



Overview

Fortinet is a global cyber security leader with a mission to deliver the most innovative, highest performing solutions to secure and simplify your IT infrastructure, solutions that have been widely adopted across the carrier, enterprise, MSSP and SMB markets. Due to a combination of factors - constant innovation of our custom ASIC technology, the capabilities of FortiOS - the world's most widely deployed security operating system, extensive management capabilities and industry leading threat research - Fortinet has attracted a large and rapidly growing customer base including the majority of the Fortune Global 100. This dedication has resulted in a highly satisfied end user community and allows Fortinet to set the pace in the Cyber Security market.

Our market position and solution effectiveness has been widely validated by industry analysts, independent testing labs, business organizations and the media worldwide. Our broad product line goes beyond simple network security to help secure the extended enterprise.

Fortinet is headquartered in Sunnyvale, California with offices around the world. Founded in 2000 by Ken Xie, the visionary founder and former president and CEO of NetScreen, Fortinet is lead by a strong and seasoned management team with deep experience in both networking and security.

Delivering Security without Compromise

The explosion of cyber attacks and subsequent data breaches during the past several years are a clear indication that network security strategies that worked in the past are no longer effective. Fortinet believes that there are three key reasons why this is the case. The first of these is **Complexity**. Complexity is the result of mixing and matching products from different vendors to try and achieve the highest level of protection possible. The problem with this approach is that while the individual products may work as advertised they were never designed to work together, leaving it up to the enterprise to integrate them as a solution. The resulting increased complexity means decreased security effectiveness.

The second reason is the evolution of the **Borderless Network**. Changes in business practices, such as remote working and BYOD combined with increased use of the Internet and wireless access have made it nearly impossible to clearly define the boundary of the network. This leads to an ever increasingly number of ways to breach a network and once in, an ever increasingly number of ways to exfiltrate data.

The third and final reason is **Performance**. Security solutions have traditionally been designed to sit on top of the network rather than integrating into it. As the performance requirements of the networks have increased the security solutions have not been able to keep up, becoming a bottleneck and forcing the enterprise to make a decision that will either compromise network performance or its security.

Fortinet's philosophy and commitment to its customers is to deliver end-to-end security solutions that address all three issues and eliminate compromises when making decisions about securing the network. This is "Security Without Compromise."

Year Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters:

Sunnyvale, California

Number of Employees: 4,600+

FY 2015 Revenue: \$1.01B

FY 2015 Billings: \$1.23B

Q2 2016 Revenue: \$311M

Q2 2016 Billings: \$374M

\$1.22B cash and no debt

Profitable

Units Shipped to Date:

2.65 million+

Customers: 280,000+

Patents:

320 patents issued

258 patents pending



Fortinet Security Fabric

Securing the enterprise network is more difficult than it has ever been. Aside from the legacy issues described above - a growing and ever evolving threat landscape, the adoption of new technologies such as Cloud and the onslaught of millions of unsecure connected devices, the Internet of Things (IoT), are making a difficult task even more difficult. There are security technologies available to deal with all of these challenges but the question is to how best to leverage them.

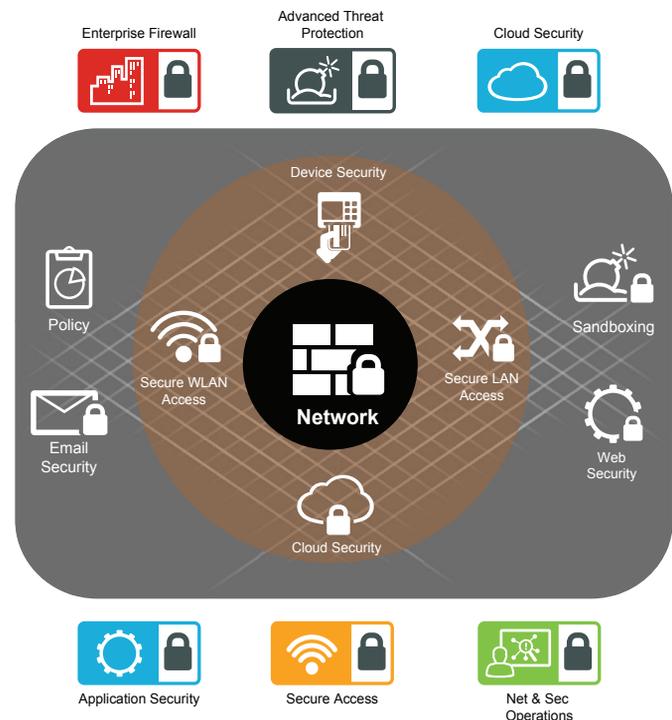
The Fortinet Security Fabric is Fortinet's technology vision for addressing all of these issues. Rather than repeating the mistakes of the past and just throw technology and products at the problem, the Fortinet Security Fabric ensures that the different security technologies and products needed to address these issues work together collaboratively, eliminating complexity and scale to meet changing demands over the network's lifetime. As different Fortinet products are brought together, the power and protection of the Fortinet Security Fabric builds out automatically due to the intelligence and awareness of each product. But the Fortinet Security Fabric goes beyond just the Fortinet family of products. A key component of the Fortinet Security Fabric is the Open API that allows outside solutions to be integrated within the security fabric. There are a wide range of third party solutions certified to work within the Fortinet Security Fabric, allowing it to evolve to meet today's and tomorrow's challenges

The Power of Threat Intelligence

Aside from the different products that make up the Fortinet Security Fabric, there is another critical element that ties everything together – Threat Intelligence. Each element in the security infrastructure has a dual role that includes acting as a source of local threat intelligence, feeding real time information back to a central global intelligence center – FortiGuard Labs. Combined with additional streams of threat intelligence from trusted sources and leading edge threat research, FortiGuard Labs delivers updates to the different local systems, globally and continuously.

Fortinet Solutions

Meeting the objectives of a corporate philosophy needs more than just a technology vision. It needs products and technology that can fulfill the promise of that vision and actually solve the problems customers are facing. Due to the breadth and depth of its product offering, Fortinet is in the unique position of being able to address all of the network security challenges that a customer may encounter in their network. Depending upon the customer's requirements, different products and technology are brought together to form several distinct solution offerings - Enterprise Firewall, Advanced Threat Protection, Cloud Security, Application Security, Secure Access and Network and Security Operations. While each of these solutions is designed to address specific security requirements, due to the vision of the Fortinet Security Fabric these solutions do not operate in isolation - they have been designed to work together, collaboratively growing to meet the changing demands of the enterprise network.



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