CLOUD & Managed Security Services

INFOCOM Security
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Regional Sales Manager
Agenda

- A few words about Fortinet
- The New Nature of Breaches
- The MSS Market Opportunity
- Managed Security Drivers
- Securing Virtual Machines
- FortiCloud
- Fortinet Advantages
- FortiGuard
- MSSP Fortinet Award
A Global Leader and Innovator in Network Security

Fortinet Quick Facts

Global presence and customer base
- Customers: 218,000+
- Units shipped: 1.8+ Million
- Offices: 80+ worldwide

HQ: Sunnyvale, California
Employees: 2800+ worldwide
Consistent growth, gaining market share
Strong positive cash flow, profitable

- FortiGuard: 200+ industry-leading threat research team
- Market-leading technology: 194 patents, 156 pending
A Global Leader and Innovator in Network Security

Balanced, but Enterprise & Carrier Driven

Billings by Product Segment
Q4 2014

40% High-end
35% Entry Level
25% Mid-range

9 of Top 10 Global 100
7 of Top 10 Global 100 Major Banks
7 of Top 10 Global 100 Computer Services
9 of Top 10 Global 100 Aerospace & Defense
Scareware, Ransomware, Blastware & Mobile Threats

- New category of wiper malware
- Built in, sophisticated self-destruct mechanisms
- Cover their tracks
- More destructive form of ransomware
- Potential physical damage to Industrial Control Systems

» Mobile attacks:
- Reveton Mobile
- Operation Emmental mobile banking fraud
- Mobile payment systems breach (Apple Pay & CurrentC)
- In 2015, the cumulative Android Threat Volume will reach 8 Million.
#1 Security Threat - The Human Error

In this corner, we have firewalls, encryption, antivirus software, etc. And in this corner, we have Dave!!
Cloud Computing Security Challenges

- **On Demand services.** without the long delays that have characterized traditional IT.

- **On-demand network access.** Ability to access the service via standard platforms (desktop, laptop, mobile, etc.) and networks (Internet, wireless).

- **Shared pool.** Resources are pooled across multiple customers.

- **Rapidly provisioned and released.** Agility and elasticity. Capability can scale to cope with demand peaks.
MARKET GROWTH – 17.3% FROM 2014 TO 2019

- MSS market reaching $32B in 2019
- Global MSS market $14B in 2014
- EMEA share = $7.13B
- MSS Market Evolution
- Cloud MSS grows to 69% of market over next 5 years
- CPE MSS dropping to 50% (from 57%)
MSS Market Drivers

- **Mainstream Coverage**
  - Awareness is up - Cultural event, not just technology

- **Cost Reduction**
  - OpEx and CapEx Reduction

- **Security Expertise Limited**
  - Security engineer unemployment rate – 0.065%

- **Governance Looming**
  - Compliance – Regulation increasing
Market Overview—Segmentation

Total MSSP Market: Market Segmentation, Global

MSSP

Managed/monitoring (CPE) services
- Firewall
- IDS/IPS
- Content filtering
- Identity management

Cloud-based security services
- Firewall
- IDS/IPS
- Content filtering
- Identity management
- SIEM/Log management

Assessment services
- Security consulting
- Vulnerability testing
- Penetration testing

Source: Frost & Sullivan analysis.
Cloud Based MSS Market Growth

60% growth over next 5 years

- **Content Security**
  - Multi-threat security leads demand
  - 30% of revenue in 2013, 49% by 2018

- **Managed Firewall Service**
  - Clean Pipe & Hosted Asset FW
  - 30% total revenue 2013, 27% by 2018

*Infonetics 2014 MSS Market*
Top Revenue Generating MSS Controls

- Application Control
  - Major threat vector – readily apparent value

- Web Content Filtering
  - Heavy demand for content control – highly subjective

- Intrusion Prevention
  - Security ‘check-box’ – set it and forget it

- Sandbox-as-a-Service
  - APT mitigation; cooperative, adaptive security

- Secure WLAN
  - Security integrated WiFi, low-touch cloud deployment

- Email Security
  - Cooperative security layer, large market opportunity
Broad Product Portfolio

SERVICE PROVIDER
FortiGate 3000-5000 Series

LARGE ENTERPRISE
FortiGate 1000-3000 Series

SMALL/MEDIUM ENTERPRISE
FortiGate 20-1000 Series

- FortiDDoS
- FortiAuthenticator
- FortiAP
- FortiManager
- FortiAnalyzer
- FortiMail
- FortiWeb
- FortiDB
- FortiScan
- FortiSwitch
- VM
What is a VDOM?

Key Advantages for MSSPs:
- Each VDOM acts as a virtual FortiGate
- Each VDOM can support a customer
- Each VDOM supports independent services
- All FortiGate security & networking is virtualized
- FortiGates 50 series through 5000 series include
- 10 VDOMS in base price

Securing Virtual Machines

- Hosted Virtualization
  - Applications
    - O/S
      - Virtual Machine #1
    - O/S
      - Virtual Machine #2
    - O/S
      - Virtual Machine #n
  - Hypervisor
  - Host Operating System
  - Shared Hardware
Single Pane-of-Glass Management Across Hybrid Cloud
Consistent Policy Across Public and Private Clouds

Management & Policy

Logging & Analysis

SaaS-Based Portal

Centralized Management & Policy

Public Cloud

Physical Networks

Virtualization
FortiPrivateCloud

- Cloud-based Management
- Simplifies co-admin for MSSPs
- Rich Security analytics
- Controlled co-administration
- Multi-Level aggregation
- Multi-tenant
- Elastic scaling
- Build vs. Buy

Fortinet Development Network with Toolkits and User Community for API/Automation

FortiDeploy Automated Provisioning
Flexible MSSP Models

PAY-AS-YOU-GROW MODELS

- Hardware Appliances
  - Perpetual
  - Annual
- Cloud
  - Firewall
  - WAF
- Support Services
- Security Services
- Email Security
- Virtual Machine

FAST. SECURE. GLOBAL.
Fortinet Advantage – FAST
FortiASICs Dramatically Boost Performance

- 10X data center firewall performance
- 5X NGFW performance
- Security that keeps up with growing bandwidth requirements

FW 40Gbps
VPN 25Gbps
IPS 10Gbps
VPN 9Gbps

FW 6Gbps
VPN 2Gbps
IPS 3.5Gbps
Large global threat research team located around the world

Discovers new threats and delivers protective services across a rich array of in-house security technologies

Updates are delivered instantly, 24x365

Independently validated as highly effective versus today’s threats
Fortinet Advantage – SECURE
FortiGuard Labs is an industry leader in threat research.

Awards & Certifications
- NSS Labs
- ICSA Labs
- ICSA Labs
- ICSA Labs
- ESET
- Microsoft
- Adobe
- FIRST
- SPAMHAUS
- ICSTI
- ICS-CERT

35 Awards

Founded by Fortinet
additional members include Palo Alto Networks, McAfee and Symantec
Fortinet Advantage – GLOBAL Platform

FortiOS & Scalable High Performance Architecture Enable Deployment Across The Entire Enterprise

Data Center/SDN

Virtual Machine Firewall

Internal Network (Ultra Low Latency)

Internal Network Firewall (INFW)

Enterprise Campus And Large Sites

Next Gen Firewall + Advanced Threat Protection (NGFW + ATP)

Data Center Firewall (DCFW)

Carrier/MSSP/Cloud

Carrier Class Firewall (CCFW)

Mobile Users

Client Firewall

Cloud Firewall (CFW)

Distributed Enterprise & Small Business

Unified Threat Management (UTM)
# FortiGuard Threat Research & Response

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<thead>
<tr>
<th>Strength</th>
<th>Proactive Defense</th>
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<tbody>
<tr>
<td>200+ in Security Operations</td>
<td>35M+ threat events (per minute)</td>
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<tr>
<td>200,000+ Customers</td>
<td>220 Botnets tracked live</td>
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<tr>
<td>90+ Global Servers</td>
<td>143+ zero days discovered</td>
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<td>Proactive Patents</td>
<td>35 VB100 awards</td>
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<th>Visibility</th>
<th>Research</th>
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<td>2M+ threat sensors</td>
<td>76 exploit kits analyzed</td>
</tr>
<tr>
<td>Organic network</td>
<td>30 whitepapers since 2010</td>
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<tr>
<td>Early warning systems</td>
<td>1M mobile viruses tracked</td>
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<td>Horizontal &amp; vertical coverage</td>
<td>Hundreds of discoveries</td>
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Fortinet Scalable Security Services Platform

- Advanced Threat Research and delivery via the Global Distribution Network
- Policy Management and Analytics via central Appliance, Virtual Machine or Cloud
- Application Security
- Core Firewall Platform
  - ASIC
  - NOS
  - Security
- Extended Platform Elements such as Advanced Threat Protection (Sandbox) and Wireless Access Points (APs)
- Scalable and flexible core Firewall Platform with real time security updates
- Integration into major Virtualization, Cloud and SDN Platforms
2014 Global Managed Security Service Provider Market Leadership Award

- Growth Strategy Excellence
- Implementation Excellence
- Brand Strength
- Product Quality
- Product Differentiation
- Technology Leverage
- Price/Performance Value
- Customer Purchase Experience
- Customer Ownership and Service Experience
- Customer Acquisition/Retention of End Customers
Thank You