certain expressly-identified performance metrics and, in such event, only the specific performance metrics expressly identified in such binding written contract shall be binding on Fortinet. For absolute clarity, any such warranty will be limited to performance in the same ideal conditions as in Fortinet's internal lab tests. Fortinet disclaims in full any covenants, representations,and guarantees pursuant hereto, whether express or implied. Certain offerings mentioned herein may not be generally available, and Fortinet reserves the right to change, modify, transfer, or otherwise revise this publication without notice, and the most current version of the publication shall be applicable.

Revision: Q1 / 2016 v3 03.01.16