



# The Consolidation Imperative

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Seminar presented in conjunction with Busch Consulting

[www.buschconsulting.com](http://www.buschconsulting.com) 808-941-3695 Information Security & network Solutions

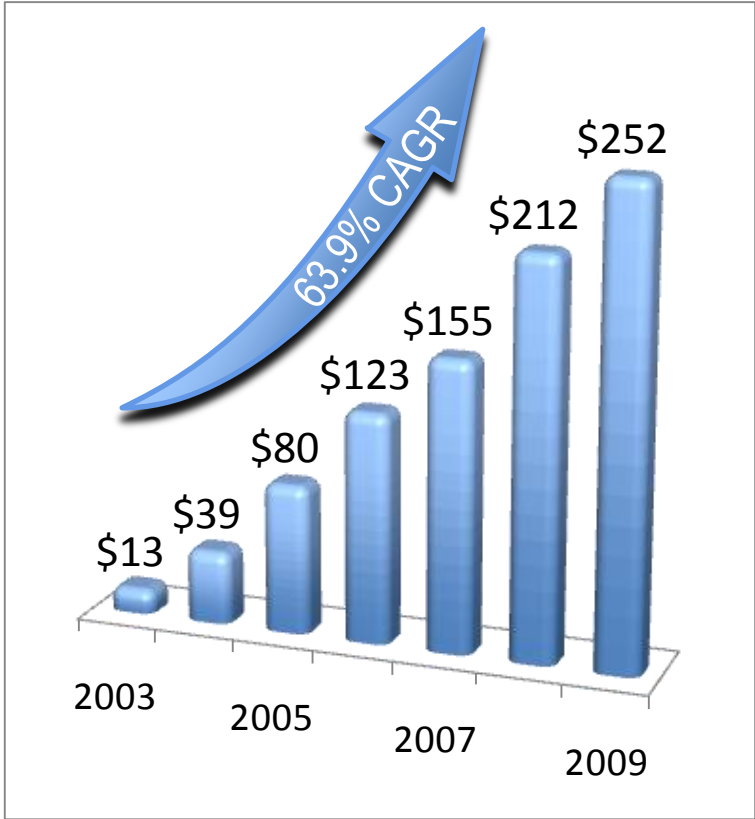


- Introduction and state of the security market
- Challenges we all face
- Common pitfalls
- Fortinet approach

# Fortinet Corporate Overview

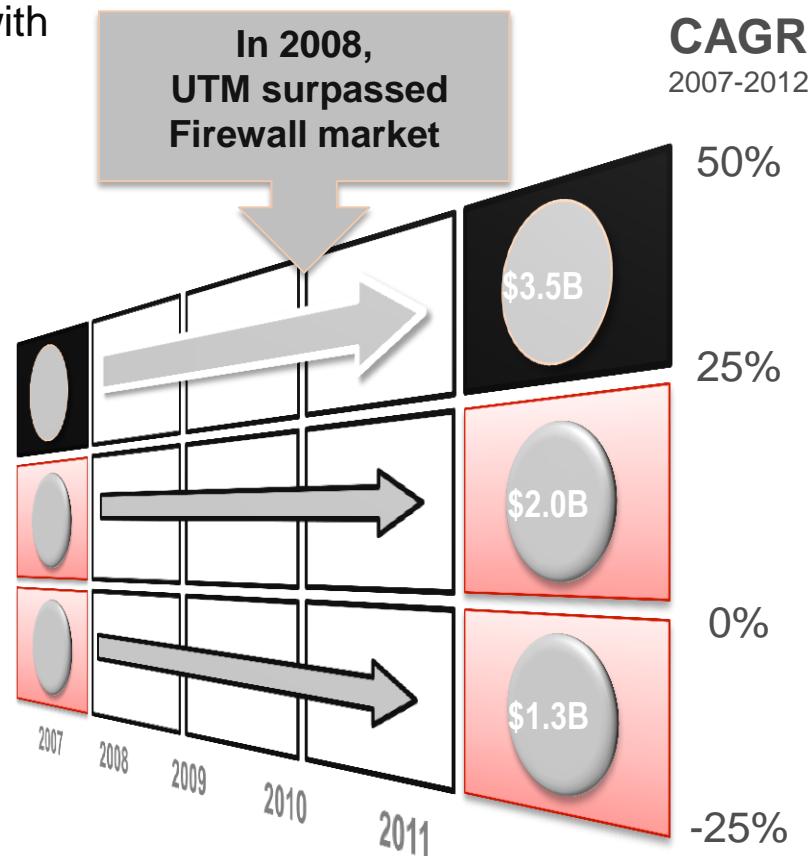
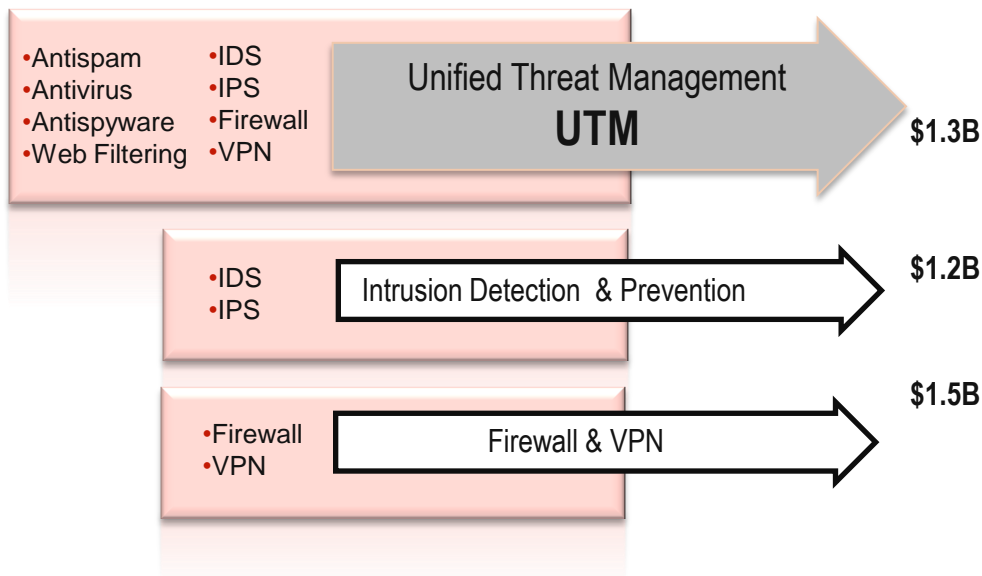
- Founded in 2000
- Global presence with 30+ offices worldwide & 1,200+ employees
- 100,000+ customers
  - Majority of the Fortune Global 100
- IPO Nov 2009
- NASDAQ: FTNT
- 2009 revenue of \$252 Million
- 19% YoY growth

## Fortinet Revenue (\$MM)



# Unified Threat Management

- IDC definition: UTM security appliance products which provide multiple security features integrated into one device
- By 2011 UTM will be the largest single market, with a CAGR of 26.2%
- UTM has already surpassed firewall market



Source: IDC



# Thinking Strategically About Security

- **Future-proof your security infrastructure**
  - Anticipate change
- **Look for opportunities to consolidate without compromise**
  - Reduce complexity
  - Increase protection
  - Decrease risk
  - Lower capex & opex
- **Move beyond tactical responses to threats**

**Gartner**

“ *By 2010, only 10% of emerging security threats will require tactical point solutions, compared with 80% in 2005.* ”

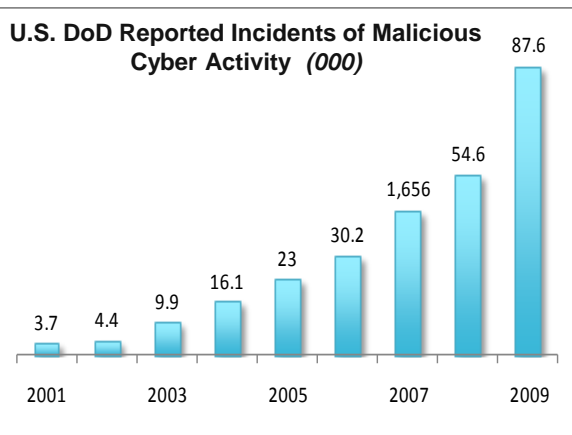
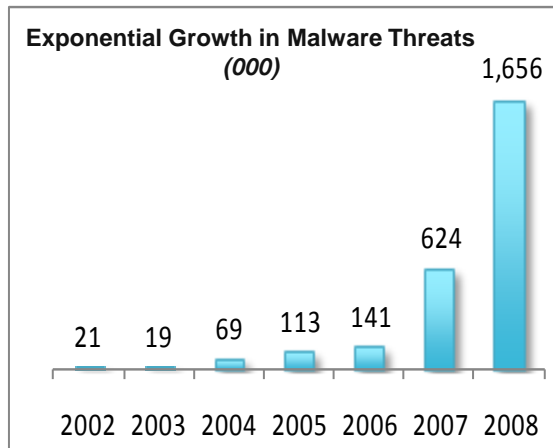
Source: Gartner

\*Gartner: *Cost Cutting While Improving IT Security*, March 20, 2008



# The Threats You Face Continue to Grow

## In Number



## In severity

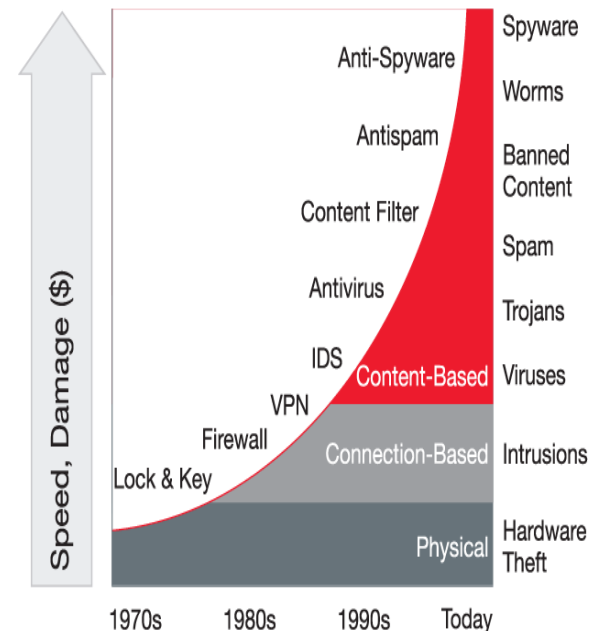
- Motive and intent has moved from notoriety to financial gain
- Cyber security is critical

**THE WALL STREET JOURNAL.**  
**Broad New Hacking Attack Detected (2/8/2010)**  
 “Hackers in Europe and China successfully broke into computers at **nearly 2,500 companies and government agencies** over the last 18 months in a coordinated global attack that **exposed vast amounts of personal and corporate secrets to theft...**”

**WIRED**  
**Google Hack Attack Was Ultra Sophisticated, New Details Show (1/14/2010)**  
 “Hackers seeking source code **from Google, Adobe and dozens of other high-profile companies** used **unprecedented tactics** that combined encryption, stealth programming and an unknown hole in Internet Explorer, according to new details..”

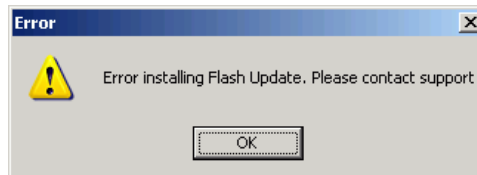
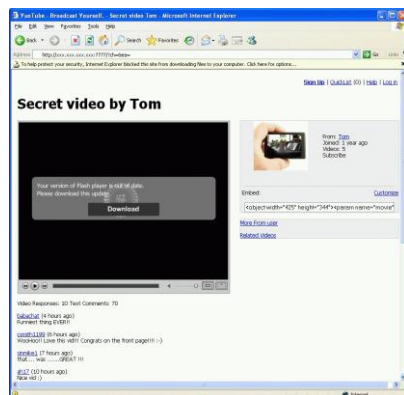
## In Complexity

- Coordinated and blended attacks are now a common practice
- Increased processing power required



# Real Threat Protection in Action

## Problem:



**“Innocent” Video Link:**  
Redirects to malicious Website

**Error message:**  
“Drops” copy of itself on system and attempts to propagate

**“Out of date” Flash player error:**  
“Download” malware file

## Solution:

**Integrated Web Filtering**  
Blocks access to malicious Website

**Network Antivirus**  
Blocks download of virus

**Intrusion Protection**  
Blocks the spread of the worm



# You Have to Do More with Less



- Increase access to backend data and systems
- Decrease risk of unauthorized access
- Increase effectiveness of existing resources and investments
- Reduce complexity of security infrastructure
- Lower operating and capital costs



# You Need to Prepare for the Next Threat



- Eliminate potential blind spots
- Demonstrate your policy compliance
- Lower your response time
- Accelerate adoption of best practices and expert systems
- Reduce the potential for significant loss to reputation and revenue



- Future-proof your security infrastructure
  - Anticipate change in threatscape & technology
- Look for opportunities to consolidate without compromise
  - Reduce complexity
  - Increase protection
  - Decrease risk
  - Lower CapEx and OpEx
- Move beyond tactical responses to threats

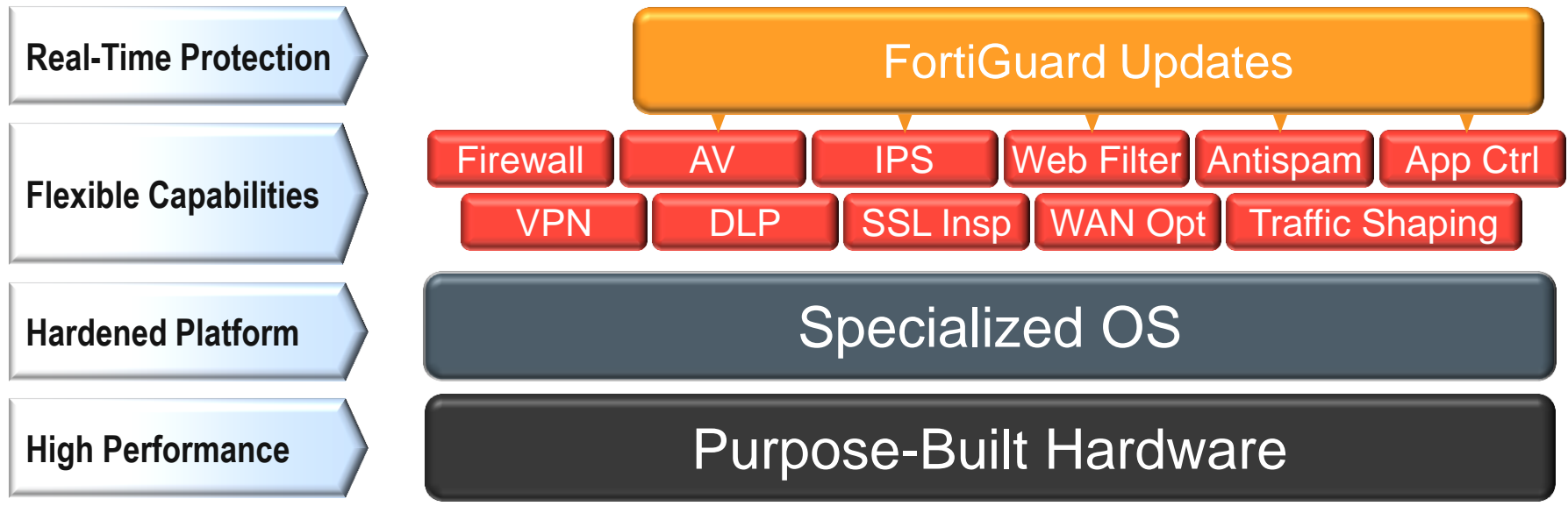


# Common Pitfalls

- Controlled access to firewall
- Documentation of Changes
- Set it and forget it
- Patch management and other updates
- Proper visibility into network activity
- Monitoring of real time activity
- Adequate alert system



# FortiGate Multi-Threat Security Platform



- Purpose-built to deliver overlapping, complementary security
- Provides both flexibility & defense-in-depth capabilities



# FortiGate UTM Lineup

- ASIC-based multi-threat security platform
- Common OS across all platforms
- Single management interface
- FortiGuard Services
  - Antivirus, IPS, Antispam, Web content filtering, Application control



## SMB & Remote Office



## Enterprise



## Service Provider & Large Enterprise

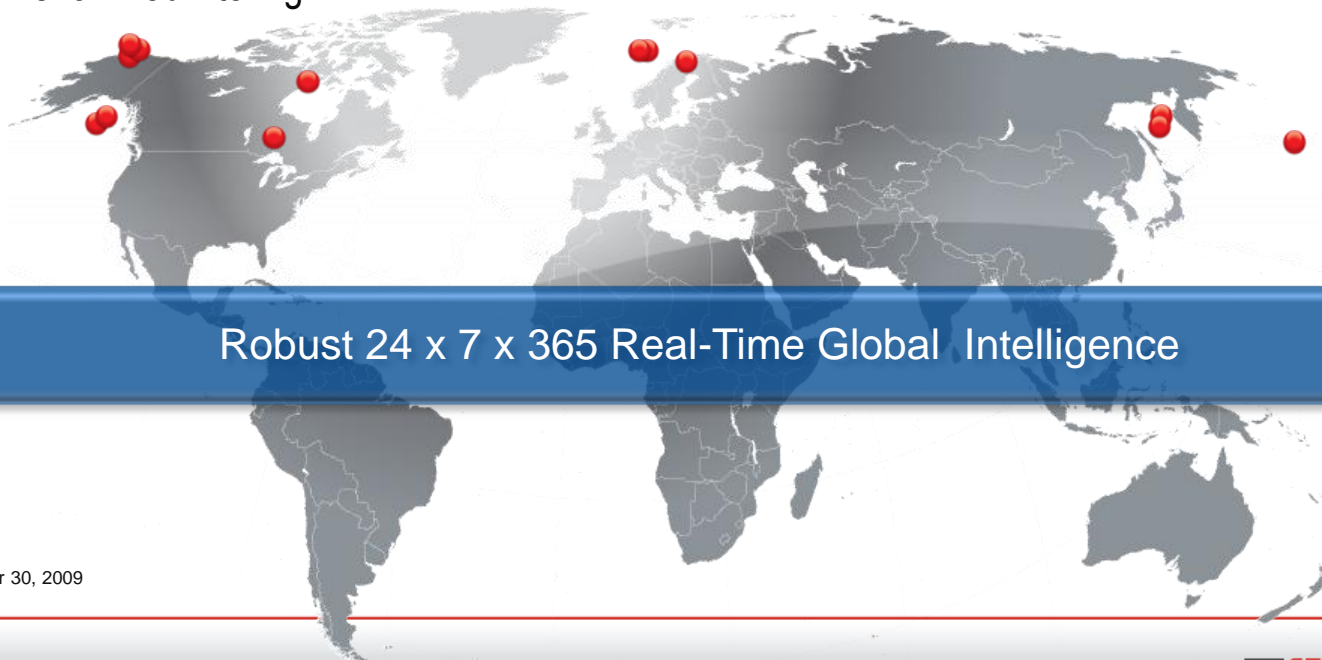


## Real-Time Security Protection

- Global software updates
- Large knowledgebase of security
- 8 million antivirus signatures, 90 million URLs for Web filtering

## Global Distributed Network

- 100+ threat research professionals
- Eight global locations
- Automated updates to Fortinet customers



Robust 24 x 7 x 365 Real-Time Global Intelligence

Note  
Data as of September 30, 2009

# Management and Reporting Tools

- Tightly integrates together to provide core of centralized security services
  - Reporting Platform
    - Log Analysis
    - Reporting
    - Content Archiving / Data Mining
    - Network Analyzer
    - Log Browser / Real-Time Log Viewer
    - Central File Quarantine
    - Vulnerability Assessment Scanner
    - Forensic Analysis
  - Management Platform
    - Policy / Device Management
    - Update Manager (Firmware / Security Content)
    - VPN Manager
    - Script Manager





Thank You

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