

FORTINET SMB SUMMIT

SMB in the platform ERA

Nov 7th 2024 | Athens, Greece

Lampros Gkanavias IDEAL Technology Presales Engineer



Network Security – Business Challenges



Management complexity

Different configurations and managements of point products leading to human errors



Hight Total Cost of Ownership

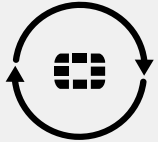
Additional licenses for nonintegrated solutions



Scalability

Complex deployments and lack of available skilled staff

Why FortiGate NGFW for SMB?



Peace of Mind with enterprise-class security

FortiGate with AI-powered FortiGuard services provides unified protection to stop known/unknown cyberthreats from all attack surfaces.



Risk Reduction with centralized visibility

Intuitive FortiGate Cloud gives SMBs a real-time view of their network traffic, and how applications, users, and threats may impact the network.



Simplified Management for better user experience

FortiGate enables SMBs to manage connected Fortinet products seamlessly from a single platform without complicated and time-consuming configurations.



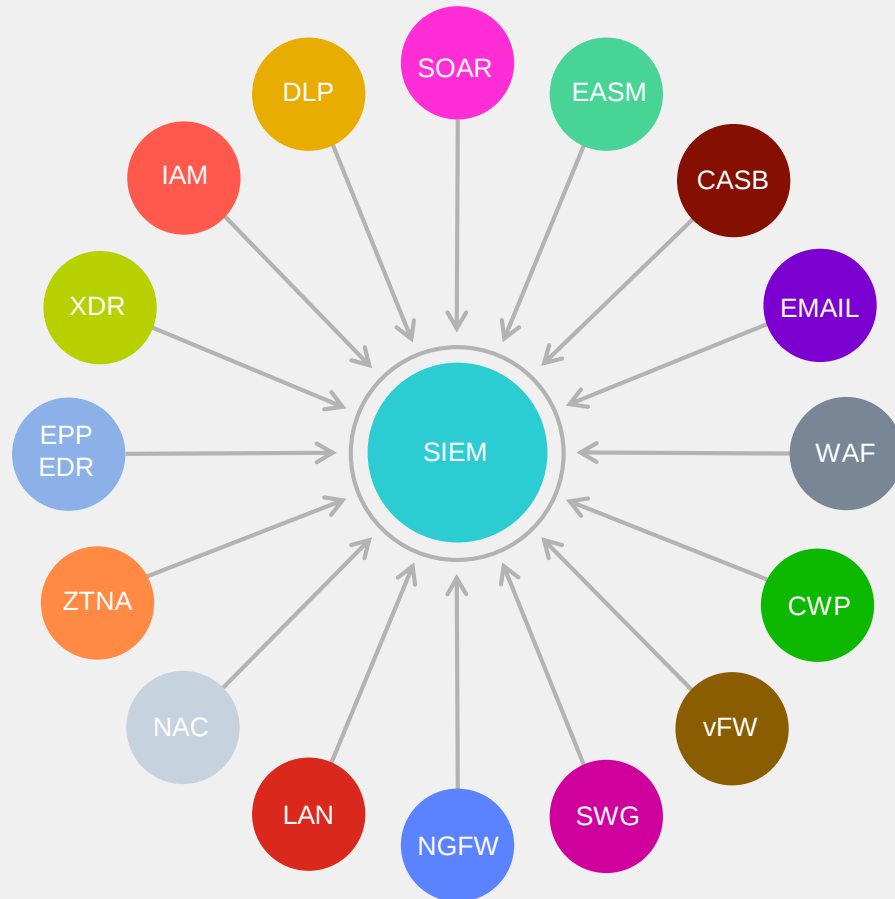
Cost Savings from integrated and automated solution

Converged security and networking with included ZTNA and SD-WAN features help SMBs save more while optimizing secure access and network performance.

Product Integrations vs a Security Fabric

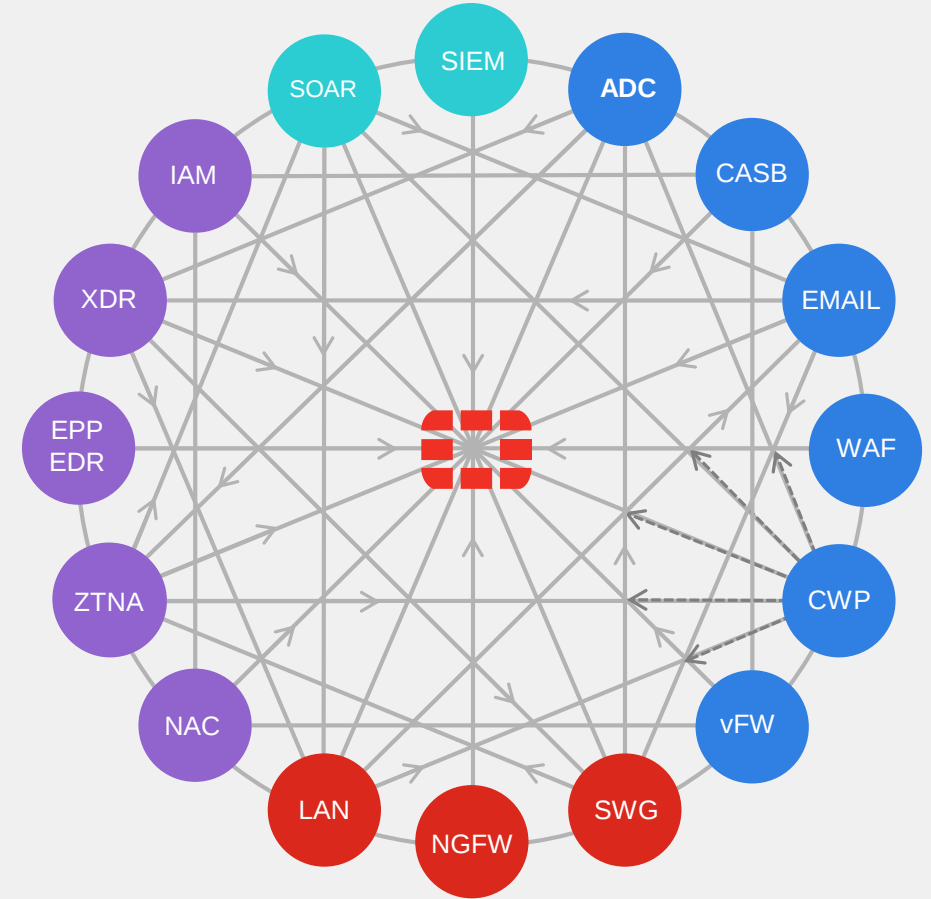
A SIEM is not a Mesh

Cybersecurity Point Products



Most Vendors

Cybersecurity Platform Approach

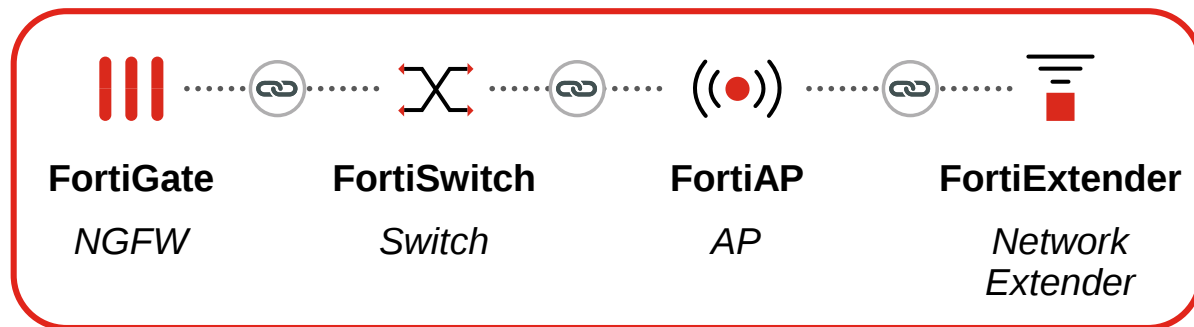


Fortinet Security Fabric



Network Security

Components:



Powered by the same OS



FortiLink

Fortinet's Network security solution offers:



Convergence

One Console, One Config



Reduced costs

Fewer Licenses
Simplified Operations



Flexibility

Easy Deployment,
Plug-and play



Fortinet Secure LAN Edge via FortiLink

Direct control, configuration, and management through FortiOS

Configuration

- Agile deployment auto discovery

Control

- Extends the next-generation firewall (NGFW) features and inspection to the LAN

Management

- A significant step beyond centralized management
- Included with FortiOS, no additional licenses



Network Security Components

FortiGate



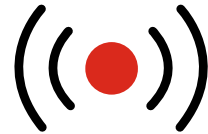
17+ models

Next Generation Firewall

WLAN Controller

Switch Controller

FortiAP



20+ models

- 802.11ac & Wi-Fi 6
- Internal or external antenna

Indoor/Outdoor/Wall jack

FortiSwitch



40+ models

- 1 GE, Multi-GE, 10GE, 100GE
- Edge Switches
- Data Center and Top of Rack
- Rugged Options

L2/L3 & Advanced Services

FortiExtender



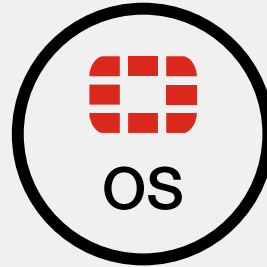
- Up to Two radios
- Ethernet WAN port
- Routing capabilities
- Multiple LAN ports

FortiGate NGFW Differences



ASIC-based Firewalls

Accelerating application performance and user experience with low TCO



FortiOS

Enabling integrated and automated security across all attack surfaces



AI-powered FortiGuard

Delivering consistent and real-time security detection and response

Recognized As a Leader in both the 2024 Gartner® Magic Quadrant™ for SD-WAN and Enterprise Wired and Wireless LAN Infrastructure and as a Leader in the 2024 Magic Quadrant™ for Network Firewalls



2024 Gartner® Magic Quadrant™ for SD-WAN

2022 Gartner® Magic Quadrant™ for Network Firewalls

2024 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure



Gartner, Magic Quadrant for SD-WAN, By Jonathan Forest, Karen Brown, 30 September 2024.
Gartner, Magic Quadrant for Network Firewalls, By Rajpreet Kaur, Adam Hills, Tom Lintemuth, 19 December 2022.
Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, By Tim Zimmerman, Christian Canales, 6 March 2024.

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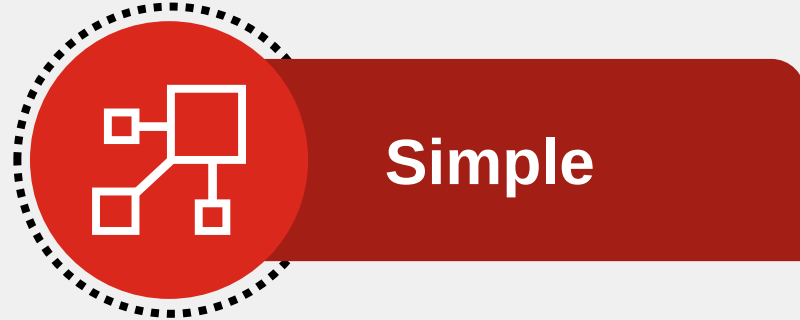


Delivering on Fortinet's Network Security Vision

A security-driven approach to networking through convergence



No other vendor offers tighter security integration



Single pane of glass to manage, automate, and orchestrate, SD-WAN, security, wired, wireless, NAC and 5G Gateway



Native insights and recommendations for performance and resiliency. A rich data set for AI/ML to drive better outcomes and user experiences.

FortiGuard AI-powered Security Services

Maximize Security ROI from your FortiGate NGFW



Why You Should Sell Security Services?



Easy to Sell

Sold as Bundles, Enabling Simple Positioning



Significant revenue opportunity

By Increasing Deal Size



Increased Customer loyalty

Best-of-class security services



Increased Share of Wallet

Opportunity to sell more of your own services on top

Why Buy a Security Service?



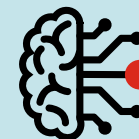
**Real-time automated
threat response**



**Stop all threats
before they reach
your network**



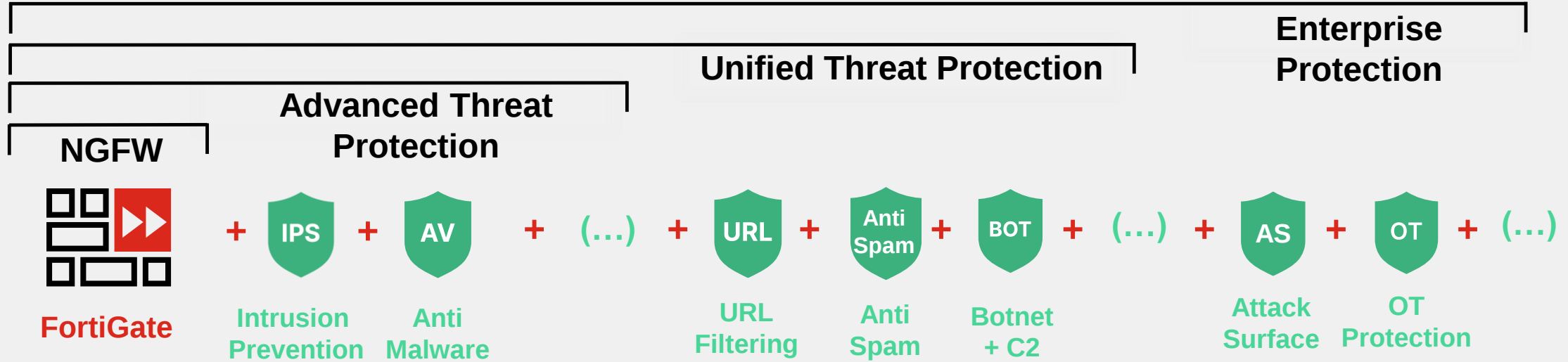
**Complete protection
against unknown
threats**



**Increase of attacks
sophistication requires
advanced protection**



FortiGuard Labs: Industry-leading Threat Intelligence

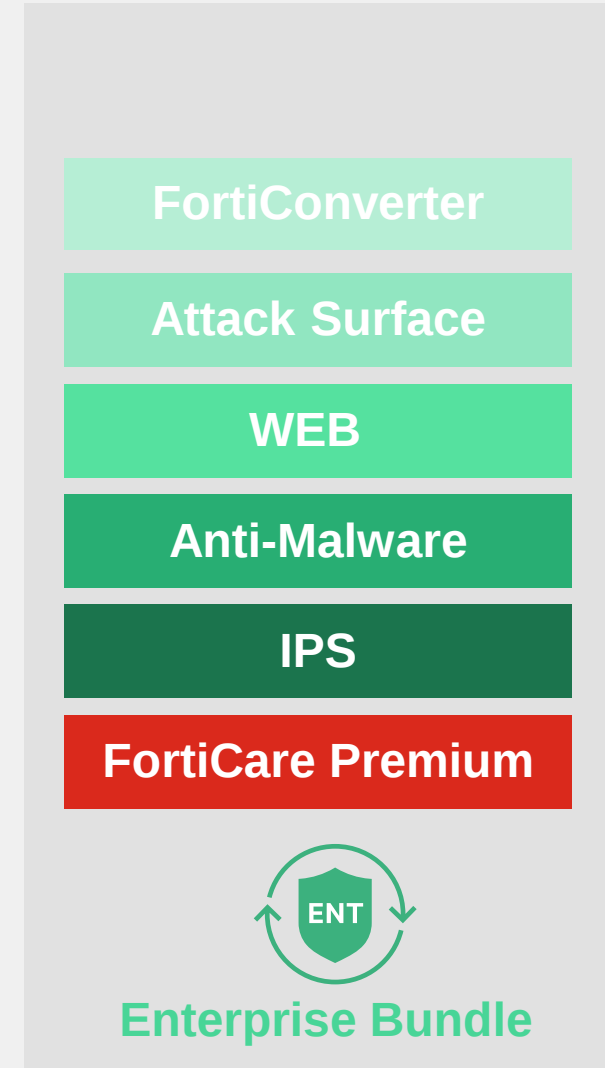
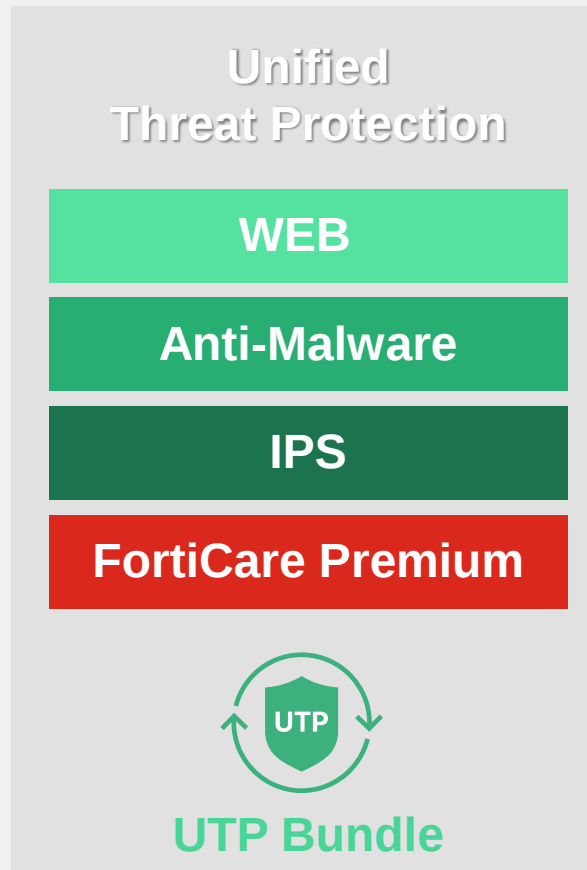
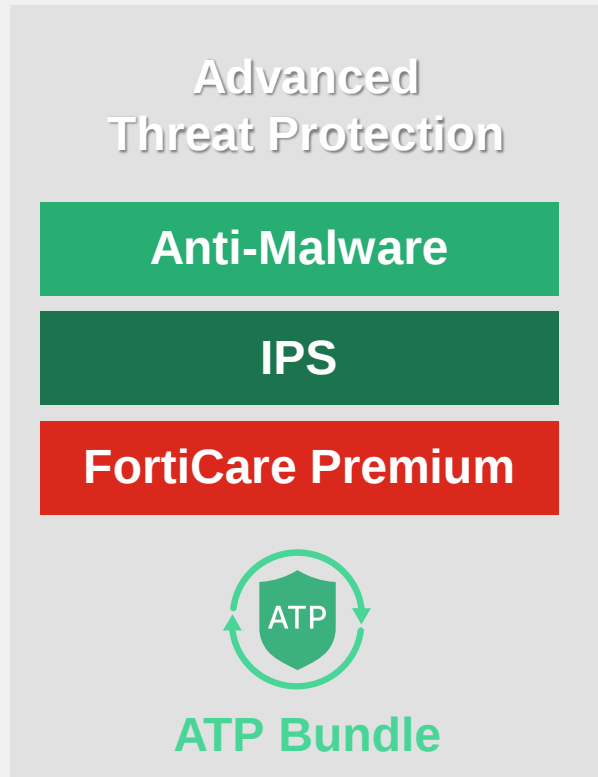


Network firewall without **threat protection** is like **locking the door of your house** without **an alarm service**.

*Just as an alarm service adds an **extra layer of security** by alerting you to potential threats, incorporating **threat protection** alongside your **firewall** helps ensure that your network remains safeguarded against a **wide range of cyber risks***



FortiGuard Services Bundles



Endpoint Security



Endpoint Security – Challenges



Secure Remote Access

Simple VPN username & password simplify access to the network for hackers



Hight Total Cost of Ownership

Additional licenses for nonintegrated solutions

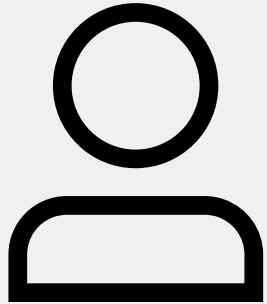


Lack of Visibility and Control

Unsanctioned apps installed on endpoints
Users ignoring critical system updates

ZTNA Business Drivers

Work From Anywhere (WFA)

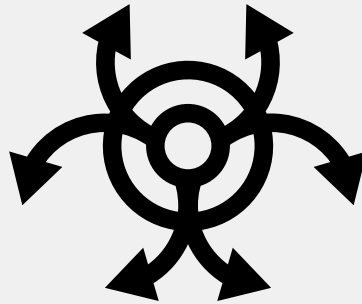


Users **Access** unaffected
by Location



Improved User Experience

Malicious Attacks



Granular **Application**
Access



Reduced Attack Surface

Cloud Journey



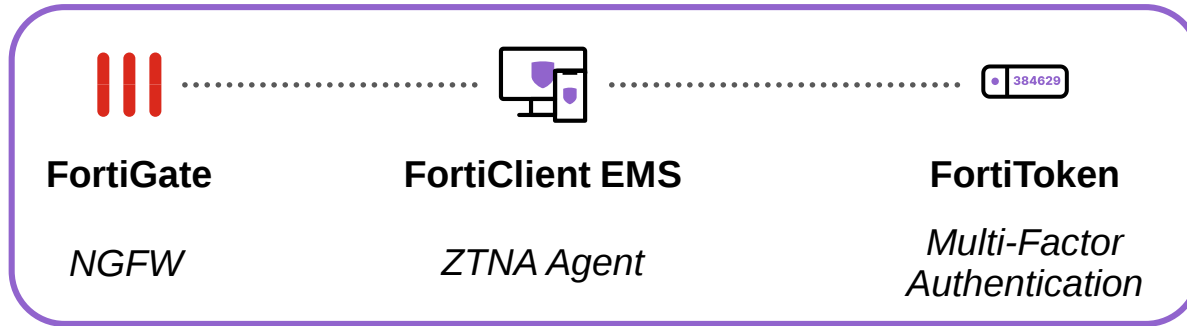
Applications unaffected
by **Location**



Flexible Administration

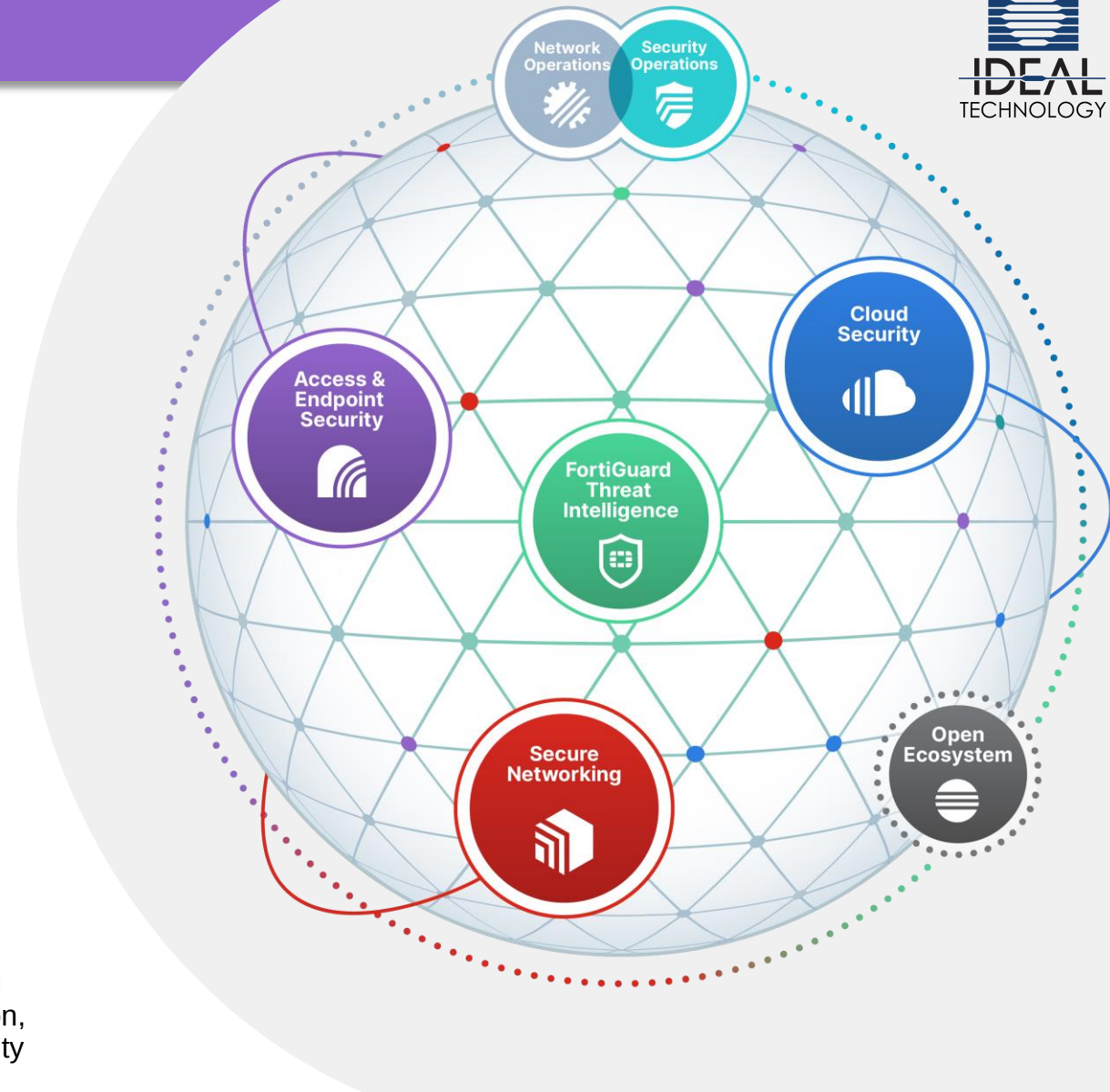
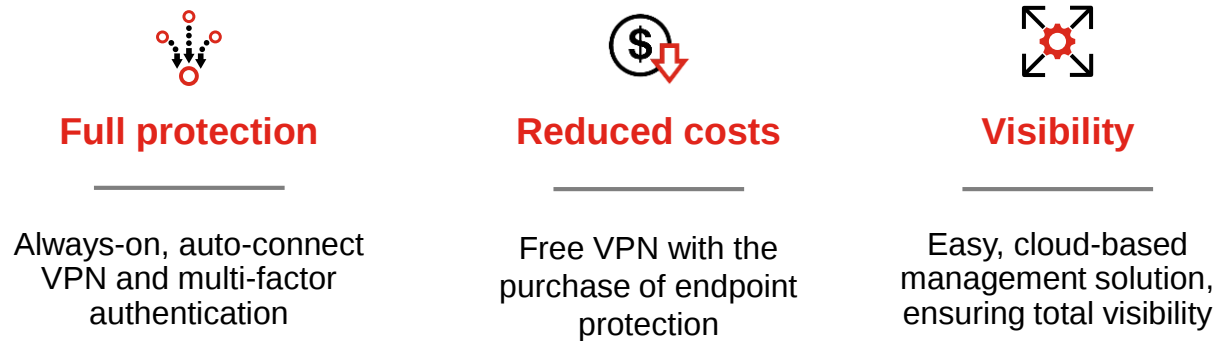
Endpoint Security

Components:



 **Powered by the same OS**

Fortinet's Endpoint security solution offers:



ZTNA—The Evolution of Application Access

Bringing zero trust principles to application access

Per Session Verification

User identity checks

- MFA
- Passwordless
- SSO

Device checks

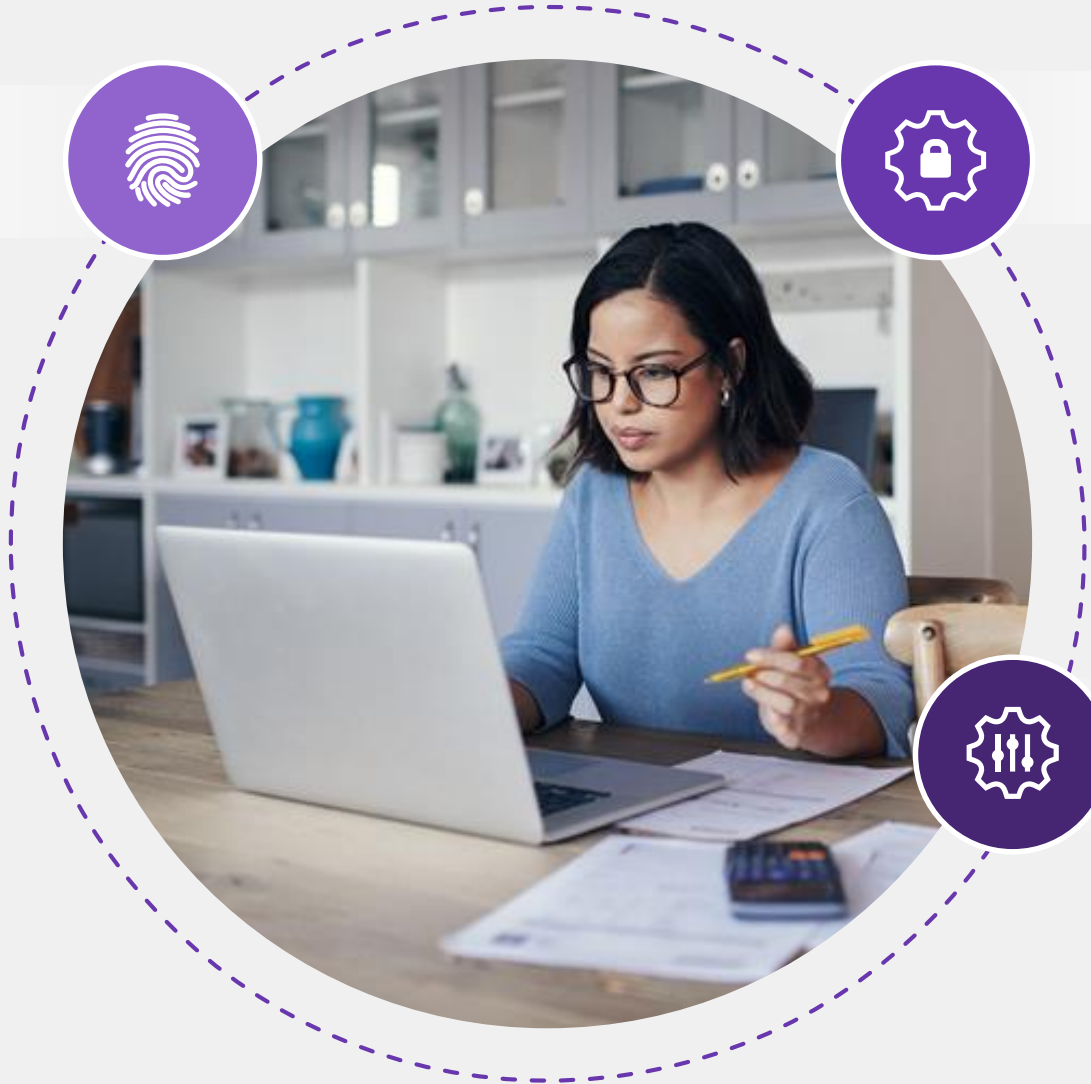
- Identity
- OS version
- A/V status
- Vulnerability assessment

Continuous verification

- Device Posture
- User Behavior

Granular control

Access granted only to
specific application



Fortinet ZTNA

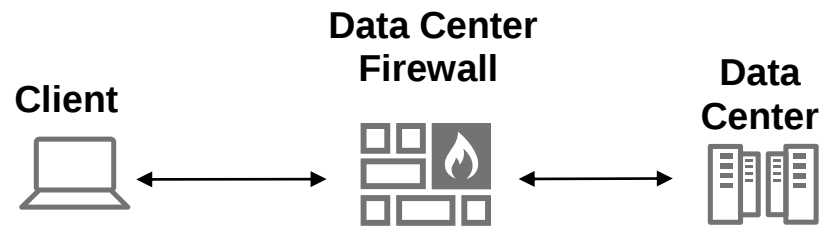
Traditional VPN

- One Time Trust Check
- Access Entire Network
- Generic Rule Set
- Static Password

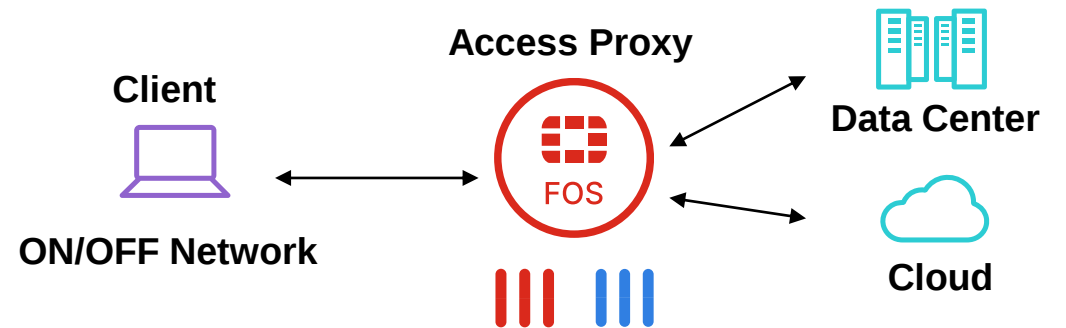
ZTNA

- Continuous Trust Check
- Access Specific Applications
- User Contextual Rule Set
- Multi-factor authentication

Existing FortiGate and FortiClient customers can use **ZTNA** as soon as they upgrade to FortiOS 7.0.
No additional licensing fees



OFF Network



FortiGate & FortiGate VM
can act as a proxy point

Fortinet ZTNA Advantages

Convergence of capabilities, complete coverage, and cost

FOS-based ZTNA

- Leveraging existing infrastructure
- Complete WFA coverage, including campus
- Traffic Security Inspection
- Operate at Scale
- Leverage SD-WAN capabilities

ZTNA Client also VPN client

- Transition to ZTNA simplified
- Shift to ZTNA at customer's pace
- Optional EPP Protection in Unified Agent

No Licenses Required

- Simply a feature in FOS & FortiClient to turn on!

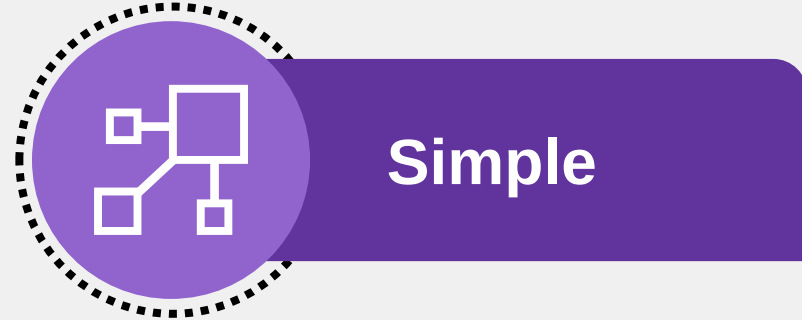


Fortinet Championship Trophy

Delivering on Fortinet's Endpoint Security Vision



VPN included with an ability to upgrade and deploy a ZTNA framework



Endpoint and Network security policies managed from a single point



Automated endpoint patching and vulnerability scanning



FORTINET®

Contact us
security@ideal.gr