



## Connected UTM:

### Optimized Security and Simplicity for Complex Small and Medium Business Networks

Deploying effective network security has always been challenging for Small and Medium Business networks sharing the same threat environment with larger organizations yet with limited resources with which to defend themselves. They look to you to be a trusted advisor to help them:

- Deliver comprehensive network security that can protect against sophisticated attacks across a wide range of locations
- Support new initiatives, like enabling secure wireless guest access or integrating mobile devices into your network
- Meet compliance requirements and ensure business continuity while reducing total cost of ownership

Fortinet's Connected UTM solution delivers a proven, comprehensive security platform that optimizes your customers' network. It integrates a wide range of network security functions into a single device, giving them unmatched visibility over their applications, data, and users. Its integrated wireless controller supports wireless access points for consistent policy enforcement of all wired and wireless traffic.

## Small / Medium Business Challenges

- Security
- Availability
- Performance
- Visibility
- Scalability
- Controlling Costs
- Limited IT Resources

## Connected UTM Solution

The Fortinet Connected UTM solution allows you to provide the following benefits to your customers:

- Increase protection
- Improve performance
- Reduce complexity
- Lower costs
- Enable new technology initiatives
- Meet compliance requirements
- Ensure business continuity

## Small Locations, Big Challenges

Traditional network security technologies in Small and Medium Business environments have become increasingly complex and difficult to manage, as they developed over time to meet various requirements. The wiring closet in your customers' remote or branch office, retail location or health care facility usually includes the following technologies, each independent of the other:

- Firewalls, antimalware, and intrusion prevention devices for security
- Switches for compliance-driven data segmentation and expanded network capacity
- Wireless controller and access points for staff WiFi access
- DSL or cable modems for network access
- WAN routers for connectivity to central office / hospital / headquarters
- 4G modems for business continuity

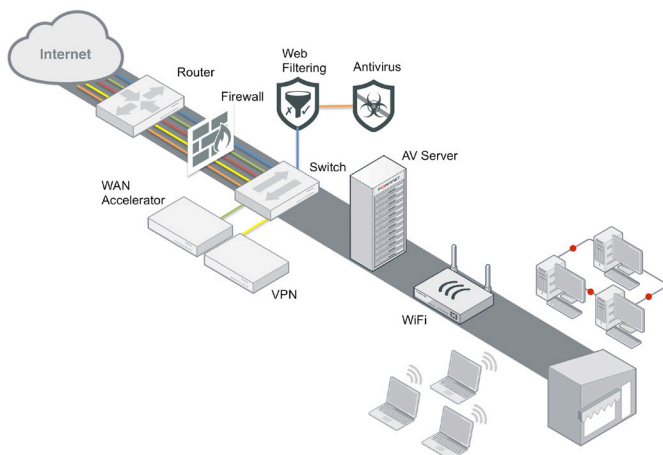


Figure 1: Typical Complex Network in a Small / Medium Business

As networks deployed multiple devices and technologies from different vendors, it created a number of challenges, including:

- Multiple systems that are difficult to deploy, configure, and maintain
- Security holes caused by separate devices and lack of central management
- Compliance problems caused by lack of visibility and inability to enforce policies consistently
- New initiatives (like wireless POS) that usually require specialized hardware

## Connected UTM by Fortinet

Fortinet's Connected UTM solution provides your customers with a single, proven high-performance platform for all of their network security requirements that is both comprehensive and cost-effective. Unlike other UTM devices that combine a few security technologies into a single device, Connected UTM allows you to optimize your customers' Small or Medium network by using a single security platform to deliver a wide range of centrally managed security, access, and connectivity technologies.



Figure 2 – Centrally manage security, access, and connectivity

## Integrated Security Foundation

Connected UTM starts with the FortiGate network security device at its foundation. Every FortiGate device, from the smallest desktop unit to the largest chassis-based system, offers the same broad range of integrated Network Security features, to protect a network from today's sophisticated threat environment. Fortinet licenses these technologies on a per-device basis, meaning there are no hidden costs for additional modules or users to count when your customers want to add more protection. These security technologies include:

- Application Control: Identify and control applications on a network regardless of the port, protocol, or IP address used
- Advanced Threat Protection: Sophisticated on-device and cloud-based detection and mitigation techniques block Advanced Persistent Threats (APTs) that target specific people or functions within an organization, and use extensive evasion techniques to remain stealthy for long periods before exfiltrating data
- Web/Content Filtering: Combines sophisticated filtering capabilities together with a powerful policy engine and cloud-based model to create a high performance and flexible web content filtering solution
- Integrated Wireless LAN Controller: Manages FortiAP thin access points and FortiWiFi thick access points to deliver comprehensive threat management and consistent policy enforcement for wired and wireless networks, including rogue access point detection
- IPS: Intrusion Prevention Systems monitor, log, identify and block malicious network activity

- **DLP:** Sophisticated pattern matching to prevent unauthorized communication of sensitive or regulated data through the corporate perimeter
- **Antimalware:** Real-time protection against the installation of malicious software

## Unmatched Performance

Fortinet delivers the highest performing Network Security products in their classes, to ensure your customers' Network Security doesn't become a network bottleneck. Purpose-built FortiASIC processors provide the high throughput and low latency they need to deploy multi-layered security while meeting ever-increasing bandwidth requirements.

## All-in-one Access and Connectivity

Fortinet's Connected UTM solution also provides the networking technologies your customers need to simplify their complex networks. Every FortiGate and FortiWiFi model offers a built-in Ethernet switch with the highest number of ports in their class. These switched ports enable data segmentation for regulatory compliance or best practices. However, if your customers need more connectivity you can also expand their network with FortiSwitch Ethernet switches.

The FortiWiFi models also incorporate a wireless access point to eliminate the need for a separate access point in smaller locations. With the integrated Wireless Controller in every FortiGate and FortiWiFi device, your customers can plug in FortiAP Wireless Access Points as well. These APs support the latest wireless standards including 802.11ac for fast and reliable wireless data throughput. The FortiExtender 4G Wireless WAN Extender allows for the separation of a FortiGate device from the 4G antenna for improved performance and physical security.

## Freedom and Flexibility with PoE

Many FortiGate appliances offer Power over Ethernet (PoE) support. With PoE, your customers can easily extend their network and install PoE-powered devices where they need them by simply connecting an Ethernet cable, as PoE devices do not need a separate power installation.

## Centralized Management

Your customers can easily enforce policies for all of the different wired and wireless devices, kiosks, systems, and terminals in their network from a "single pane of glass" console by connecting those devices to the FortiGate UTM. Regardless of whether they're using only a few ports on a compact FortiGate

device or dozens of ports on a high port density FortiGate model to consolidate and simplify their network, FortiGate provides the visibility and centralized management they need.

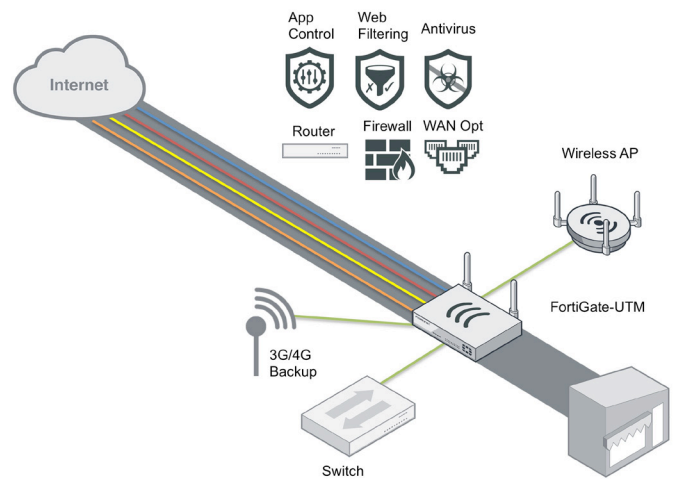


Figure 3 – Connected UTM Secures and Simplifies a Network

## The Benefits of Fortinet's Connected UTM

With Connected UTM your customers get a security and network solution that's future ready, expands easily to enable new services, and simplifies their overall infrastructure.

## Future-Ready Scalability

There are no limits to how many locations you can protect with Fortinet's Connected UTM solution. Fortinet's proven technology allows your customers to scale to any size deployment, whether they have eight locations to protect or 80. We protect many of the world's largest networks and offer unmatched scalability and centralized management.

## Enabling New Services

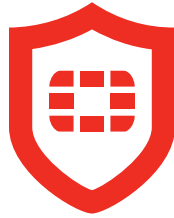
Fortinet's Connected UTM is ultimately a Service Platform, enabling and securing a rich set of services. For example, Retail & Convenience Stores are actively pursuing new technologies to attract and retain customers, such as Retail Analytics, Targeted Advertising, Social Wi-Fi and Smart Signage to name a few. The Fortinet Connected UTM solution creates a platform to securely deliver these innovative new technologies.

## Market Leadership

Fortinet is the market leader in UTM, and a global leader in protecting Small and Medium Businesses. Fortinet is recognized by IDC as a worldwide leader in the UTM market and by Gartner as a leader in their UTM Magic Quadrant for the last five years.<sup>1</sup>

## FortiGuard Labs

The FortiGuard Labs global threat research team consists of over 200 researchers and analysts dedicated to analyzing the entire threat spectrum. The researchers work with world class, in-house developed tools and technology to study, discover and protect against breaking threats. The FortiGuard Labs team develops the content for the FortiGuard Subscription Services, which is available to all FortiGate platforms. Through these Subscription Services, your customers can rest assured their Fortinet security platforms are performing optimally and protecting their corporate assets with the latest security technology



## The Complete Solution

Only Fortinet delivers a complete, proven, and scalable all-in-one solution that can meet your customers' security and network challenges for any size network. With its wide range of security technologies, simple per-device pricing and high performance, the FortiGate family of Network Security appliances is the right solution for your customers' growing organizations.

The Fortinet Connected UTM solution delivers the single network security platform to optimize their complex network and deliver the core security and networking functions they need while enabling new business initiatives and keeping costs low.

## Enabling the "Stores of the Future"

Fortinet's Connected UTM solution protects many Small and Medium Businesses around the world. The Retail industry is one market segment that relies on Fortinet Connected UTM to provide the integrated high performance security and networking technologies to protect their network, achieve PCI compliance, ensure business continuity, and enable 'stores of the future' initiatives.

**PCI Compliance:** Rogue AP Detection, Physical and Virtual Data Segmentation, Antimalware, Intrusion Prevention, and Vulnerability Scanning

**Continuity:** FortiGate UTM devices in every store deployed in a High Availability configuration ensure Business Continuity by supporting dual Cable or DSL, 4G and even V.90 dial-up access at every location. High-end FortiGate devices at the Data Center aggregate the data from the stores, and FortiManager and FortiAnalyzer provide Centralized Management, Reporting, and Analysis.

**New Services:** Using the network to develop a competitive advantage by aggressively pursuing new business opportunities related to one-to-one marketing to visitors to its stores and better monetizing the retail space with "Store-in-a-Store" initiatives. The Fortinet Connected UTM approach provides the infrastructure to support these new services, including Retail Analytics, Data Mining, Wireless VOIP, Digital Signage, Social WiFi, Wireless Inventory Management, Wired POS, Wireless Kiosks, and Secure WiFi Guest Access.

<sup>1</sup> Gartner "Magic Quadrant for Unified Threat Management" by Greg Young and Jeremy D'Hoinne, July 19, 2013



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