



**SMB**

Expand, Consolidate and Save

# SMB

## Expand, Consolidate and Save

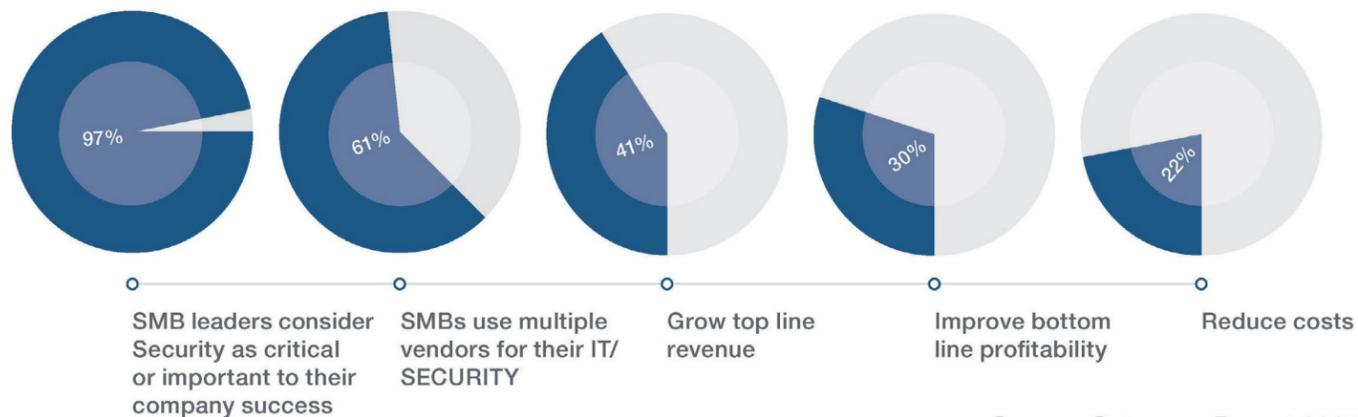
Today's small and medium businesses are dealing with many challenges and opportunities. Growing business is obviously your number one priority. Business applications need to be available from anywhere, 24/7 and from any device. As technology early adopters (IoT, cloud services, mobility), you have to deal with challenges associated with your agility.

Faster infrastructure, more connectivity and greater security are "must haves" to sustain your growing business but the time and resources which you can allocate to this need are limited. In a recent study conducted by Osterman Research and Fortinet, SMB owners ranked their priorities as follows:

Figure 1

### Top Priorities for the Next 12 – 18 Months

Percentage of of Those Responding a "Critical Priority"



Source: Osterman Report 2015

As a result, many organizations are seeking solutions to balance endpoint control, secure use of SaaS, expanded capabilities in Unified Threat Management (UTM) appliances and much more; all while simplifying systems and freeing up resources to drive the business.

Fortinet continues to lead the market with its unique portfolio:

- **The broadest set of top-rated** and consolidated features on one appliance
- **Additional, integrated security and IT components** for the easiest deployment
- **More effective, yet easy to manage solutions** to secure and enable your business

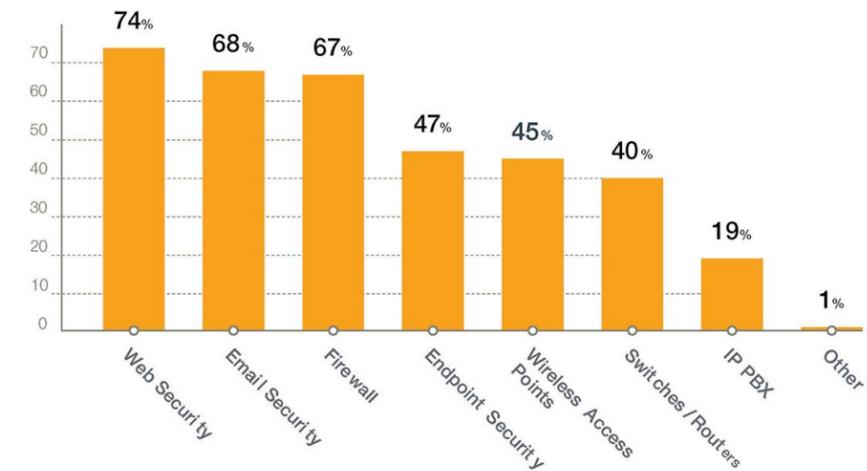
For the 9th year in a row, Fortinet has been recognized as a leader in the Unified Threat Management (UTM) industry according to Gartner.

Fortinet sets the cadence with its unique Secure Network and Secure Productivity solutions, which extends the market-leading network security appliance

with integrated switching, wireless access, cloud-based security services and other components. This comprehensive solution set offers the broadest set of components in the industry, that integrated and automated for quick deployment, easy management and lowest total cost of ownership.

Figure 2

### SMBs Want a Single Source Partner for...



Fortinet has more certified security technologies than any other vendor, and invests heavily in meeting independent testing standards. The quality of our security functionality is also certified by independent organizations such as ICSA Labs, NSS Labs and Virus Bulletin. We also meet numerous government standards, such as FIPS 140-2, Common Criteria EAL2 and EAL4+ as well as other important certifications for IPv6 or ISO 9001.



# Secure Network

A Complete, Flexible and Scalable Approach to Secure and Simplify Your Business Network

As businesses grow they add employees, offices, connected devices and business applications. These must be networked in order for individuals and information to be accessible - anytime anywhere - to serve customers, spur growth and improve profitability. Wherever a business is on its growth path, Fortinet

provides everything you need: top-rated protection from the network to end-user devices, integrated wired and wireless equipment and a single "pane-of-glass" to easily manage it all. This comprehensive, integrated and easy-to-manage solution is a key reason why Gartner views us as "setting the cadence for the UTM Market."

# Secure Productivity

A Comprehensive Approach to Protecting Cloud-based Applications

As you move to the cloud and leverage leading SaaS applications- like those in Microsoft Office 365, Google G-Suite and the like- ensuring the right controls are in place is critical. Recommended capabilities like strong,

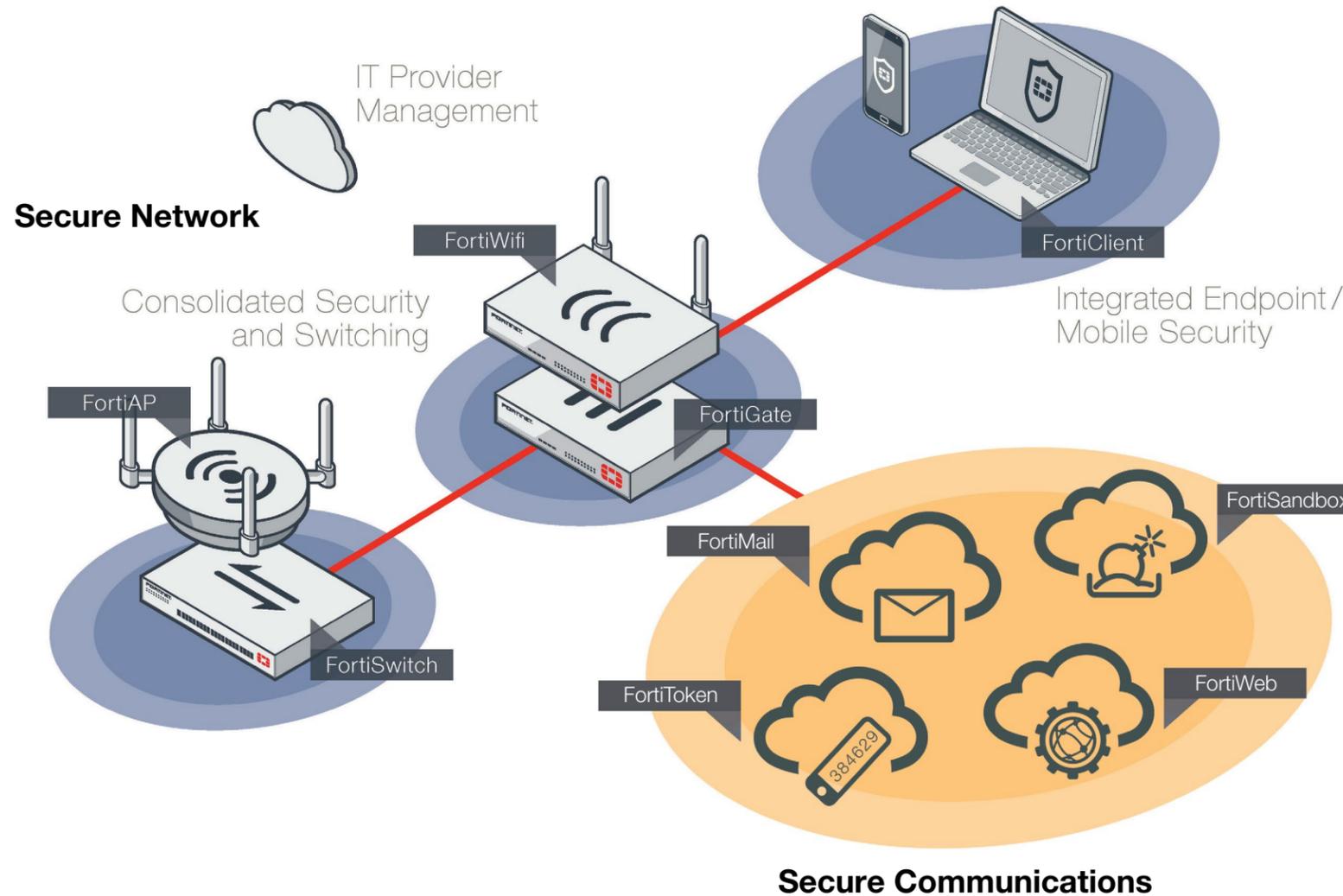
multi-factor authentication, protection from advanced threats, security for data and more are required; ideally in the same SaaS form factor as your cloud applications.

Figure 3

## SMB and Security

### Secure Network

- **Stops attacks** before they enter the network
- **Fully manages the network** from a single platform
- **Optimizes flows** based on application priority
- **Secures wireless** networks
- **Protects all devices** (IoT included)



### Secure Communications

- **Controls identity and access** to network and cloud-based systems
- **Secures email** from threats and data loss
- **Stops advanced attacks** across multiple vectors
- **Protects your network** from infected material transferred by the web

# Secure Network

Protect and Power Your Business



## FortiGate

MARKET LEADING UTM

- 1 Protect your users, system and data
- 2 Plug & play
- 3 POE / Wi-Fi



## FortiClient

SECURING REMOTE ACCESS

- 1 Secures the endpoints
- 2 Top-rated managed antivirus URL filtering
- 3 Win, Mac, iOS & Android



## FortiSwitch

CENTRALIZED MANAGEMENT

- 1 Layer 2/3
- 2 1-10 Gbps
- 3 8, 24, 32, 48, 64
- 4 POE / POE+



## FortiAP

AVOID ADDITIONAL CONTROL COST

- 1 802.11ac
- 2 To 1.3 Gbps
- 3 Application prioritization

# Secure Productivity

Embrace and Secure the Cloud



## FortiMail

ADVANCED EMAIL SECURITY

- 1 Secure email server
- 2 Anti-virus, -spam, -phishing
- 3 Sandboxing, DLP, encryption, archiving
- 4 Quarantine, end user controls



## FortiWeb

FULL WEBSITE PROTECTION

- 1 Secure web applications to 20 Gbps
- 2 PCI compliance (5.5, 5.6)
- 3 Single Sign-on
- 4 Auto-learning



## FortiSandbox

ADVANCED THREAT DETECTION

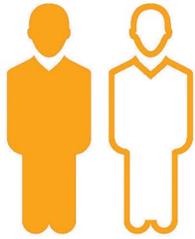
- 1 Stop the latest attacks
- 2 Update protection
- 3 Integrate with security controls



## FortiToken

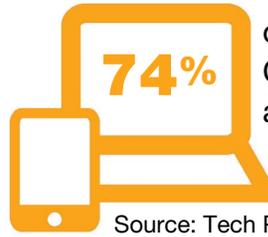
IDENTITY AND ACCESS MANAGEMENT

- 1 Multi-factor authentication
- 2 Mobile and software tokens
- 3 Cloud-based management



**50%**  
**Gen Y Employees**  
 Would Contravene  
 BYOD Policy

Source: Fortinet 2013

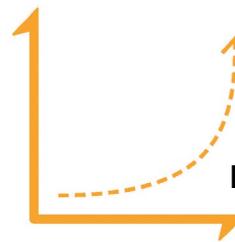


of  
 Companies  
 adopting  
**BOYD**

Source: Tech Pro Research 2014



**25%**  
 of Breaches  
 Occurred at  
 Small Orgs  
 as Opposed to  
 20% at Large



**#1 Priority**  
 for SMB  
**Business Growth**



**62%**  
 of Data  
 Breaches  
 Target SMBs

Complete Solution



ONE VENDOR

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