FORTINET
ACCELERATE 18
STR3NGTH IN NUMB3RS
UNLOCKING DIGITAL TRANSFORMATION
PATRICE PERCHE :: SENIOR EXECUTIVE VICE PRESIDENT WORLDWIDE, SALES & SUPPORT

STRENGTH
IN NUMBERS

2017 BUSINESS HIGHLIGHTS

BUSINESS GROWTH

$1.8B BILLINGS +19% GROWTH

+27% $500K+ DEALS Y/Y

2,112 SALES PEOPLE WORLDWIDE

79 COUNTRIES WITH FORTINET SALES PRESENCE

MARKET PENETRATION

#1 IN **12** COUNTRIES (B2B REVENUES)

+21% ENTERPRISE Y/Y GROWTH

17,800 NEW CUSTOMERS ACQUIRED

2017 REVENUE BY REGION

ADOPTION OF FORTINET SECURITY FABRIC

+42% FABRIC CUSTOMERS Y/Y

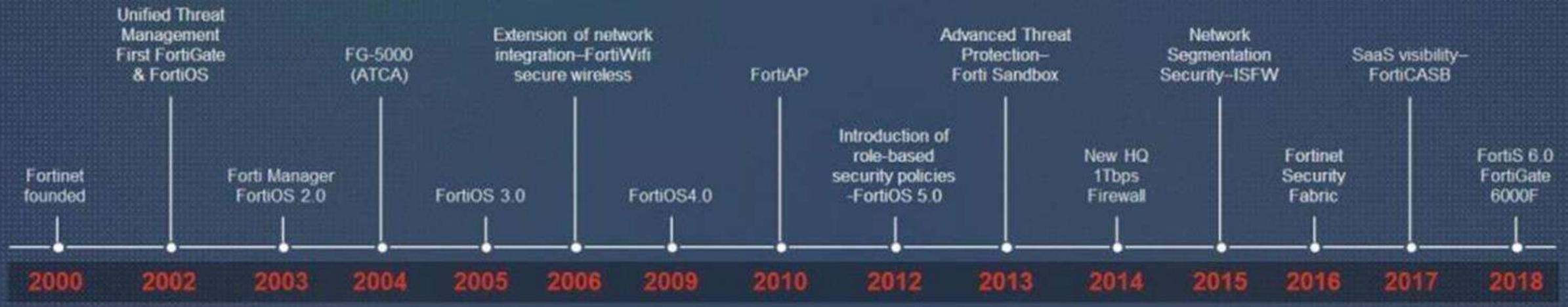
+33% FABRIC BILLINGS Y/Y

+182% PUBLIC CLOUD GROWTH Y/Y (ON-DEMAND)

FABRIC SOLUTIONS GROWTH

FortiSandbox	+34% Y/Y
FortiSwitch	+92% Y/Y
FortiClient	+83% Y/Y
FortiManager	+ 31% Y/Y

A HISTORY OF DISRUPTIVE INNOVATION



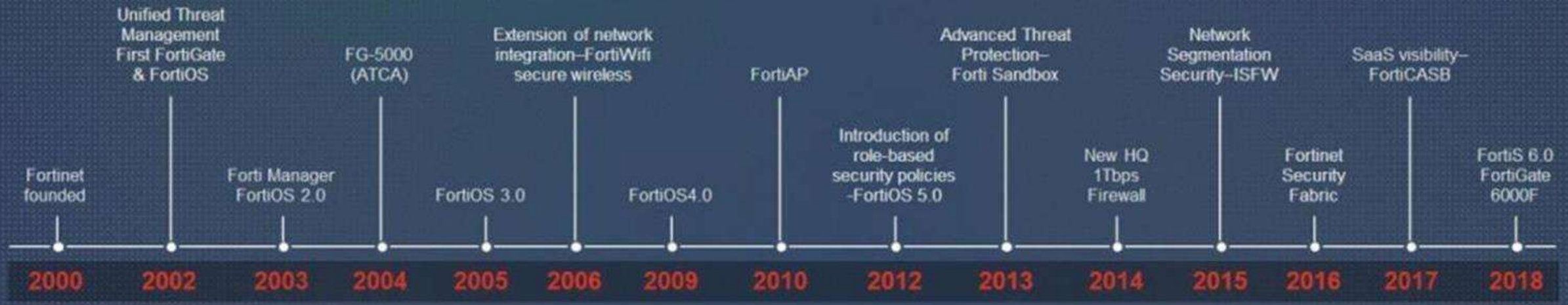
2002

UNIFIED THREAT MANAGEMENT

First FortiGate & FortiOS

1.0

A HISTORY OF DISRUPTIVE INNOVATION



2002

UNIFIED THREAT MANAGEMENT

First FortiGate & FortiOS

1.0

2016

FORTINET SECURITY FABRIC

Steelcase®

VERTICAL
MANUFACTURING

COUNTRY
UNITED STATES

BUSINESS OBJECTIVE

- Leverage technology to drive business and provide competitive differentiation

ISSUES

- Securing cloud expansion

SOLUTION

VPN Between On-Premise and Cloud, Augment Microsoft/Amazon Security Controls

- FortiGate
- FortiSwitch
- FortiClient
- FortiMail
- FortiAnalyzer
- FortiWeb
- FortiAP
- FortiAuthenticator
- FortiCloud

WHY FORTINET

- Ability to Scale for Multi-Cloud Environments
- Open Connectivity to Security Fabric
- Long-term relationship

COMPETITION

- Check Point
- Cisco
- Palo Alto Networks

ONE ARCHITECTURE TO ADDRESS THE BROADER SECURITY MARKET

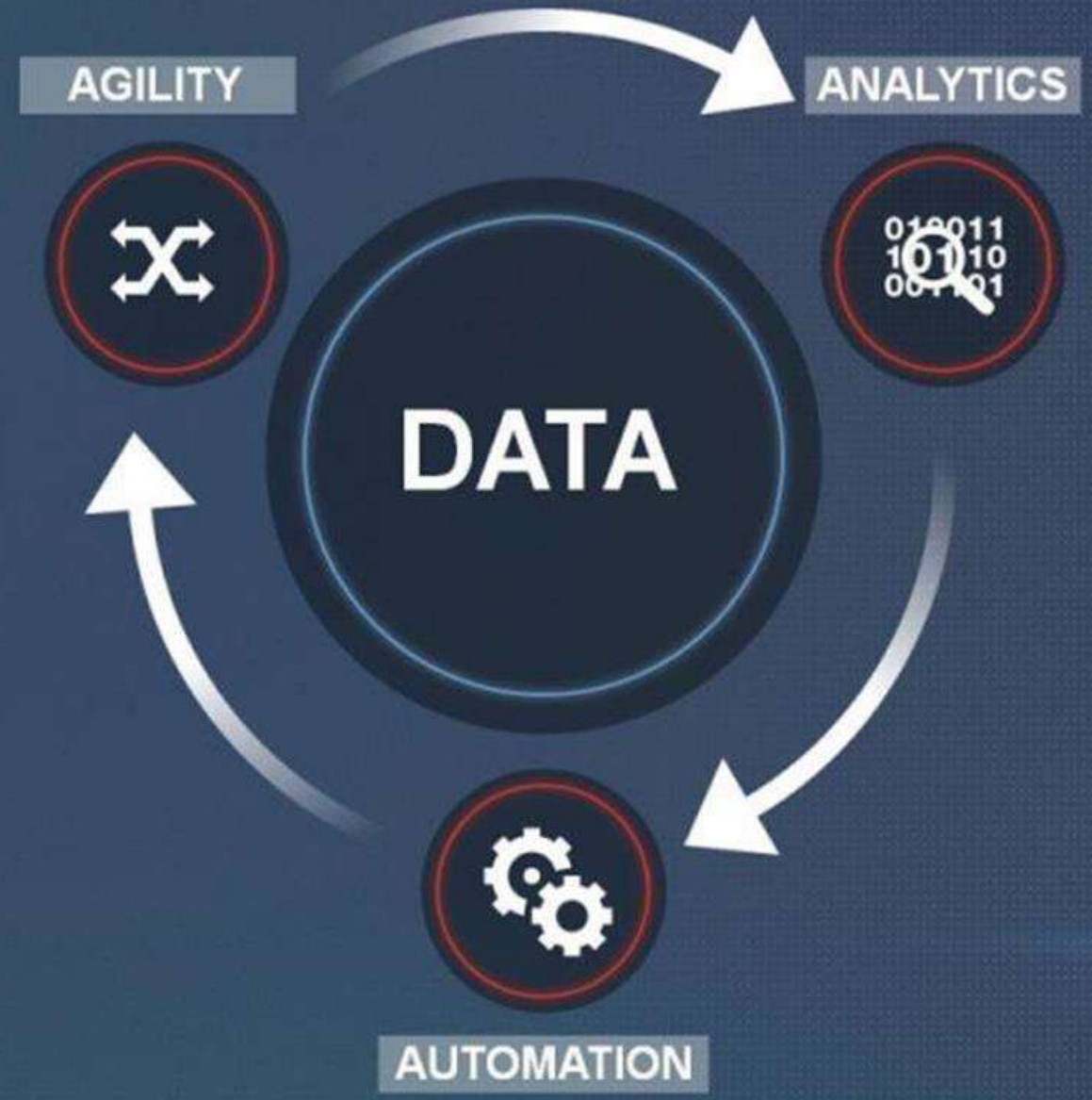
FORTINET

THE PERFECT STORM

DRIVING FORCE OF DX

DX
DIGITAL TRANSFORMATION
IS THE INTEGRATION OF DIGITAL TECHNOLOGY INTO ALL AREAS OF A BUSINESS, RESULTING IN FUNDAMENTAL CHANGES TO HOW BUSINESSES OPERATE AND HOW THEY DELIVER VALUE TO CUSTOMERS.

THE ROLE OF DATA IN DIGITAL TRANSFORMATION



SECURING THE DIGITALLY TRANSFORMED ENTERPRISE

"…in the digital era, [security] focus needs to shift from securing network perimeters to safeguarding data spread across systems, devices, and the cloud."

MIT Technology Review, 2017

SECURITY—OBSTACLE TO DIGITAL TRANSFORMATION

"Cybersecurity, one of Top 10 obstacles to Digital Transformation."

Harvard Business Review 2017

"Security is identified by CEOs as one of the top 3 challenges for providing the ideal infrastructure for digital transformation."

BT, CEO Report – Leading from the Front – 2017

"Security is the largest factor standing in the way of enterprise digital transformation efforts."

SoftServe 2017

"Security nearly always tops the list of digital transformation obstacles".

Marc Cecere, Forrester, ZD Net, 2017

"Some 57% of businesses reported major issues finding and recruiting talented IT security staff—a problem as digital transformation efforts move more data and systems to the cloud, and cyber attacks grow more sophisticated."

Osterman Research 2017

CYBER SECURITY CHALLENGES TO ADDRESS FOR A SUCCESSFUL DX

PROTECTING DATA

No matter where it is in the network or what state it's in

SECURING OT

Extending IT security to Operation Technology Networks

FLEXIBLE SECURITY CONSUMPTION

To cover hybrid in a multi-cloud environment

ADDRESSING COMPLIANCE

As part of a broader Risk Management Strategy

EXPANDING THREAT LANDSCAPE

Requires Real-time security, human skills and automation

SX

SECURITY TRANSFORMATION

IS THE INTEGRATION OF SECURITY INTO ALL AREAS OF DIGITAL TECHNOLOGY RESULTING IN FUNDAMENTAL CHANGES TO HOW SECURITY IS ARCHITECTED, DEPLOYED AND OPERATED.

FORTINET SECURITY FABRIC

BROAD

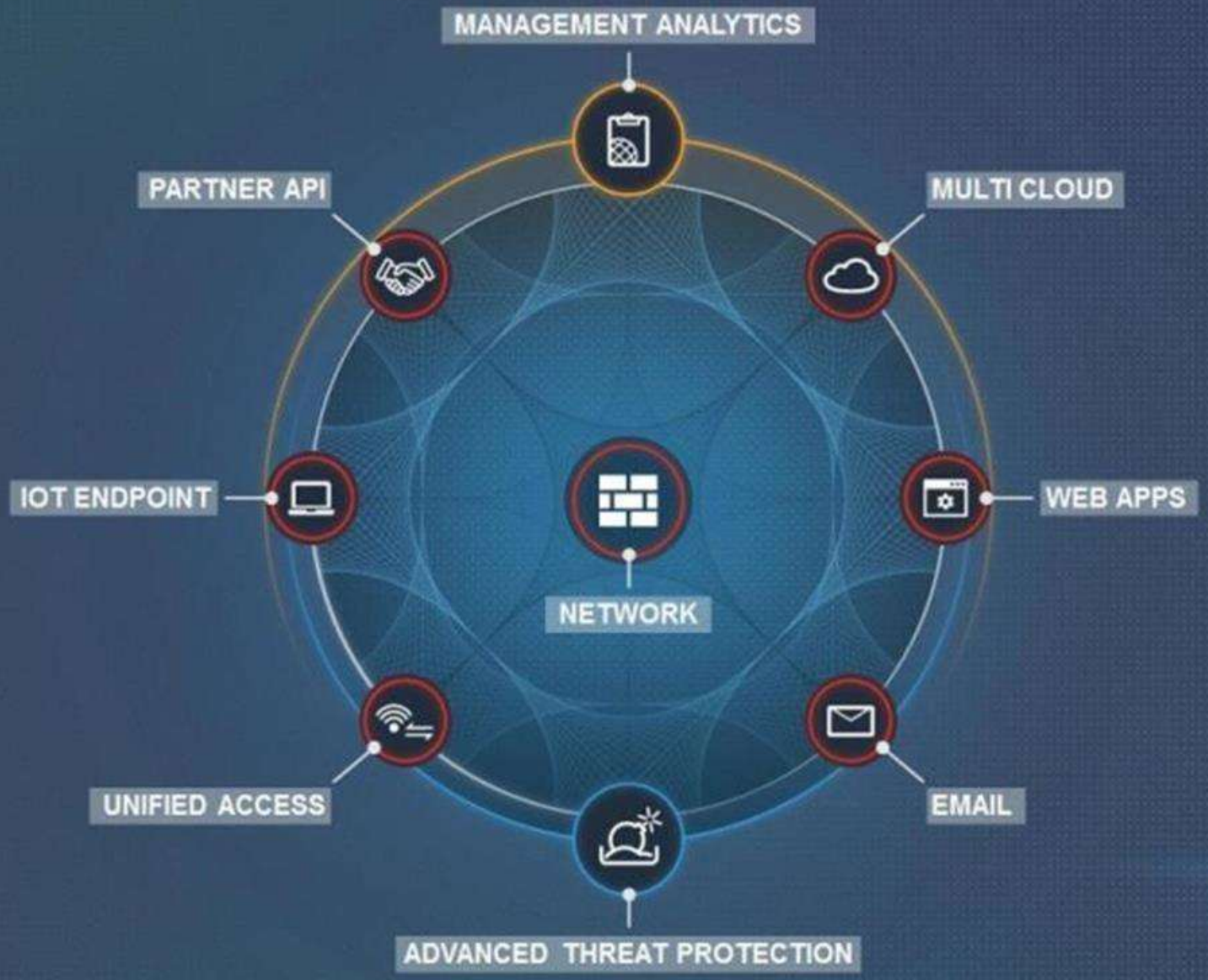
Provides Visibility and Protection Across the Entire Digital Attack Surface

INTEGRATED

Multiple Technologies Working Together for the Detection of Advanced Threats

AUTOMATED

Embedded Intelligence for Automatic Response & Continuous Trust Assessment



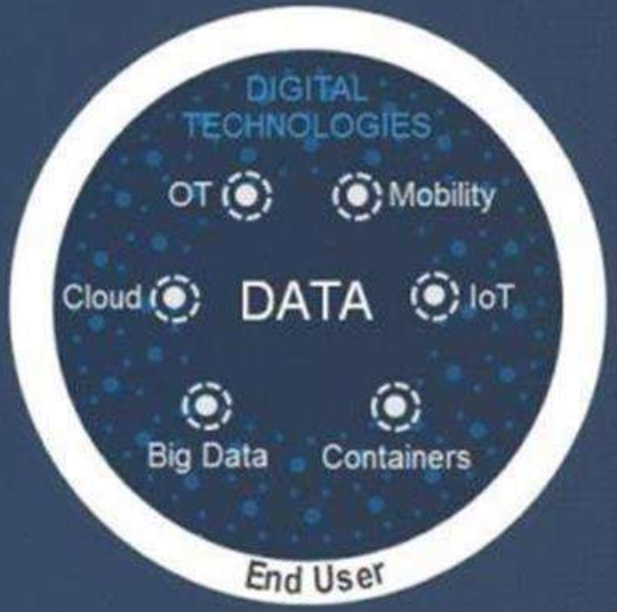
FORTINET

STRENGTH IN NUMBERS

THE HUMAN ELEMENT

EXISTING CISO CHALLENGES KEEP GROWING

Cyber security has become too big of an issue for anyone to solve



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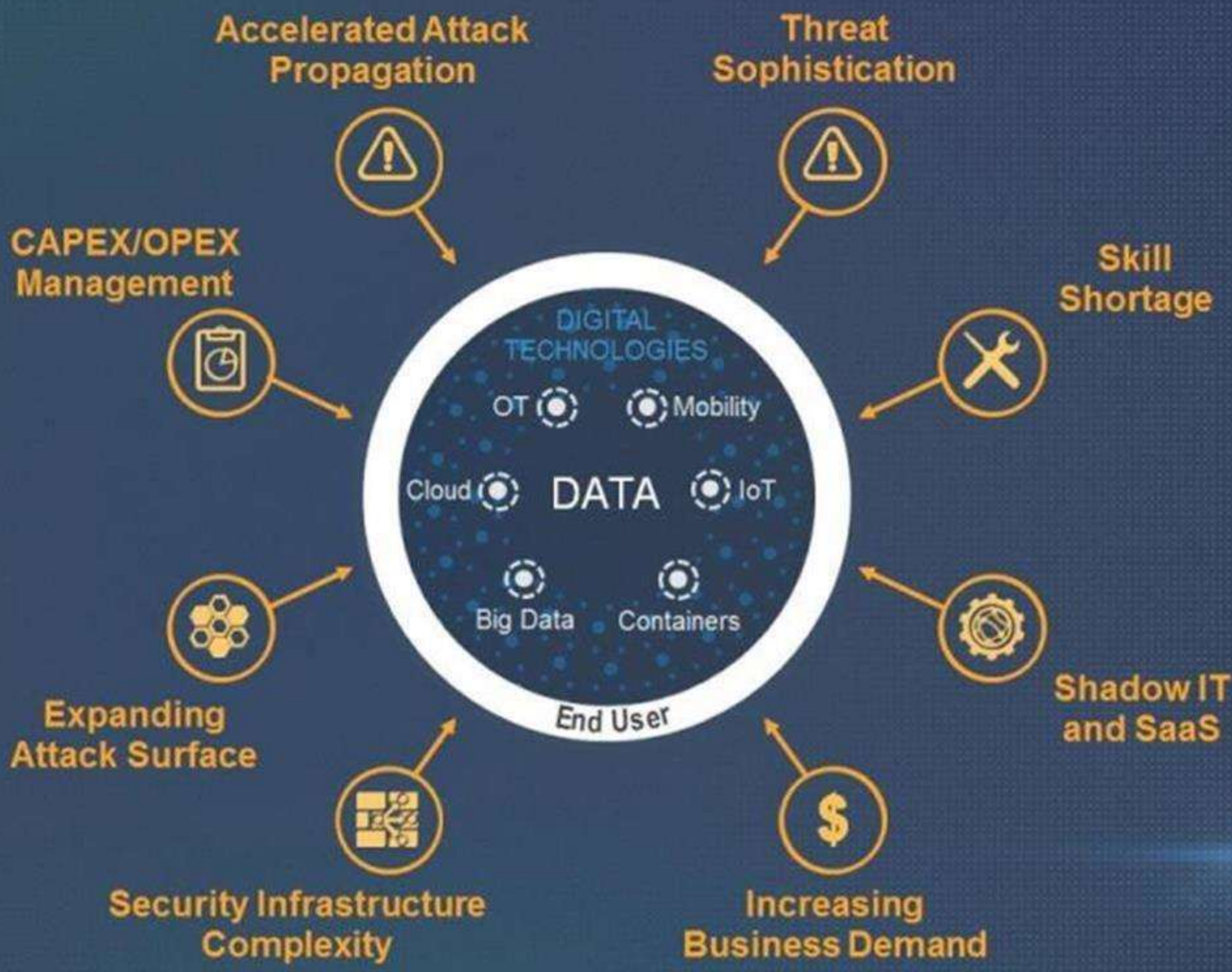


IT TAKES A FULL ECOSYSTEM

Starting with the Fortinet Security Fabric powered by FortiOS 6.0

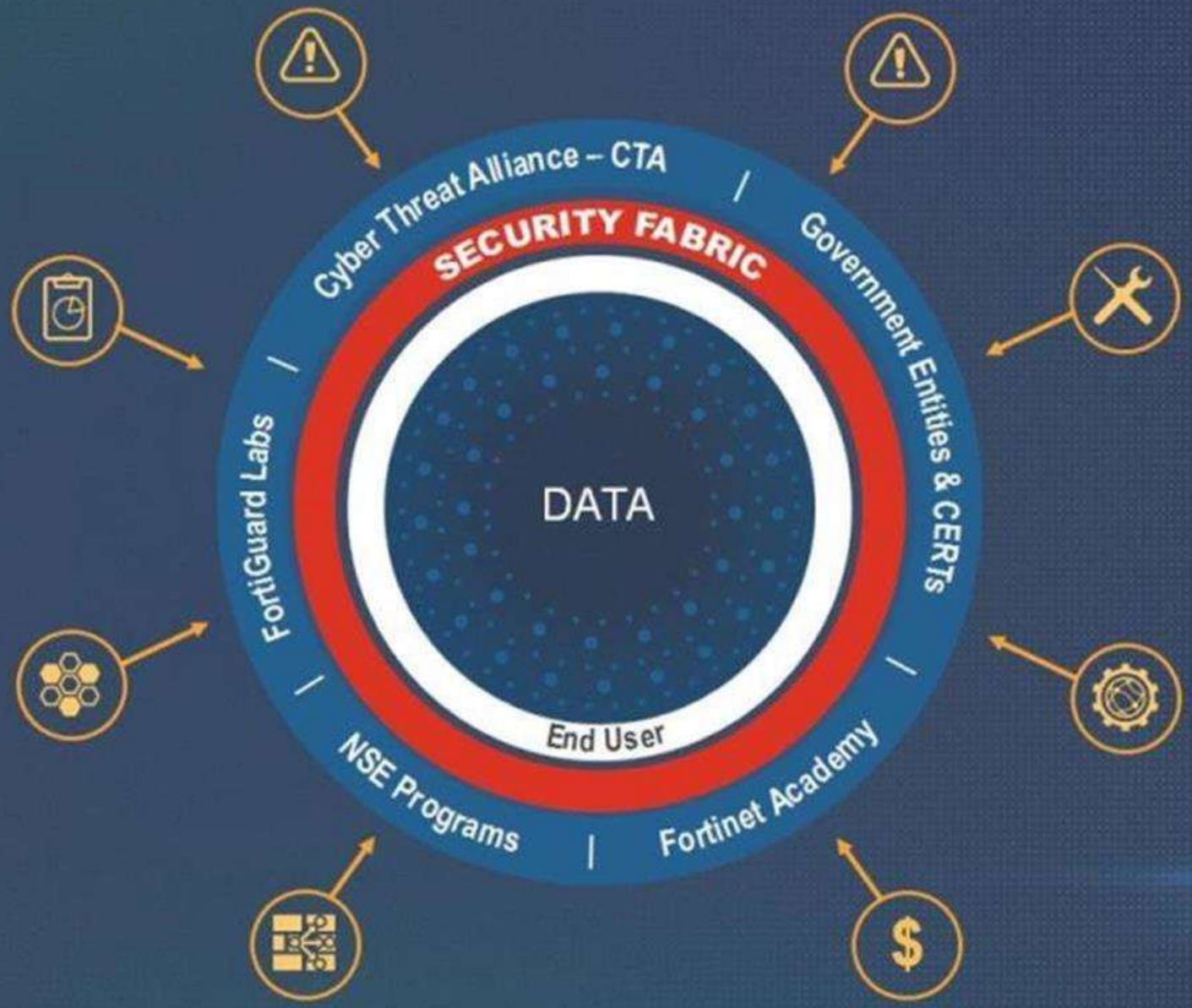
IT TAKES A FULL ECOSYSTEM

Starting with the Fortinet Security Fabric powered by FortiOS 6.0

IT TAKES A FULL ECOSYSTEM

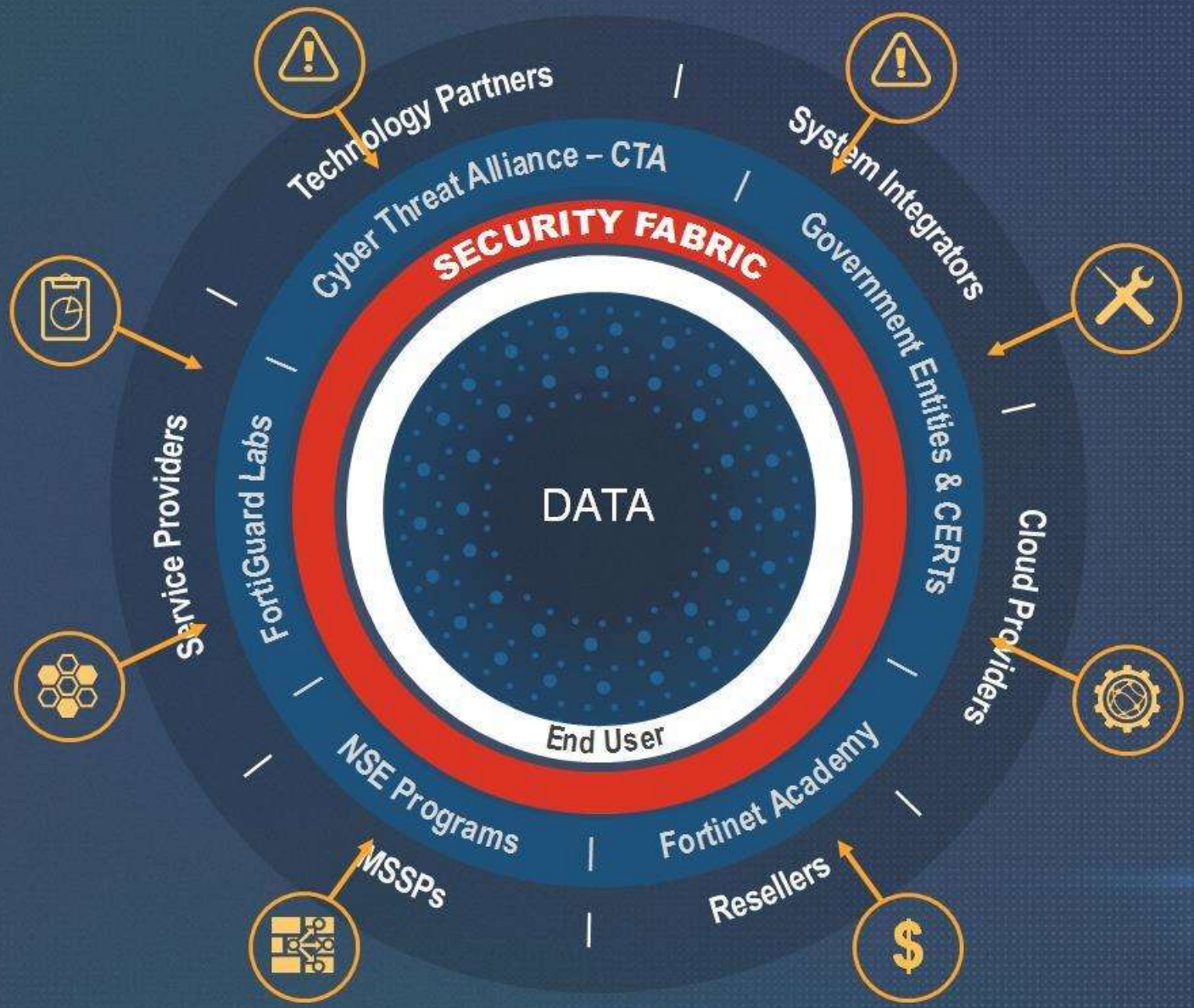
Real-time Threat Intelligence and Knowledge Transfer:

- FortiGuard AI
- 100,000+ NSE certifications
- Fabric Xpert Program
- Fortinet Academy: 81 educational institutions



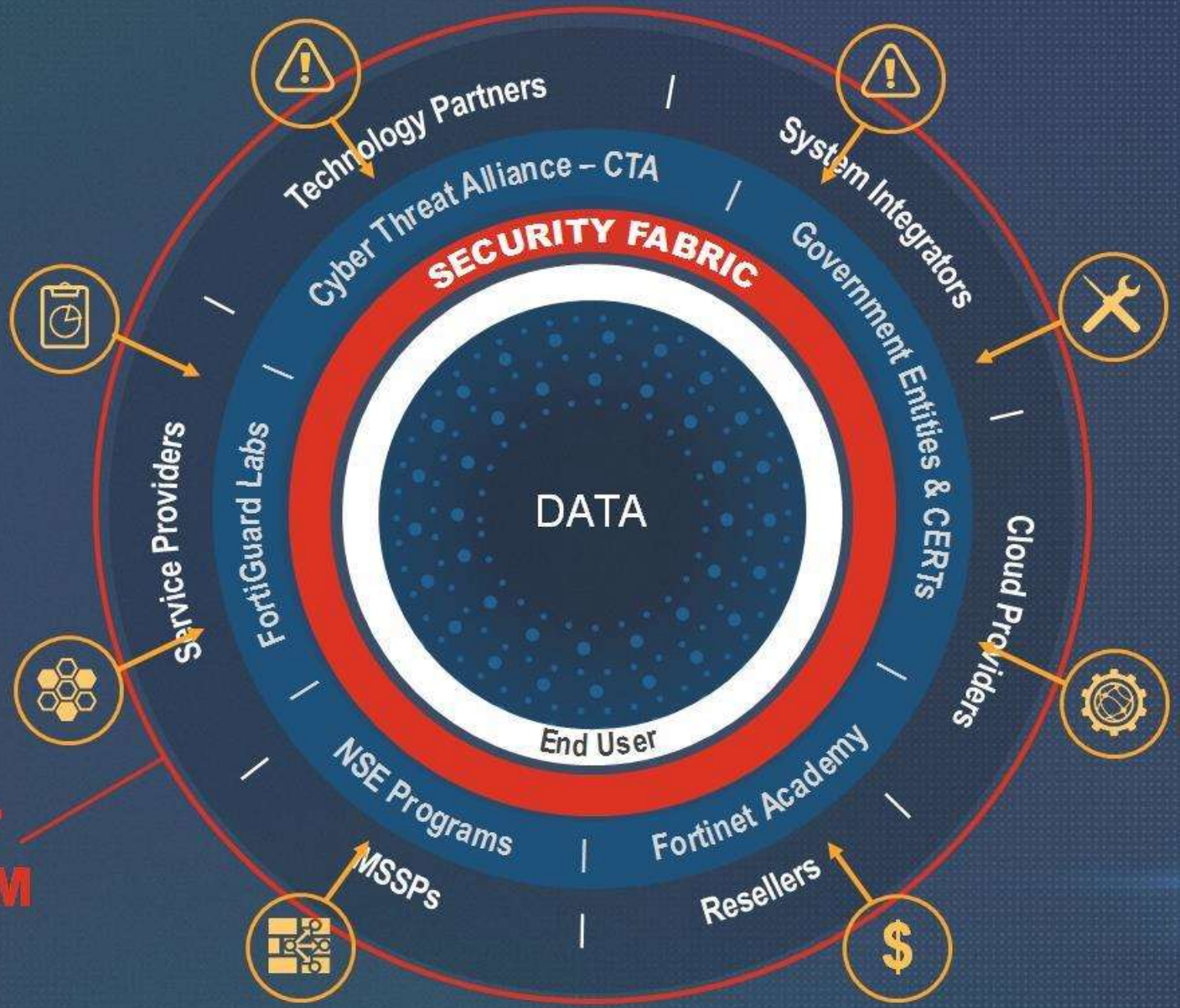
IT TAKES A FULL ECOSYSTEM

Supporting new security consumption models with widest range of platforms and licensing options



IT TAKES A FULL ECOSYSTEM

Fortinet empowers a strong ecosystem to drive security transformation



FORTINET—UNLOCKING YOUR DIGITAL TRANSFORMATION

SECURITY TRANSFORMATION TAKES A FULL ECOSYSTEM

FORTINET

PARTNER

END USER

FORTINET SECURITY FABRIC IS THE SECURITY VISION

BROAD

INTEGRATED

AUTOMATED

SX

POWERED BY FORTINET

UNLOCKING YOUR DIGITAL TRANSFORMATION THROUGH SX

FOR TODAY AND FOR YOUR FUTURE PLANS

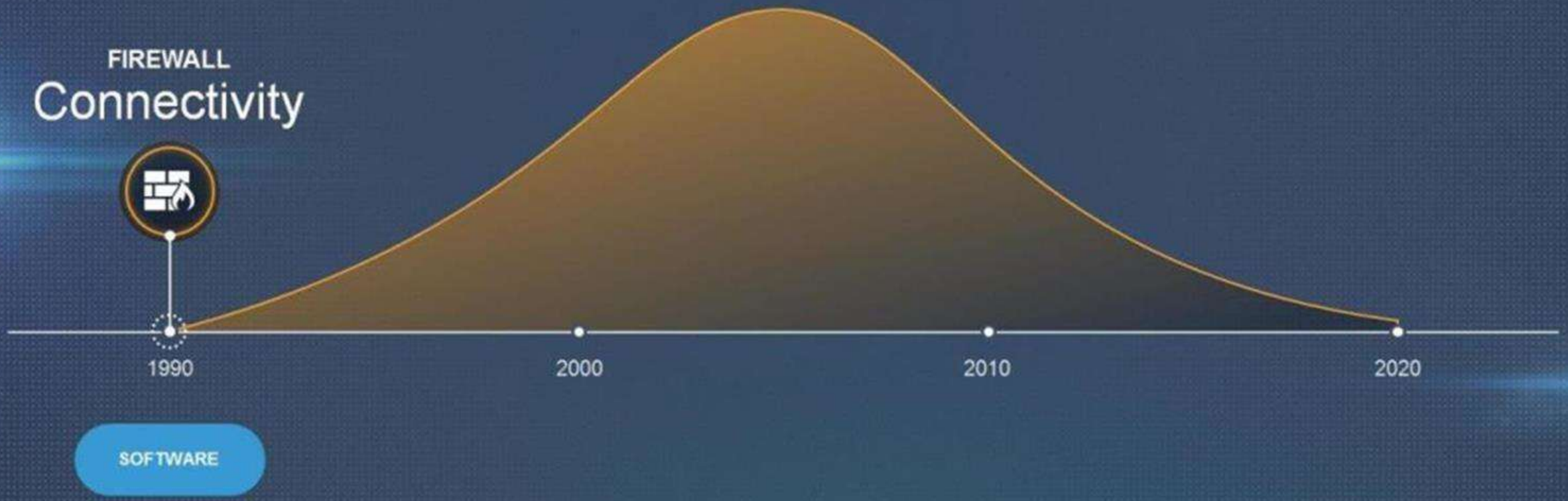
FORTINET

FORTINET
ACCELERATE 18
STR3NGTH IN NUMB3RS
LEADING THE CHANGE
IN INTERNET SECURITY
TRANSFORMATION
KEN XIE :: FOUNDER & CEO

Gartner Forecast: Information Security Worldwide
Forbes Tech Big Data

1st Generation

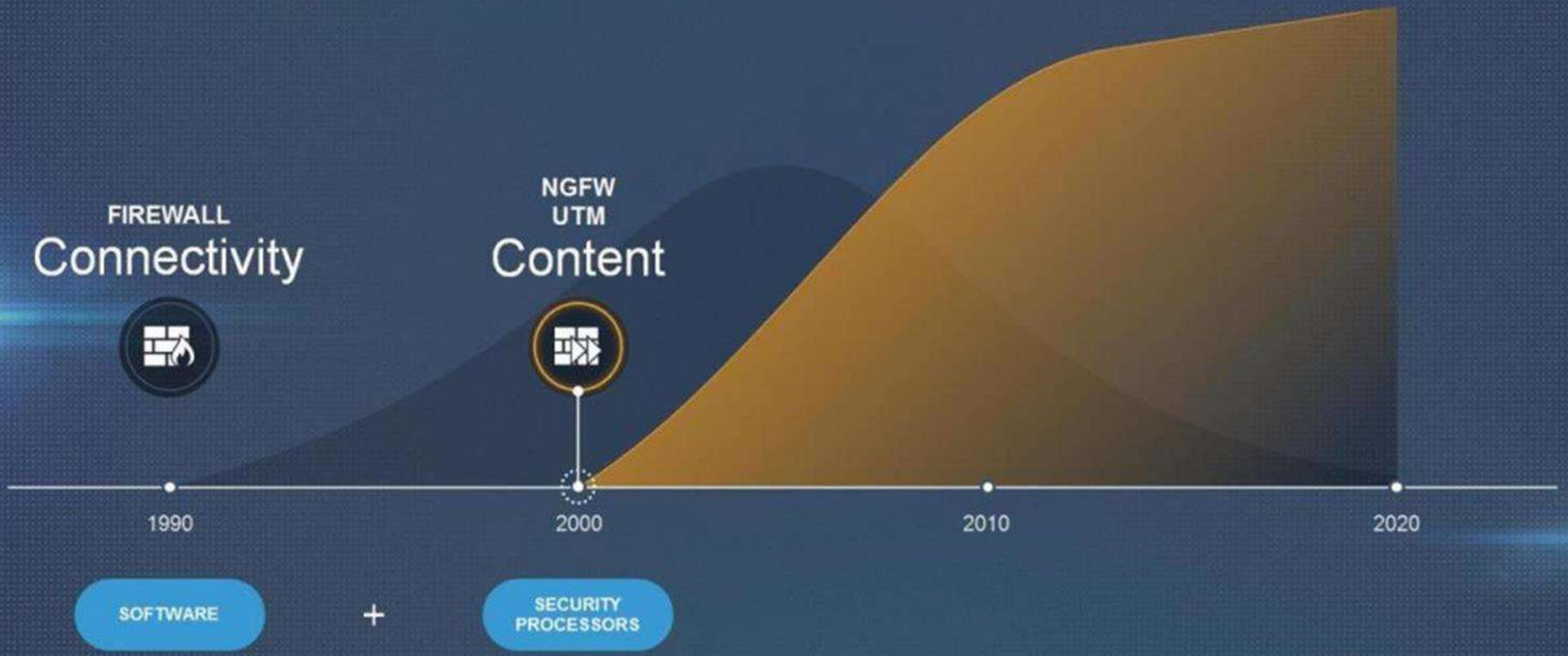
EVOLUTION OF NETWORK SECURITY



1st Generation | 2nd Generation

EVOLUTION OF NETWORK SECURITY

CONTINUED GROWTH IN THE SECOND GENERATION



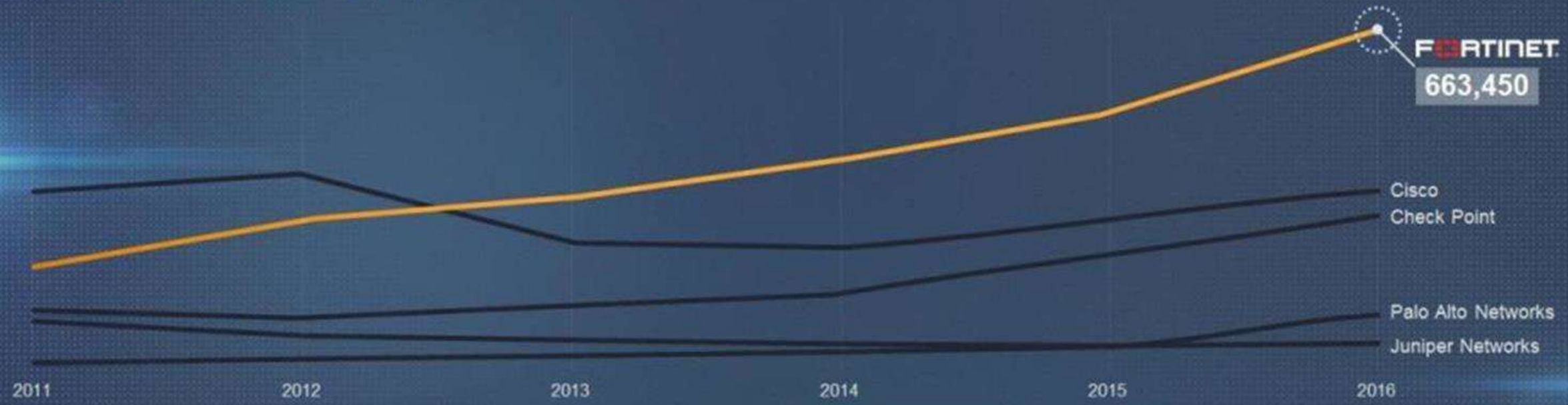
1st Generation | 2nd Generation | 3rd Generation

GROWING FASTER THAN THE MARKET

REAL APPLIANCES SHIPPED

#1 Top Vendor with 2X the Number of Appliances Shipped

Based on annual unit shipments (IDC)



Source: IDC Worldwide Security Appliances Tracker, April 2017 (based on annual unit shipments)

1st Generation | 2nd Generation | 3rd Generation

FORTINET SPU – 10X THE PERFORMANCE

A NEW GENERATION OF CUSTOM ASICS

SPU

CPU & Serial Processing-based

CPU

Slow, Not Scalable & Poor TCO

FW	6Gbps
VPN	2Gbps
IPS	3.5Gbps

VS

Fortinet SPU-based Parallel Path Processing

NP6 | CPU | CP9

Accelerates Network Traffic | Flexible Policy | Accelerates Content Inspection

FW	**40** Gbps
IPsec VPN	**25** Gbps
SSL VPN	**28** Gbps
IPS	**20** Gbps

6X - 12X performance

Fortinet System-on-a-Chip

SoC3

Optimized for entry-level form factors

5X FW
8X / 11X SSL/IPsec VPN
5X IPS
5X Concurrent Sessions
3X Power efficiency
vs. similarly-priced offerings

More Performance

Less Latency

Less Space

Less Power

1st Generation | 2nd Generation | 3rd Generation

ONLY FORTINET CAN REACH THE HIGHEST LEVELS OF SECURITY

SIGNIFICANT ENGINEERING INVESTMENT REQUIRED FOR PERFORMANCE AND VALUE

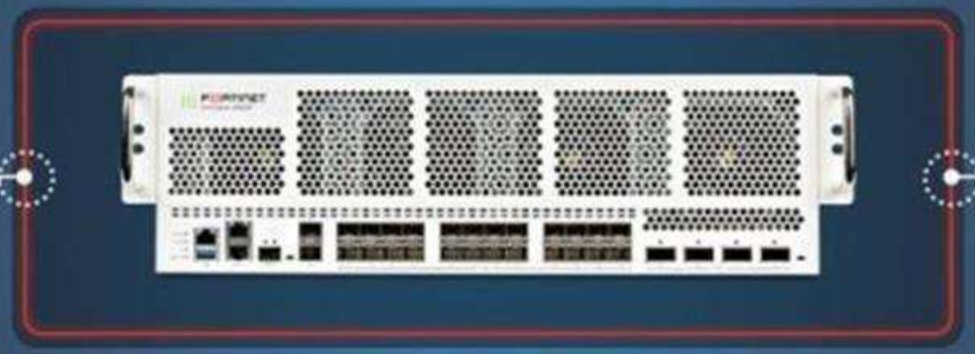
1st Generation | 2nd Generation | 3rd Generation

FORTIGATE 6000 SERIES

THE INDUSTRY'S FIRST 100GBPS+ NEXT-GEN FIREWALL

FORTIGATE 6300F

60 Gbps



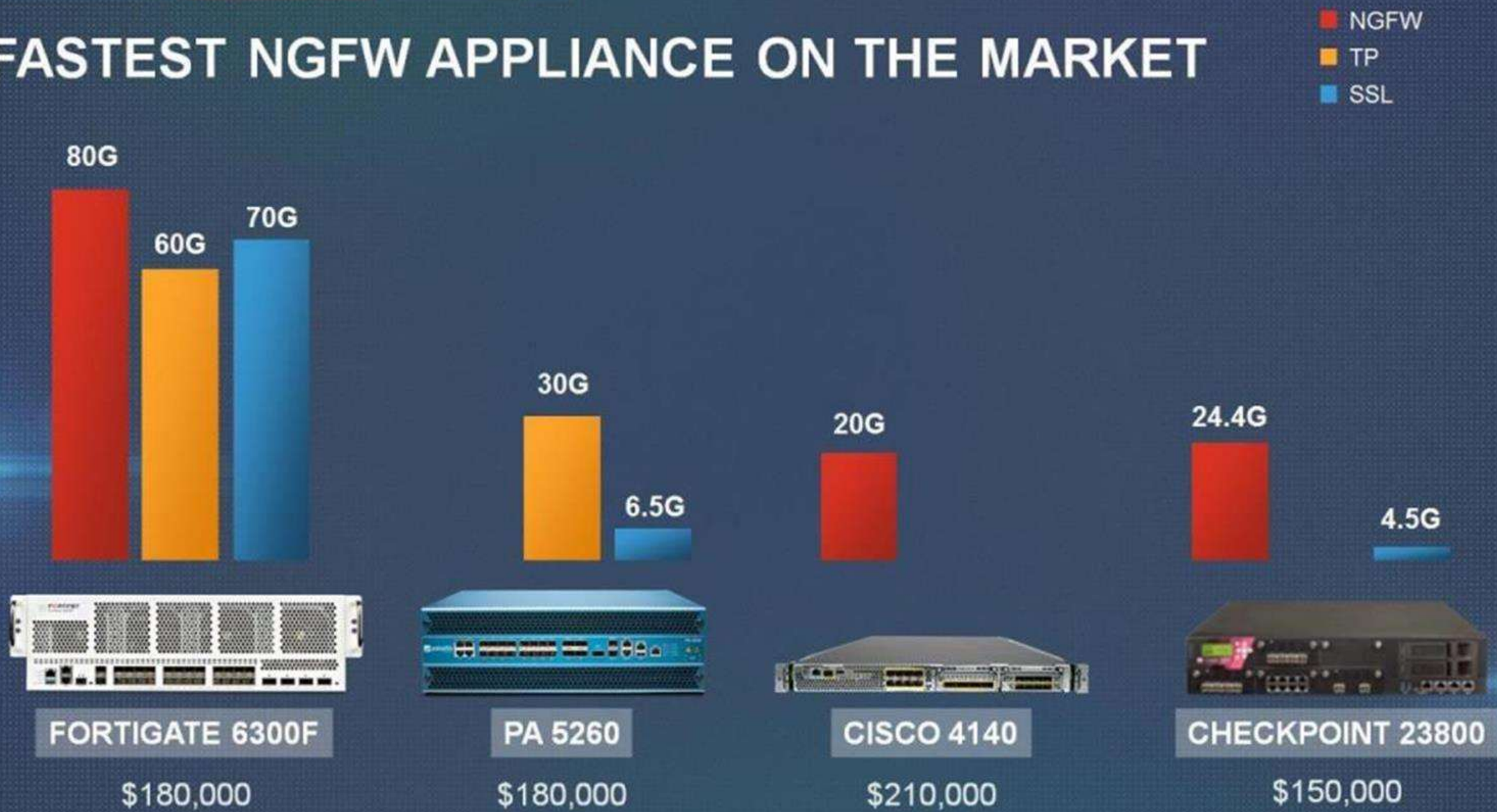
FORTIGATE 6500F

100 Gbps

Threat Prevention

(FW + App Control + IPS + AV)

FASTEST NGFW APPLIANCE ON THE MARKET



FORTINET

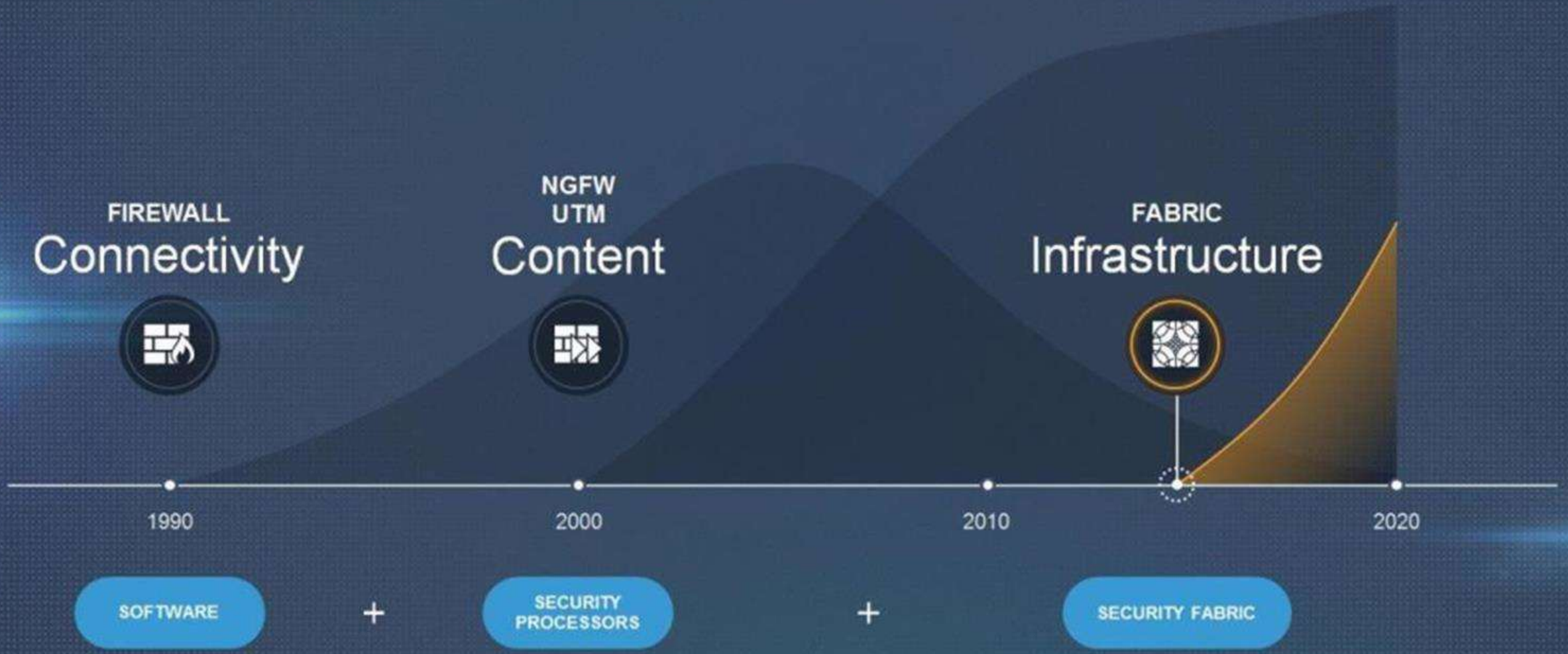
WE PIONEERED AND ARE LEADING THE 3RD GENERATION

POSITIONED TO WIN

1st Generation | 2nd Generation | 3rd Generation

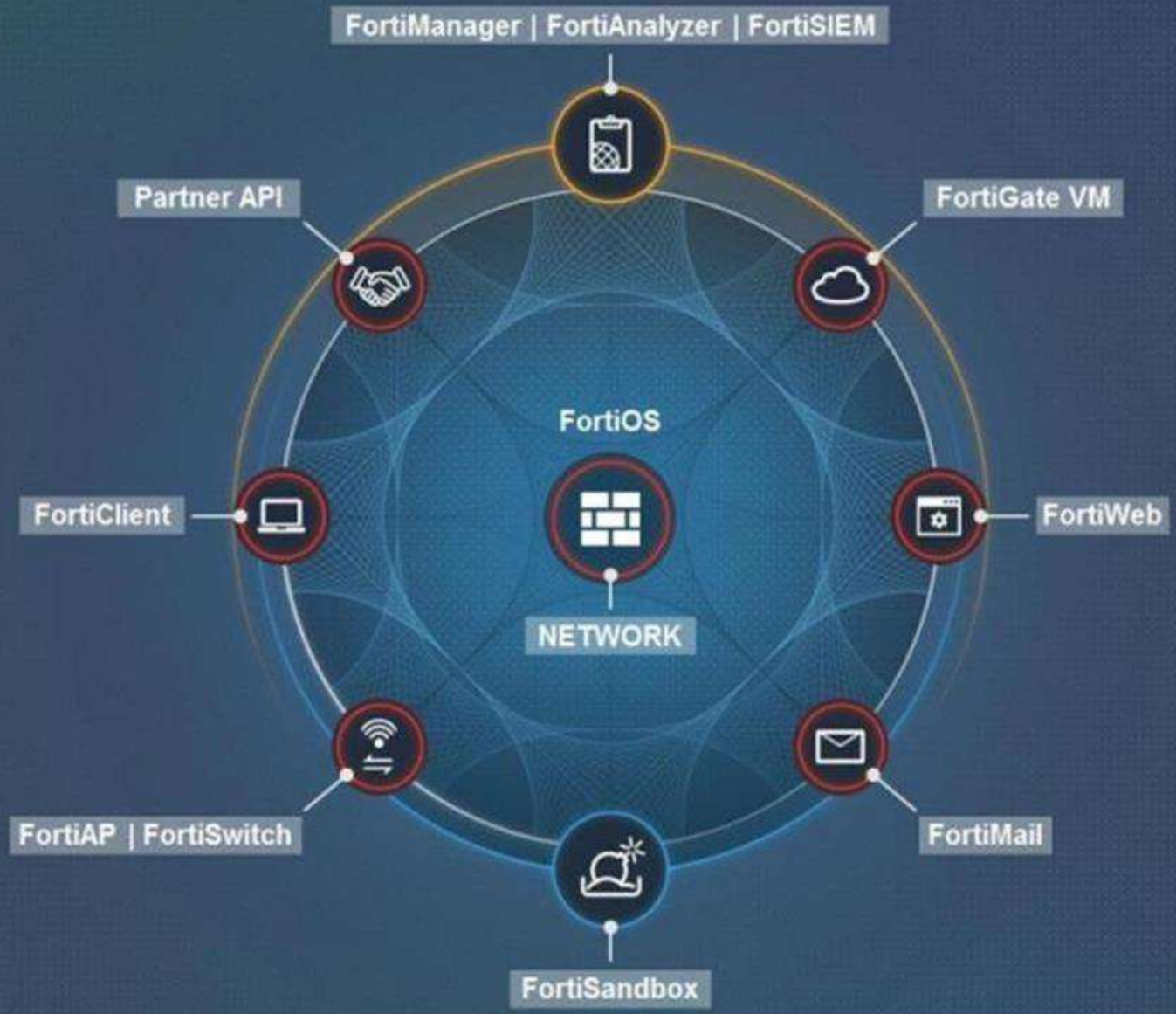
EVOLUTION OF NETWORK SECURITY

WE ARE IN THE EARLY STAGES OF THE THIRD GENERATION



1st Generation | 2nd Generation | 3rd Generation

THE POWER OF FORTINET SECURITY FABRIC



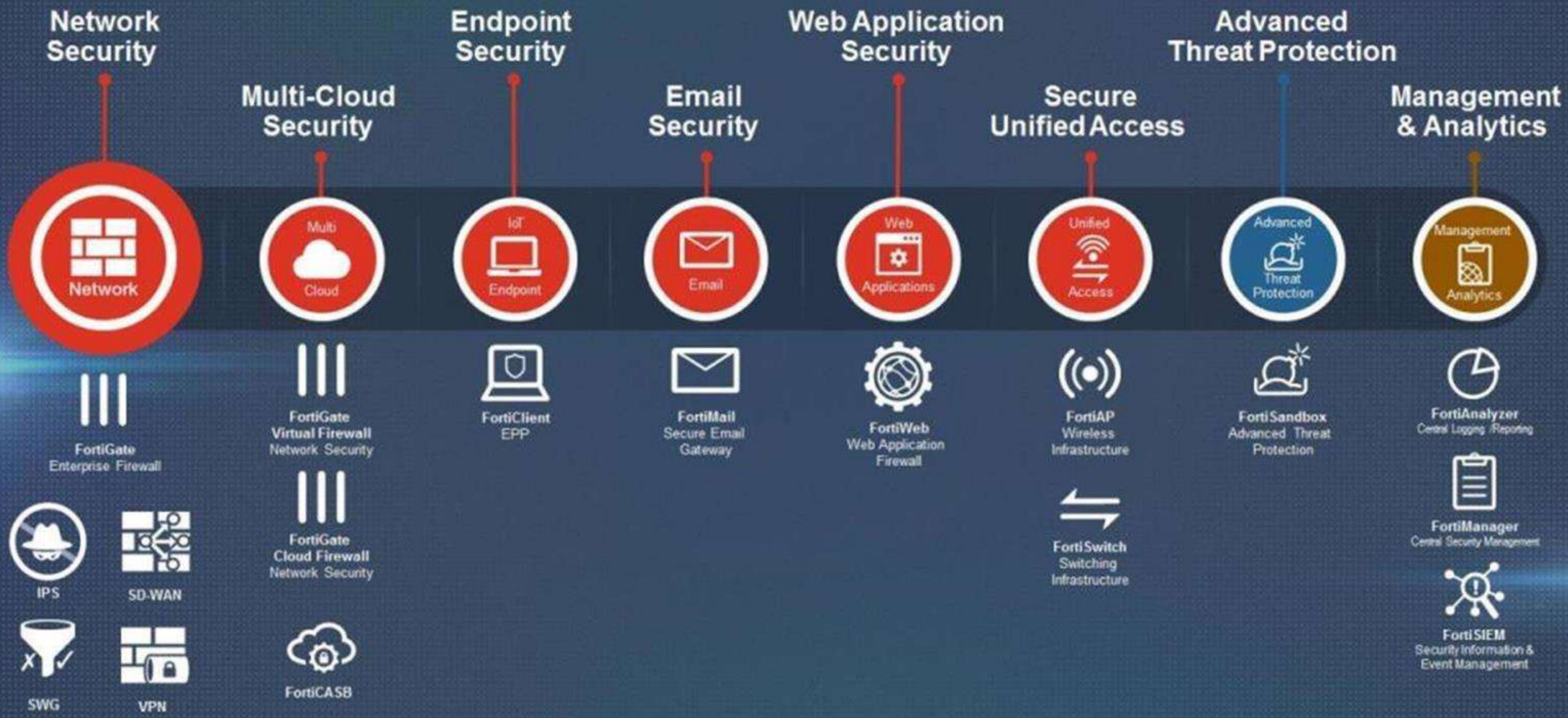
BROAD

INTEGRATED

AUTOMATED

1st Generation | 2nd Generation | 3rd Generation

FORTINET END-TO-END PROTECTION



1st Generation | 2nd Generation | 3rd Generation

UNEQUALED INDEPENDENT INDUSTRY CERTIFICATION

11
Recommendations

1st Generation | 2nd Generation | 3rd Generation

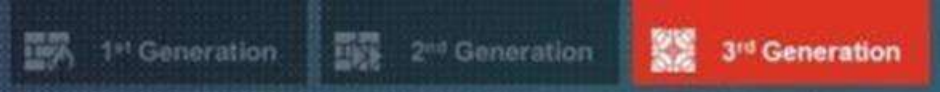
RECOGNIZED BY GARTNER IN 6 MAGIC QUADRANTS

3RD GENERATION OF NETWORK SECURITY

UNPARALLELED THIRD-PARTY VALIDATION

Magic Quadrant for Enterprise Network Firewalls

Magic Quadrant for Unified Threat Management



THE MOST DEPLOYED NETWORK SECURITY OPERATING SYSTEMS

200+ NEW FEATURES

FORTIOS 6.0

Cloud Connectors | CASB | SD-WAN | Fabric Integration | FortiGuard

1st Generation | 2nd Generation | 3rd Generation

WE PROTECT 90% OF THE GLOBAL S&P 100

330,000+ CUSTOMERS WORLDWIDE

CONSUMER / RETAIL

SERVICE PROVIDER

MANUFACTURING

GOV'T / EDUCATION

FINANCE

HEALTHCARE

OIL / GAS

TECH

1st Generation | 2nd Generation | 3rd Generation

WE PROTECT 90% OF THE GLOBAL S&P 100

330,000+ CUSTOMERS WORLDWIDE

Fortune Telecommunications Companies

10 OF THE TOP **10**

Fortune Retail and Commercial Banks

9 OF THE TOP **10**

Aerospace and Defense

7 OF THE TOP **10**

1st Generation | 2nd Generation | 3rd Generation

GROWING BEYOND THE FIREWALL

FOUR GROWTH AREAS

Google Cloud Platform Live | amazon web services | vmware

Office | Microsoft Azure | Dropbox

salesforce | cisco

INFRASTRUCTURE SECURITY

$47B

Management | Email | SIEM | Sandboxing | WAF | Endpoint | Switch | WiFi

CLOUD SECURITY

$2B

NETWORK SECURITY

$25B

IOT & OT SECURITY

$9B

1st Generation | 2nd Generation | 3rd Generation

IOT – A $9B OPPORTUNITY

EXTENDING SECURITY INTO CONNECTED CAR THE CONNECTED CAR

WE LEAD THE INDUSTRY IN INNOVATION

4X AS MANY PATENTS ISSUED THAN OUR COMPETITORS

#1 Security Innovator

Based on patents issued as listed by the US Patent and Trademark Office

WE WILL CONTINUE TO INNOVATE AND INVEST IN R&D

BURNABY (CANADA)

SOPHIA, FRANCE

SUNNYVALE HQ (CALIFORNIA)

OTTAWA, CANADA

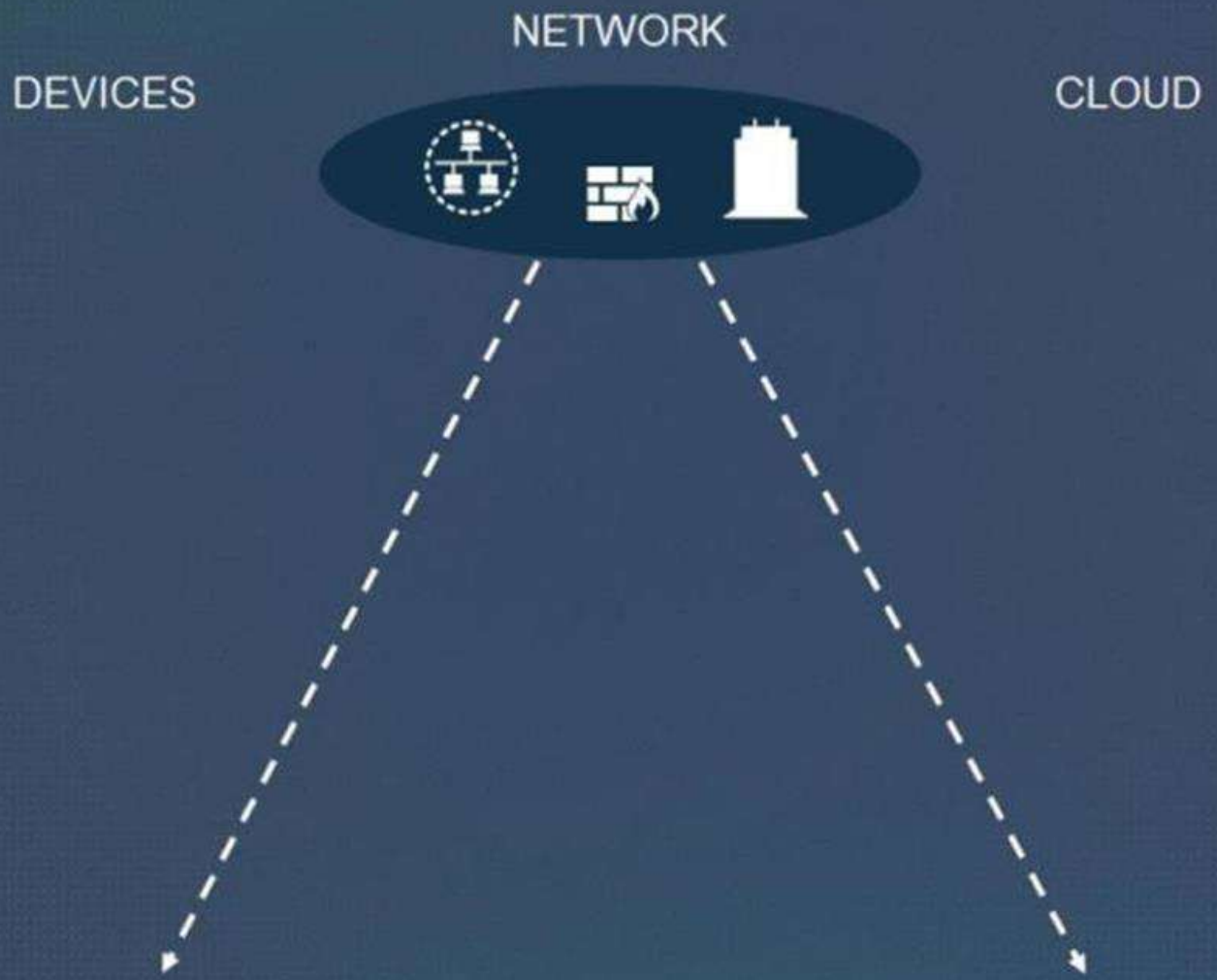
WE ARE BUILDING THE BEST INTERNET SECURITY COMPANY IN THE INDUSTRY

FROM THE GROUND UP AND END-TO-END

FORTINET

FORTINET
ACCELERATE 18
STR3NGTH IN NUMB3RS
FORTINET
SECURITY FABRIC
PROTECTING THE DIGITAL
ATTACK SURFACE
JOHN MADDISON :: SVP PRODUCTS AND SOLUTIONS

DX CREATES A DIGITAL ATTACK SURFACE WHICH IS MUCH LARGER



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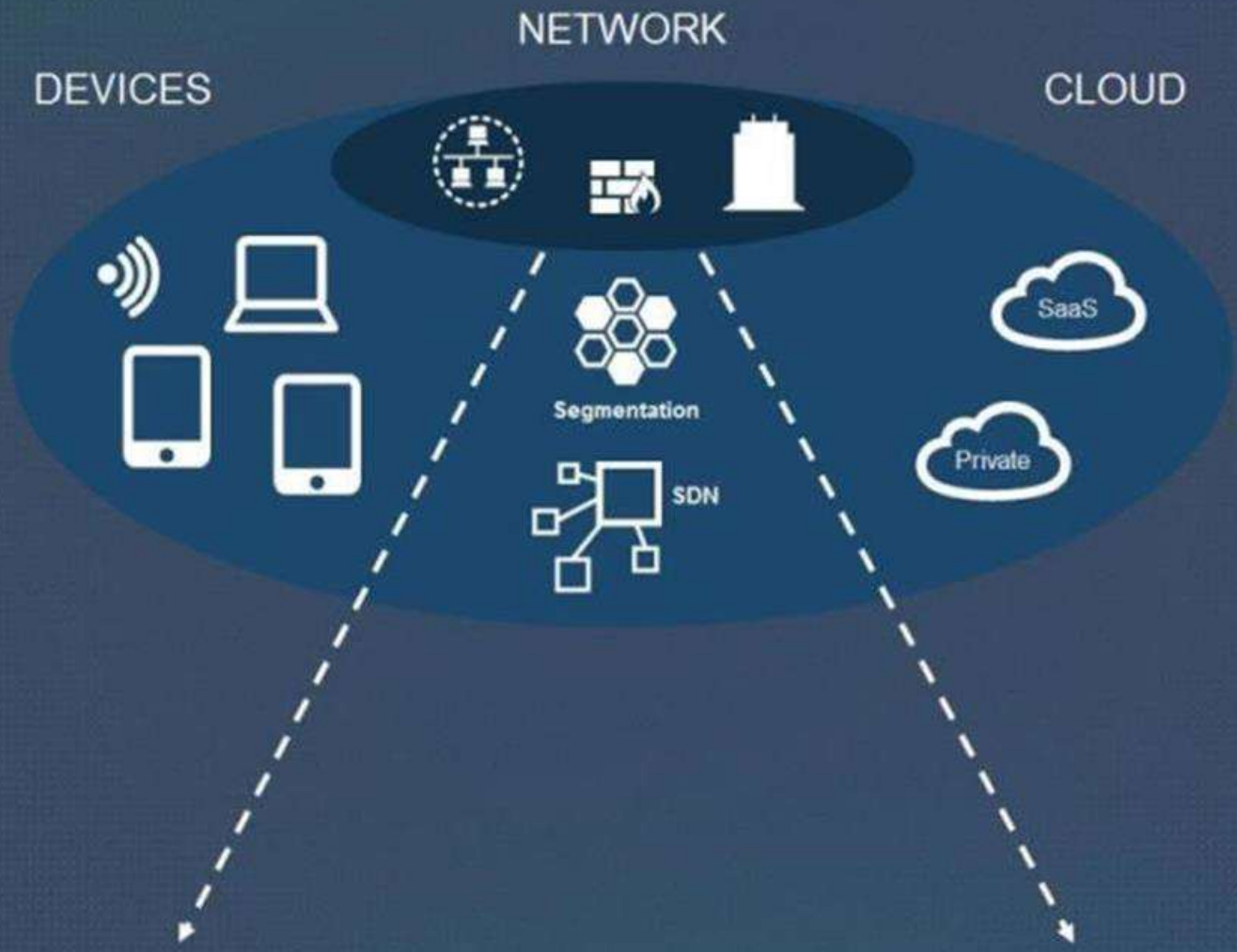

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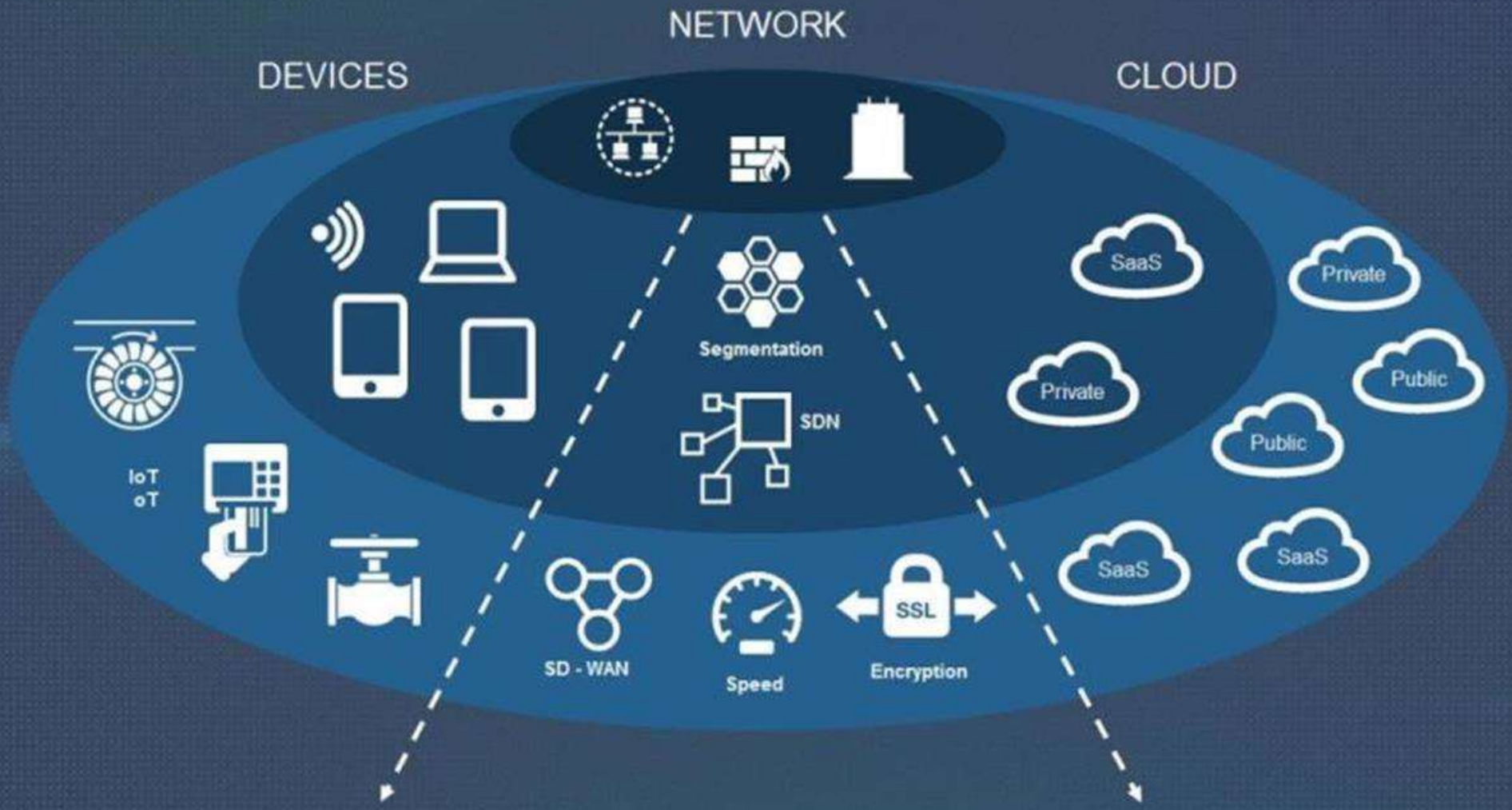

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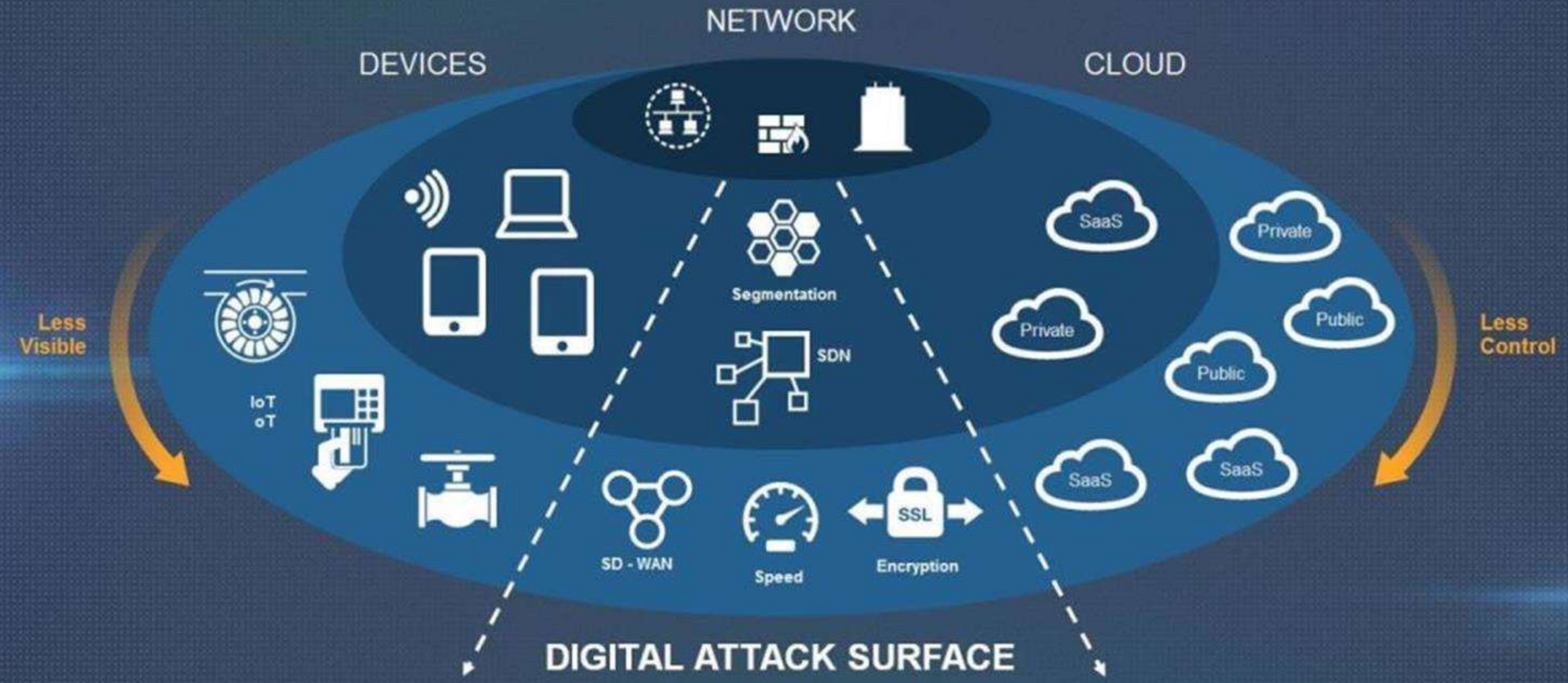

CAN YOU KEEP ADDING MORE SECURITY VENDORS?

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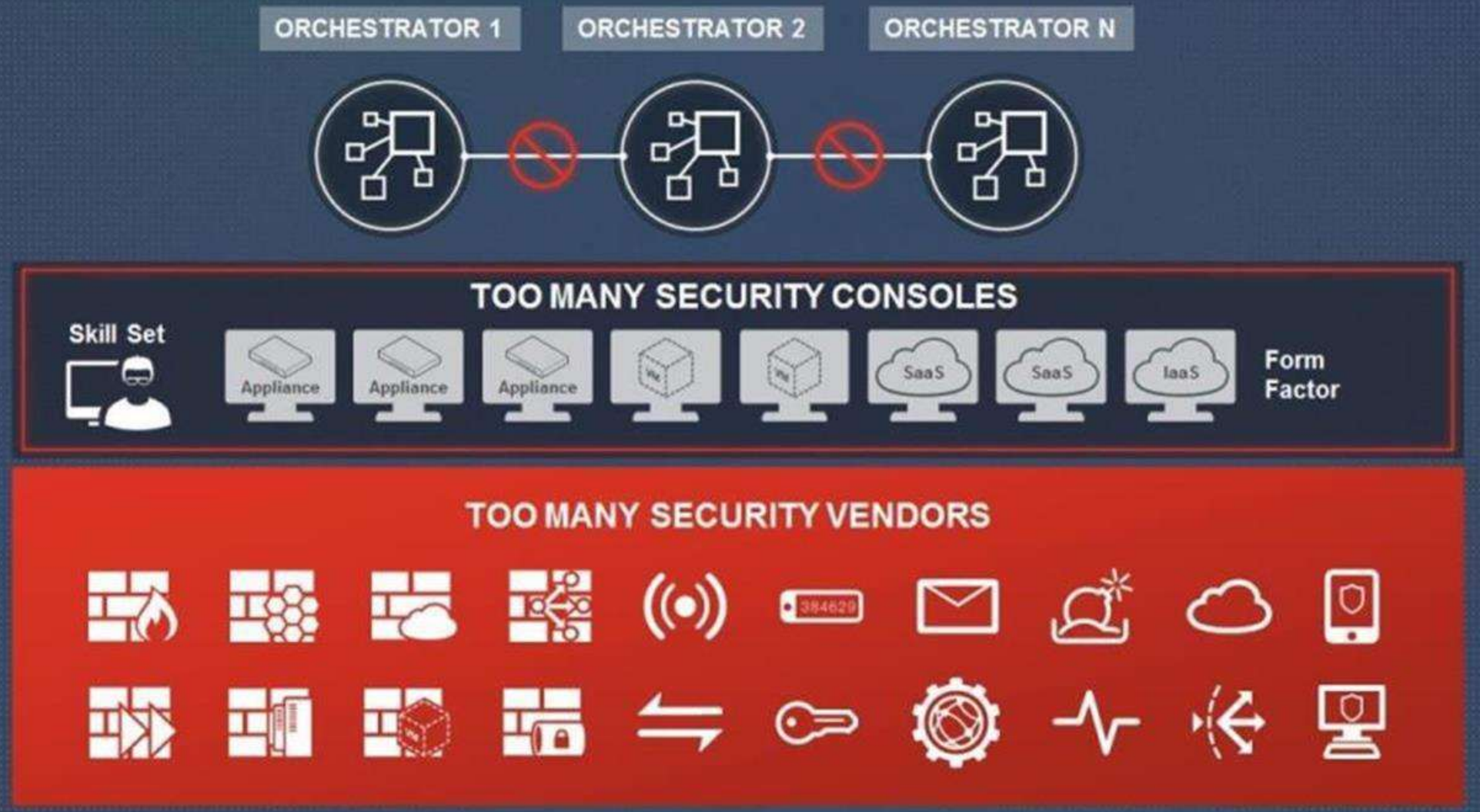
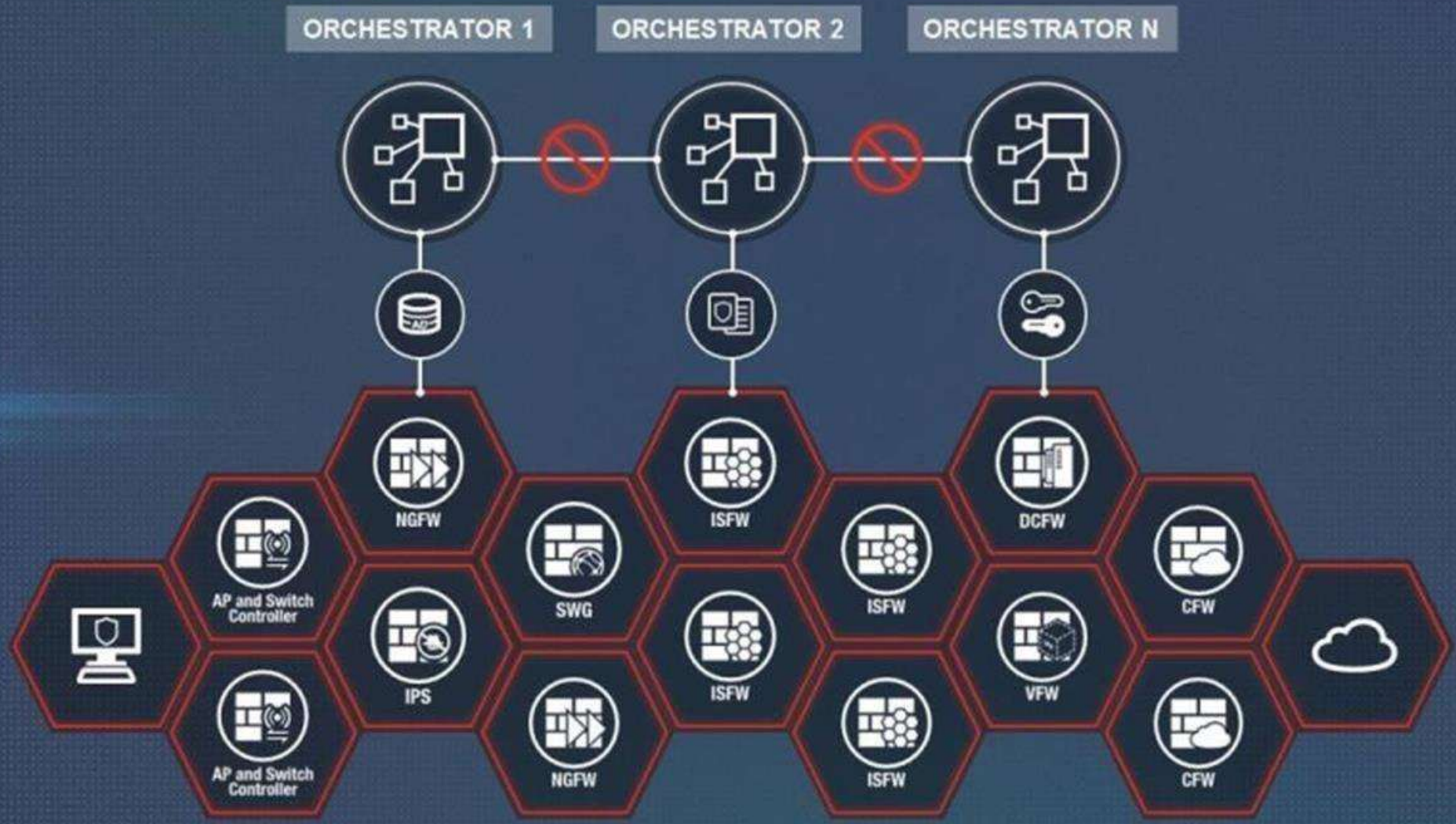
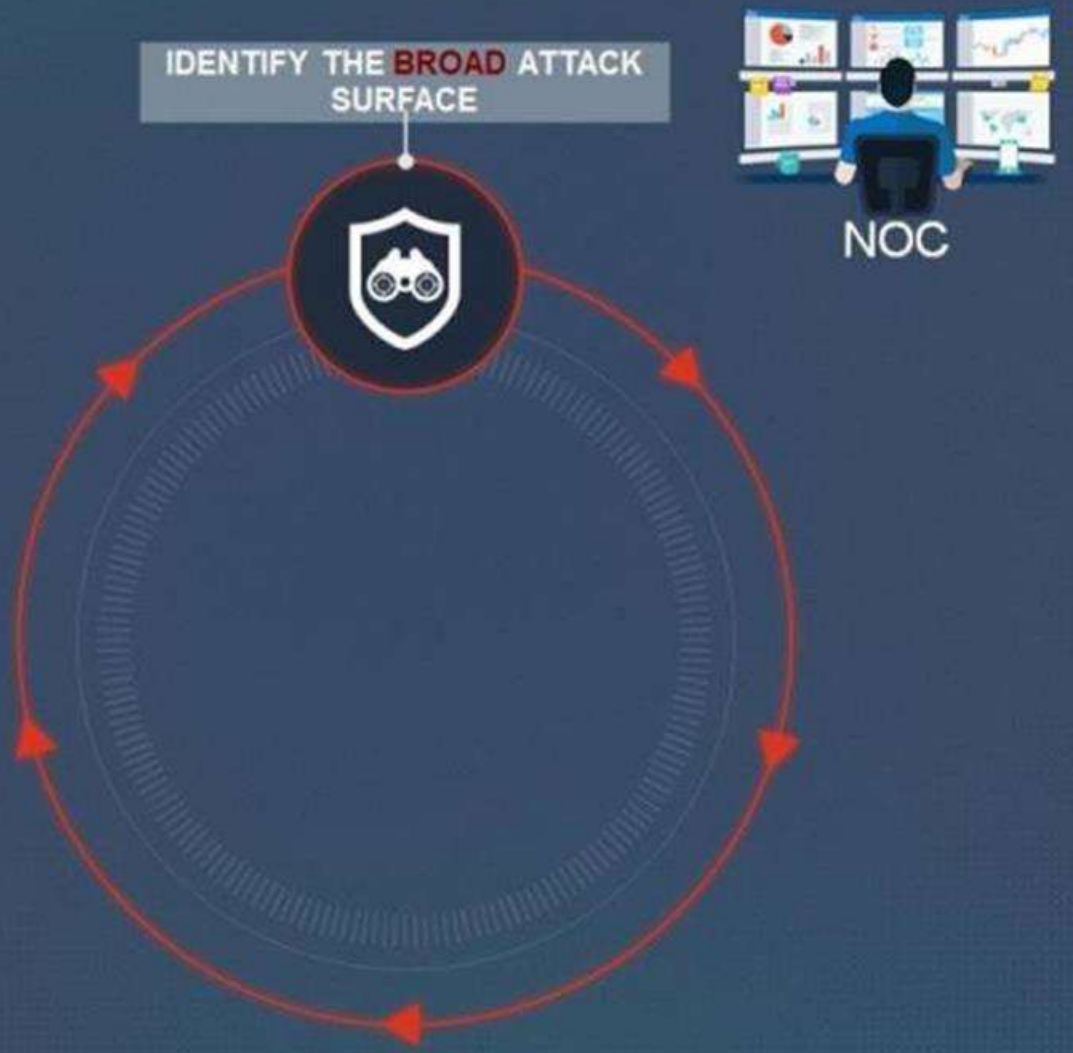


END-TO-END SEGMENTATION VIA SECURITY FABRIC



DIGITAL ATTACK SURFACE REQUIRES AN ADAPTIVE SECURITY FRAMEWORK



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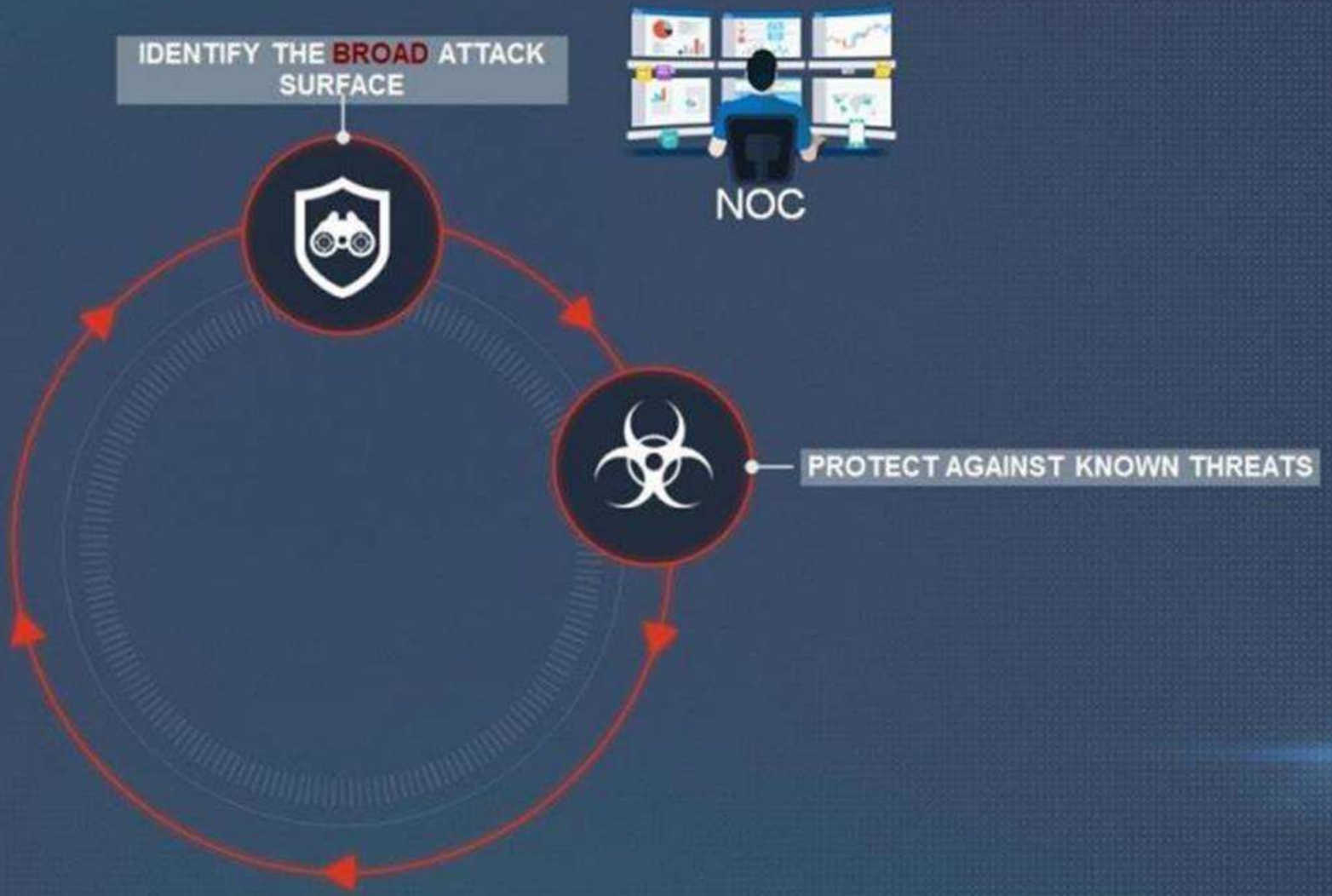

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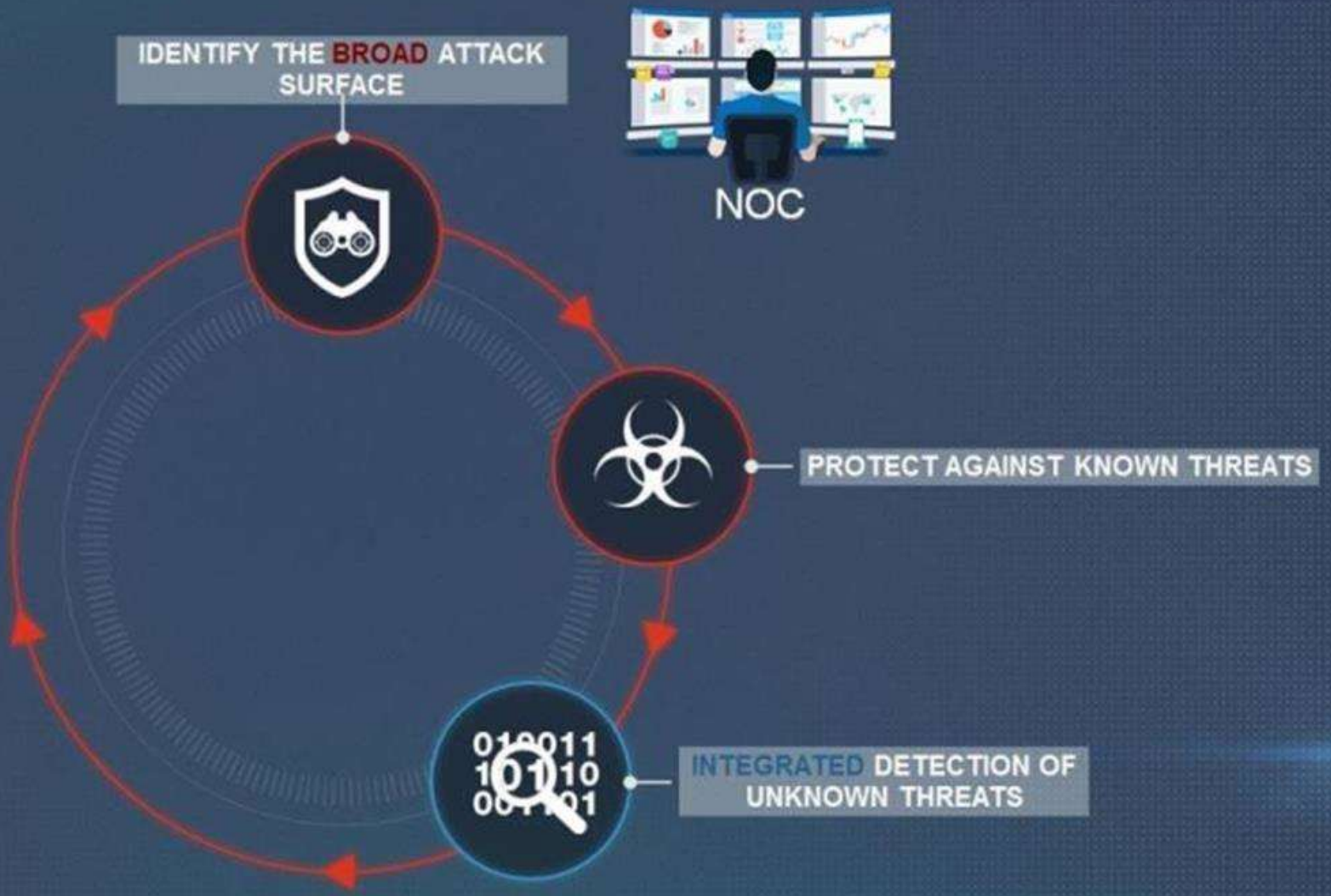

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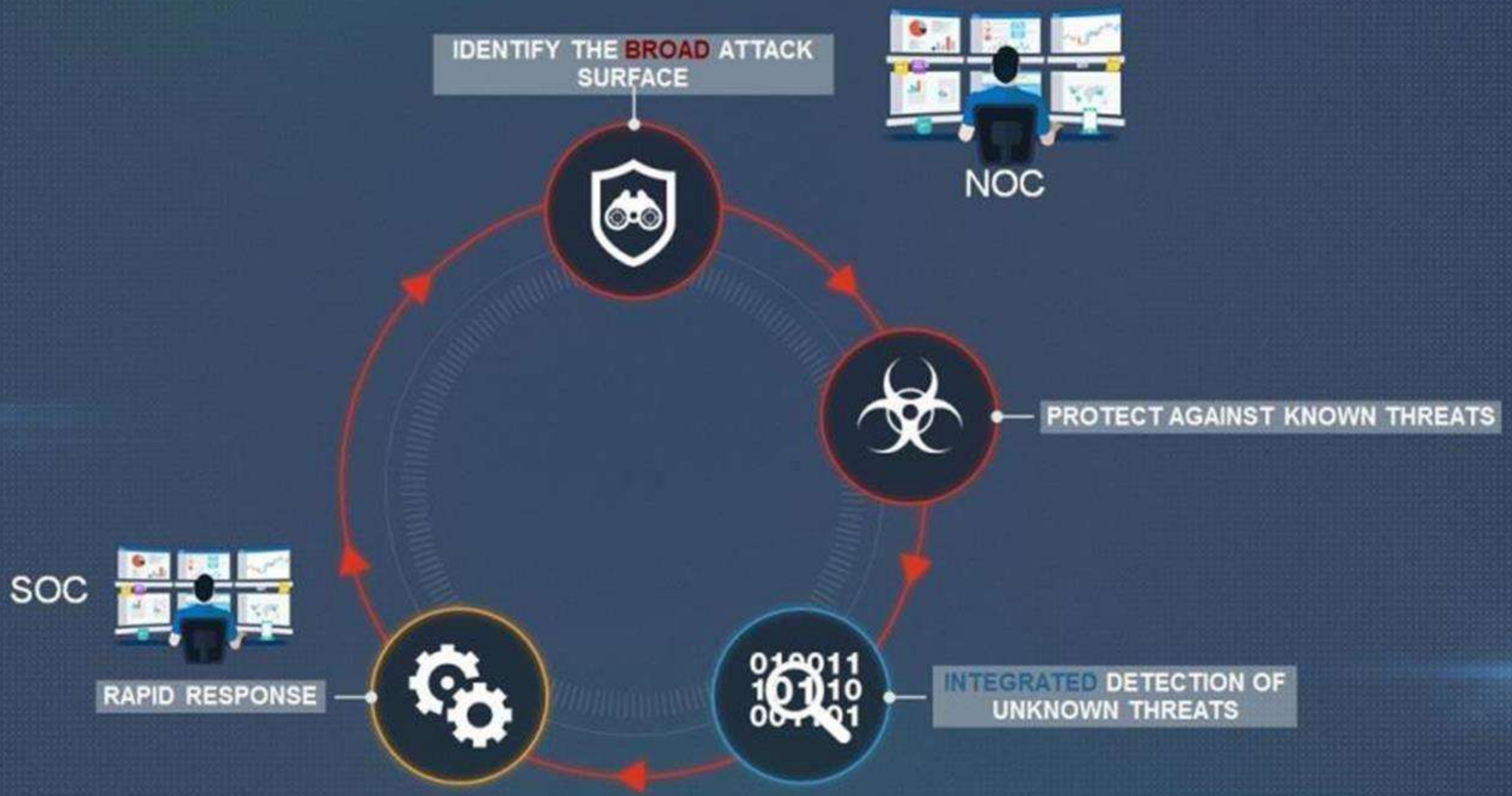

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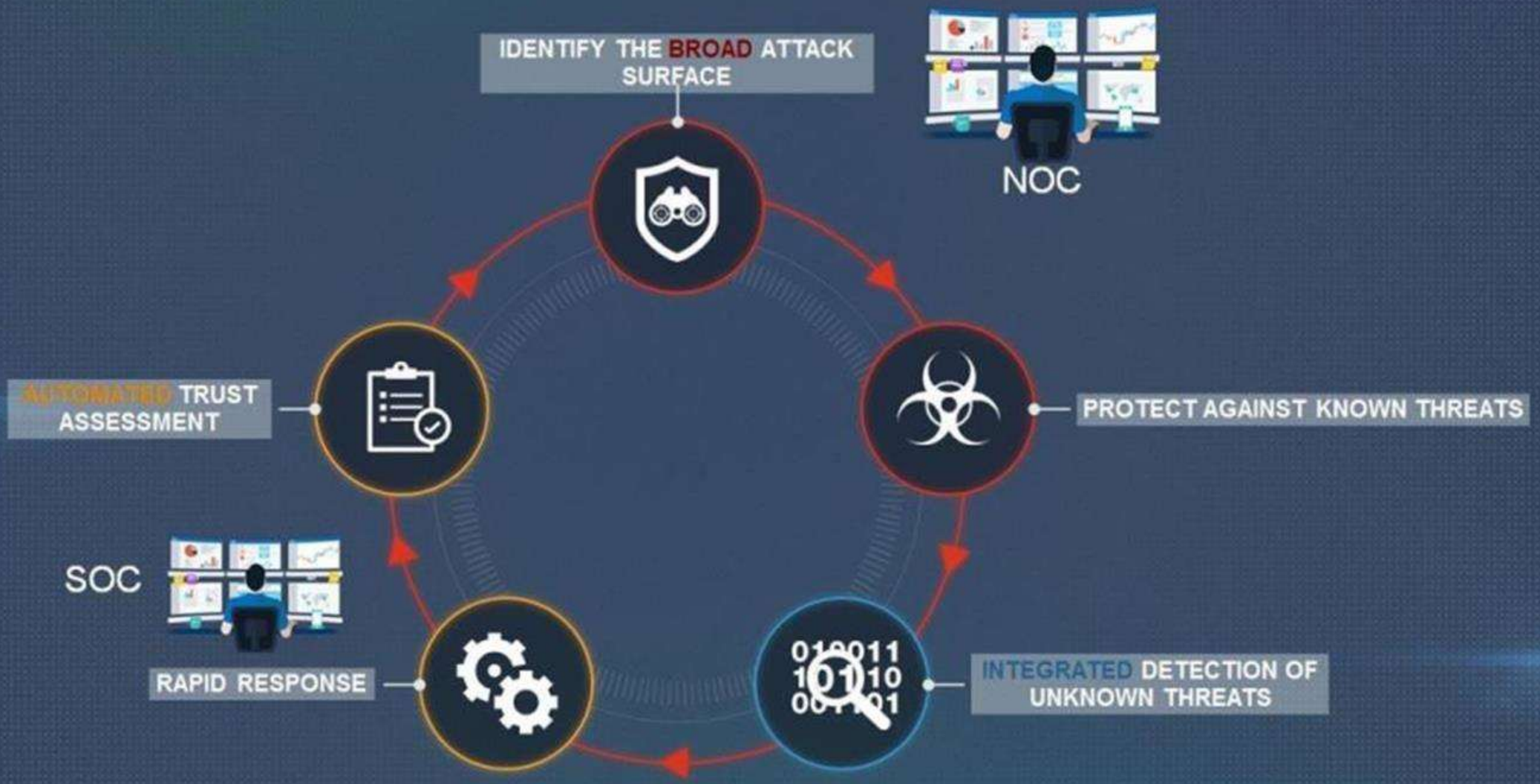


FORTINET

FORTIOS 6.0
200+ NEW FEATURES

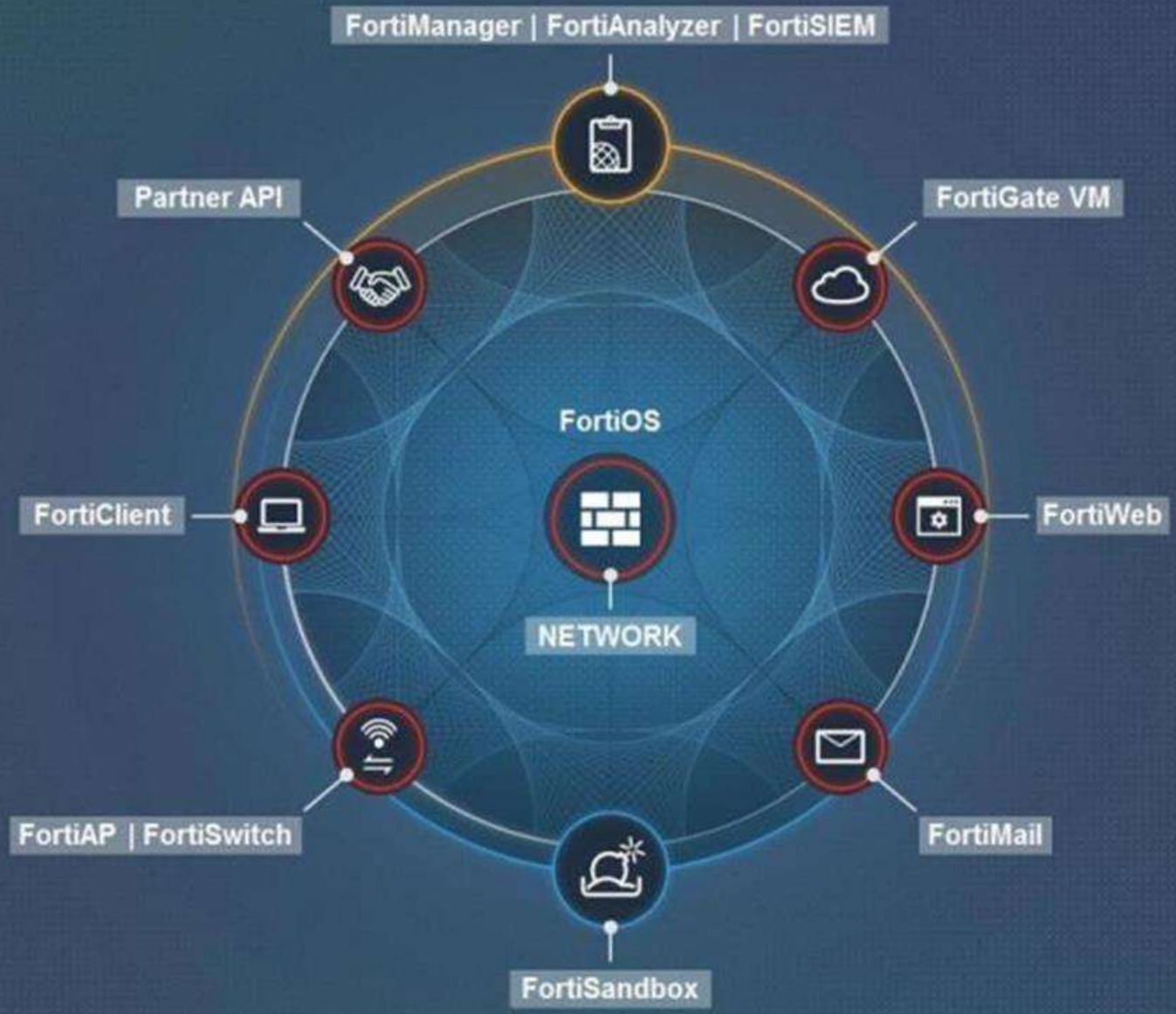
INTRODUCING THE INDUSTRY'S LEADING NETWORK SECURITY OPERATING SYSTEM

2018 FORTINET SECURITY FABRIC

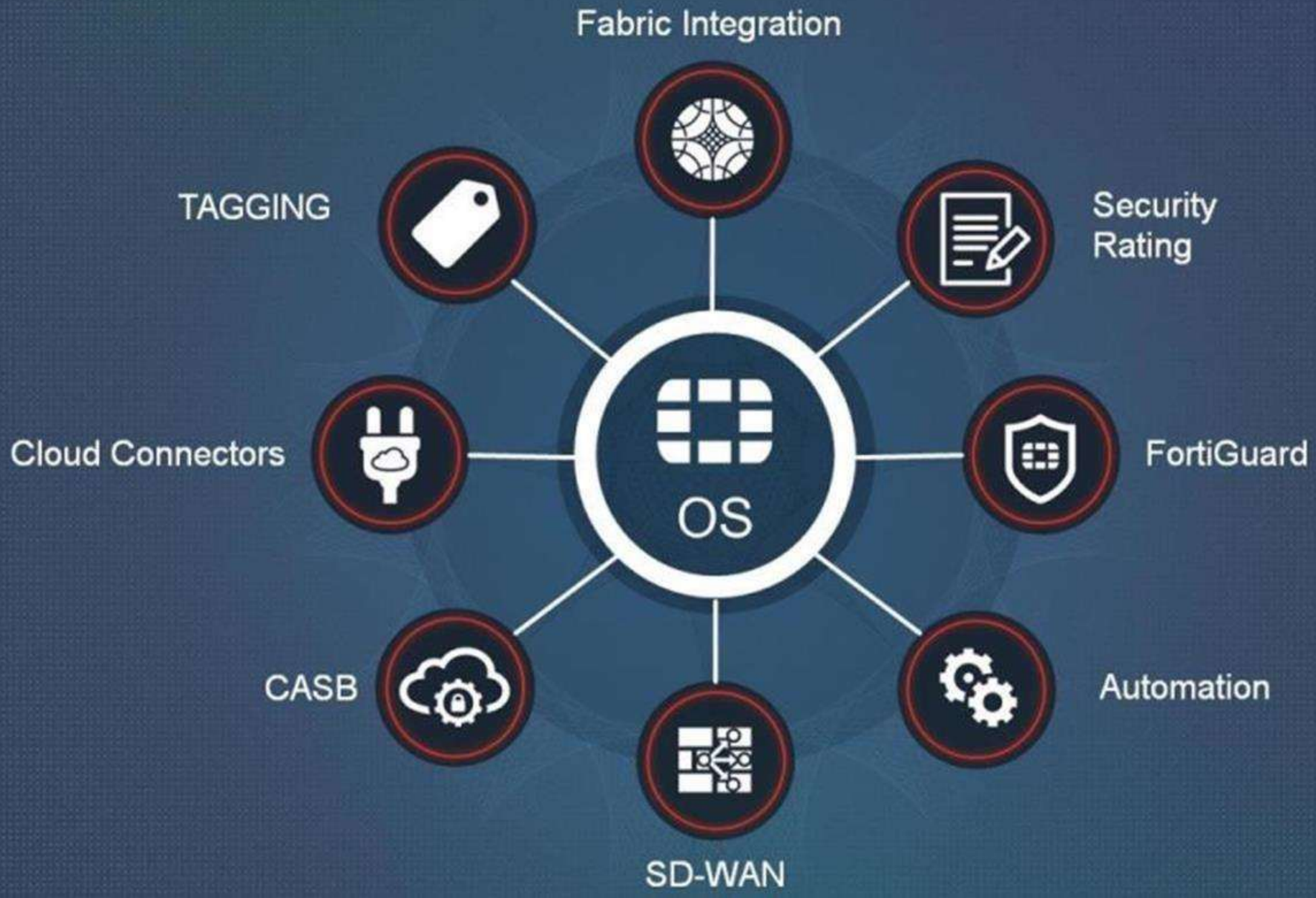
BROAD

INTEGRATED

AUTOMATED



FORTIOS 6.0 KEY FEATURES



FABRIC INTEGRATION CHECKLIST

	NETWORK	ENDPOINT	UNIFIED ACCESS				EMAIL	WEB APPS		MULTICLOUD
	FORTIGATE	FORTICLIENT	FORTISWITCH	FORTIAP	FORTIWLC	FORTIWLM	FORTIMAIL	FORTIWEB	FORTIADC	FORTICASB
TELEMETRY DEVICE LEVEL API	✓	✓	✓	✓	2018	✓	✓	✓	✓	2018
FORTIVIEW TOPOLOGY MAP	✓	✓	✓	✓	2018	2018	2018	✓	✓	
FORTIMANAGER	✓	✓	✓	✓				✓		
FORTIANALYZER	✓	✓		✓			✓	✓	2019	Q1 2018
SECURITY RATING AUDIT	✓			✓			2019	2018		
AUTOMATION STITCHES	✓	✓	✓	2018			2018	✓		
VULNERABILITY SCAN		✓						✓		
ADVANCED THREAT PROTECTION SANDBOX	✓	✓					✓	✓	✓	
FORTISIEM	✓	✓	2018	✓			✓	✓	2018	

SECURE SD-WAN

Features	SD-WAN Vendors	Security Vendors	Combinations	Fortinet
SD-WAN				
Security				
Cost				

FORTIGATE – ENABLE BEST OF BREED SD-WAN TODAY !

LARGE SD-WAN DEPLOYMENT

JONATHAN MERRELL – CIO - ALORICA

MULTI-CLOUD SECURITY CONNECTORS

- Virtual Security
- Applications
- Data
- O/S
- Virtualization
- Servers
- Networking

SDN CONNECTORS

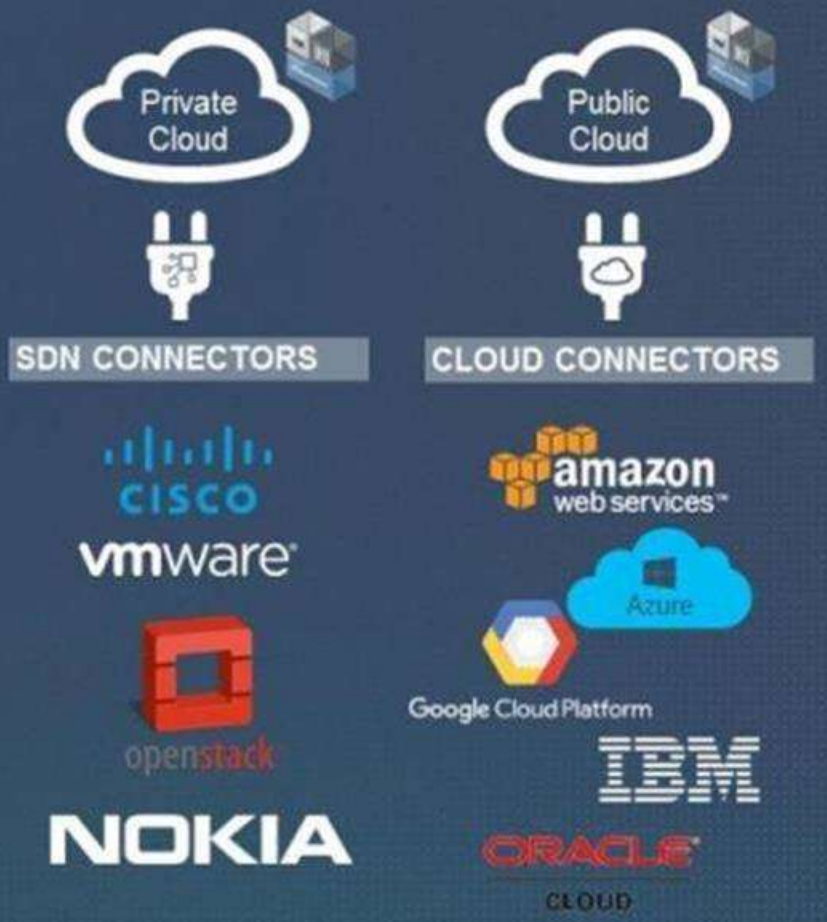
cisco

vmware

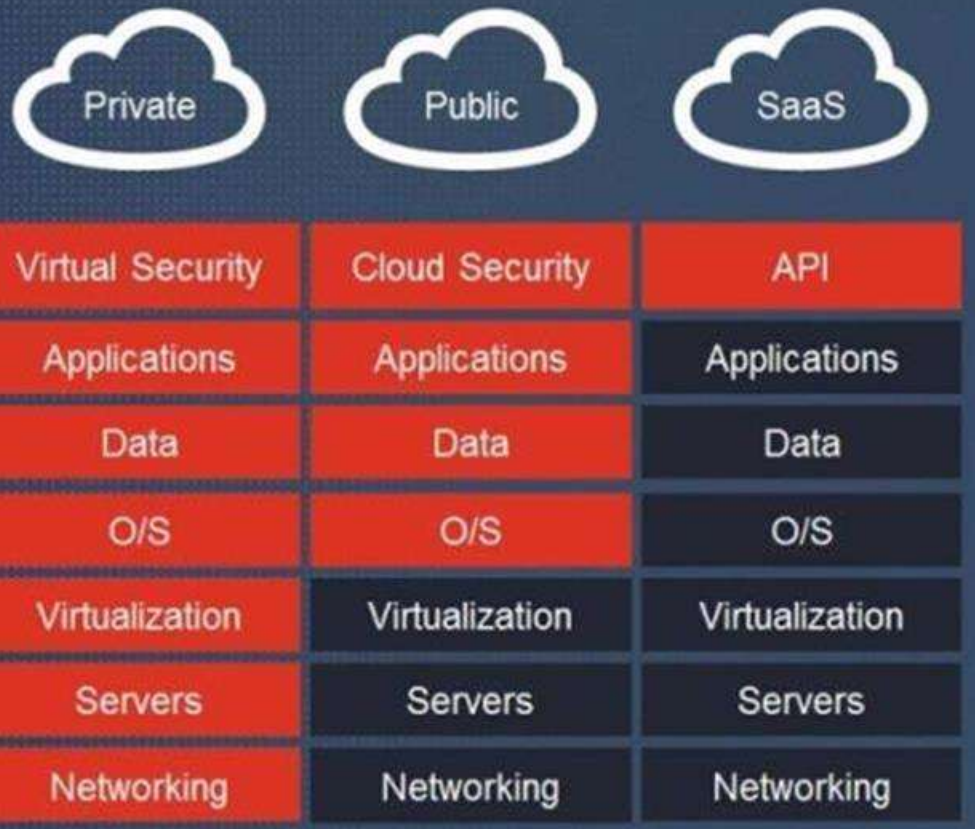
openstack

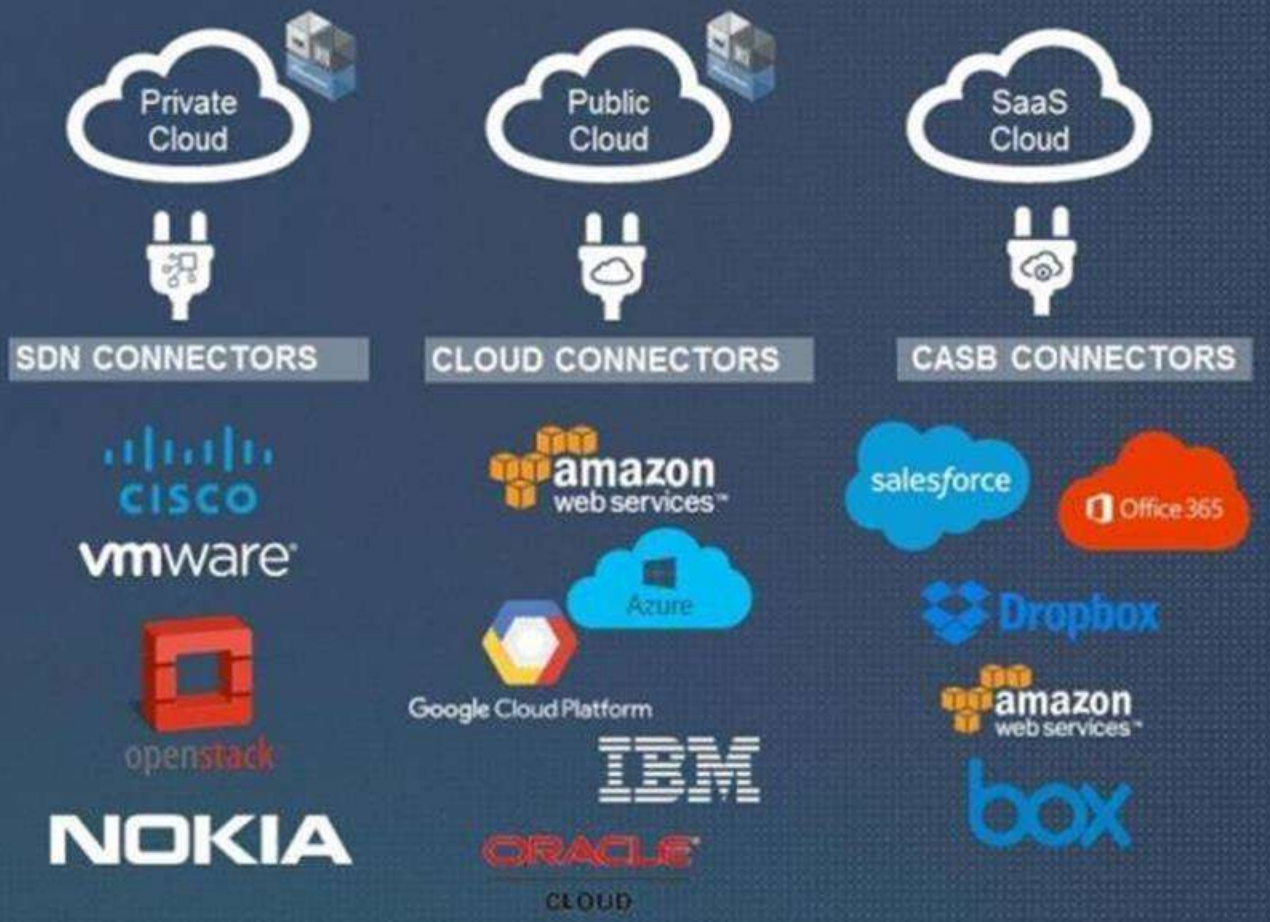
NOKIA

MULTI-CLOUD SECURITY CONNECTORS



MULTI-CLOUD SECURITY CONNECTORS





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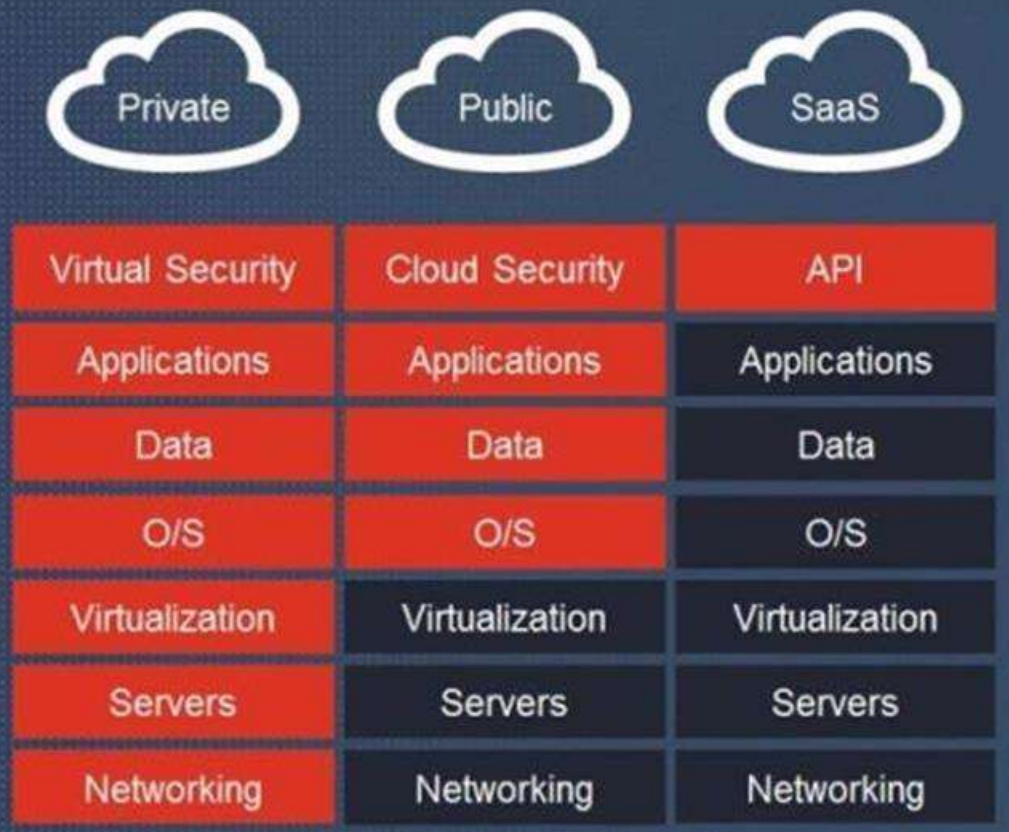
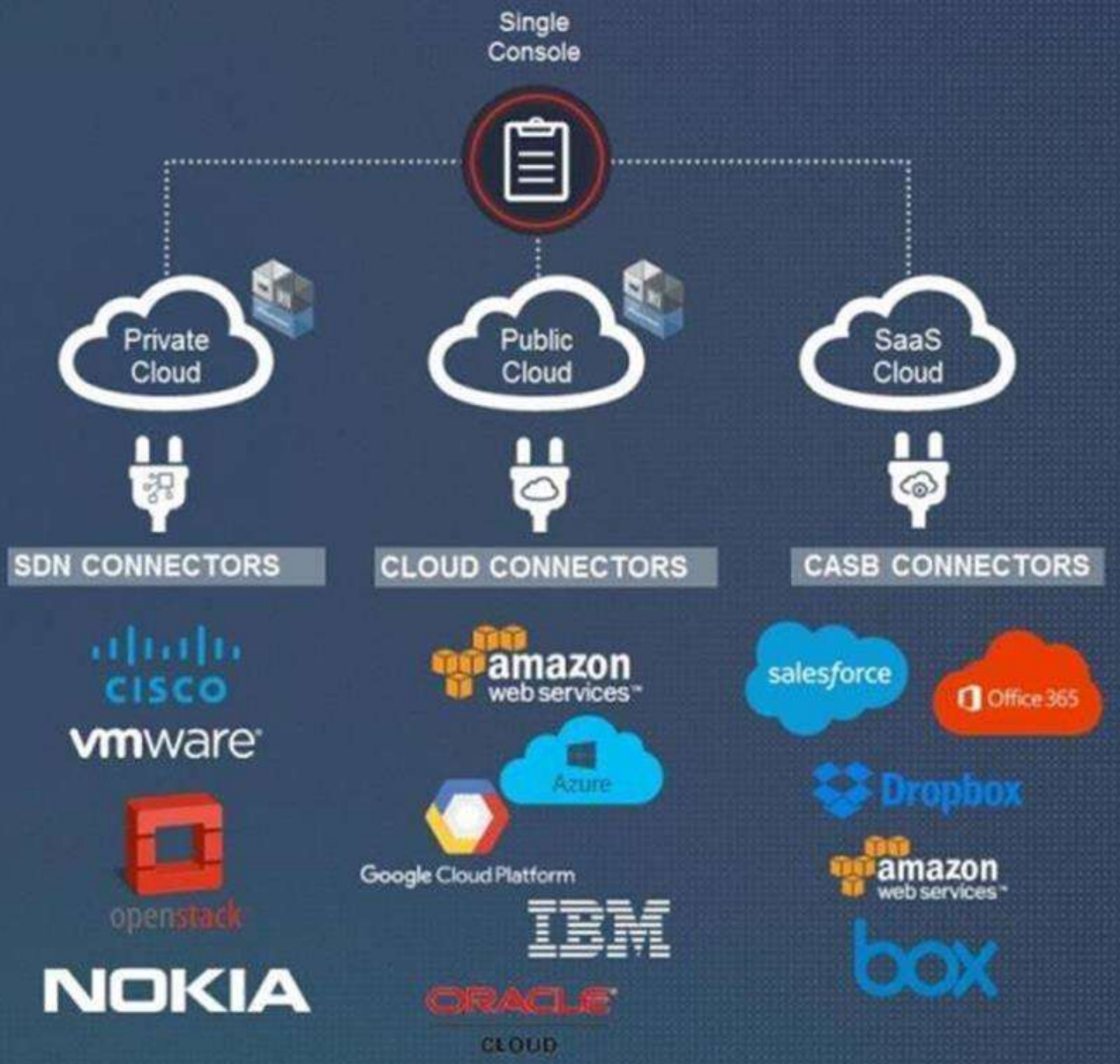
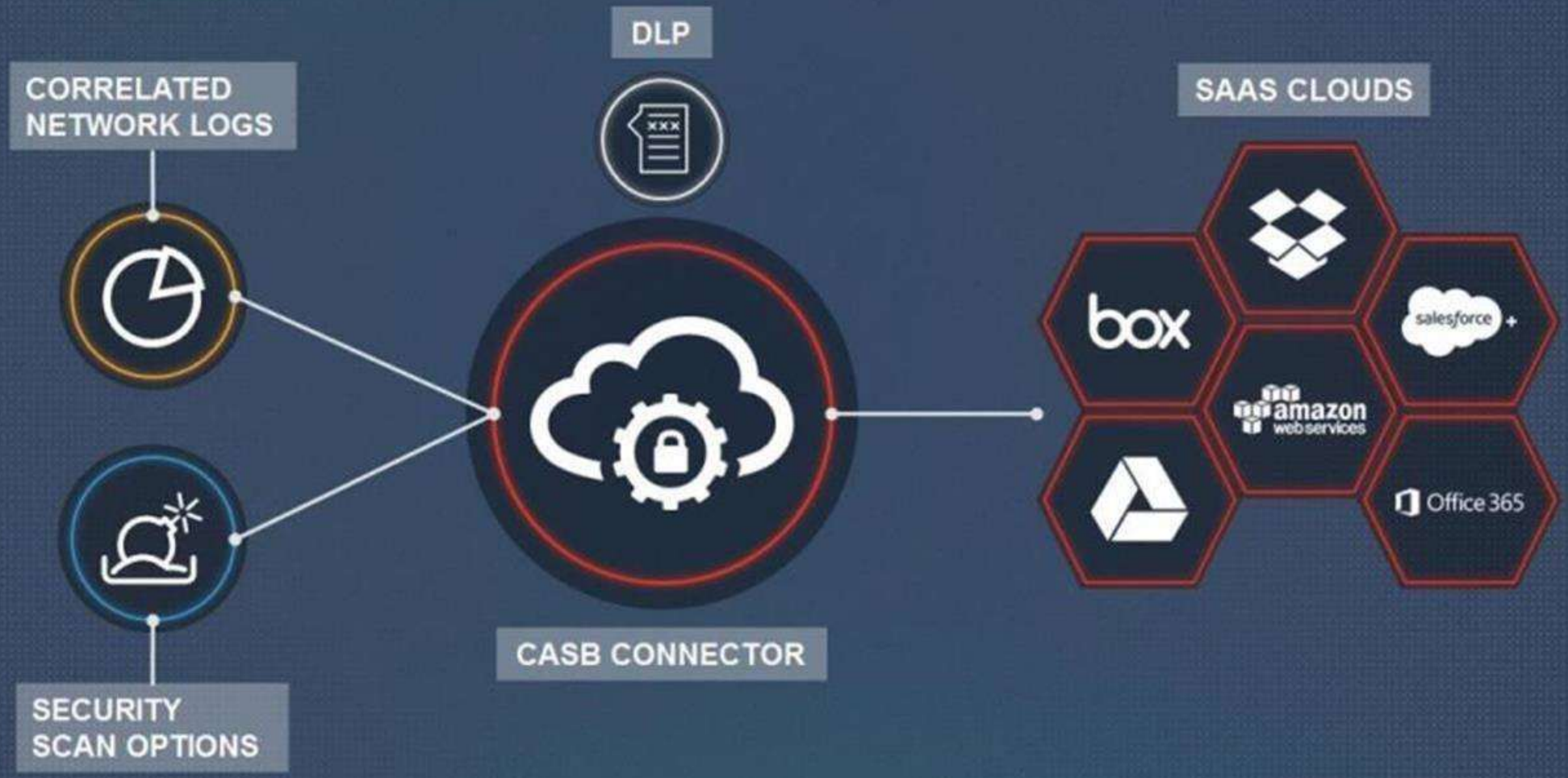




CASB IS A FEATURE OF NETWORK SECURITY - FORTICASB 1.2



CLOUD SECURITY MIGRATION

DOMINIC ASLAN – VP IT OPERATIONS - SHIPSERV

FORTINET

FORTIGUARD ARTIFICIAL INTELLIGENCE

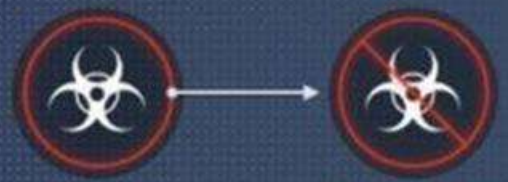
INTRODUCING NEW THREAT DETECTION TECHNOLOGIES

ANTIVIRUS TECHNOLOGY EVOLUTION

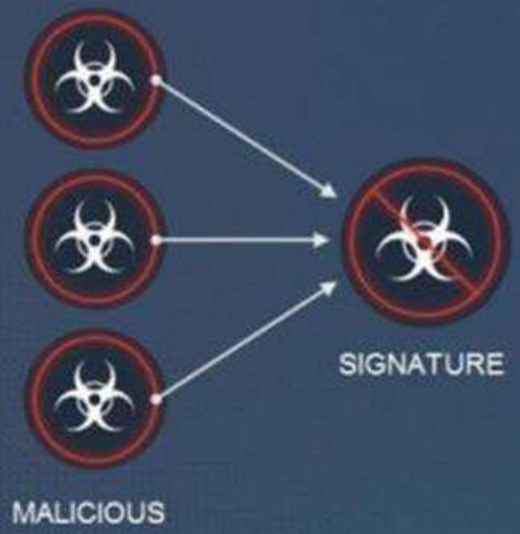
FROM PROTECTION TO DETECTION

Known Protection — Unkown Detection

ONE TO ONE SIGNATURE



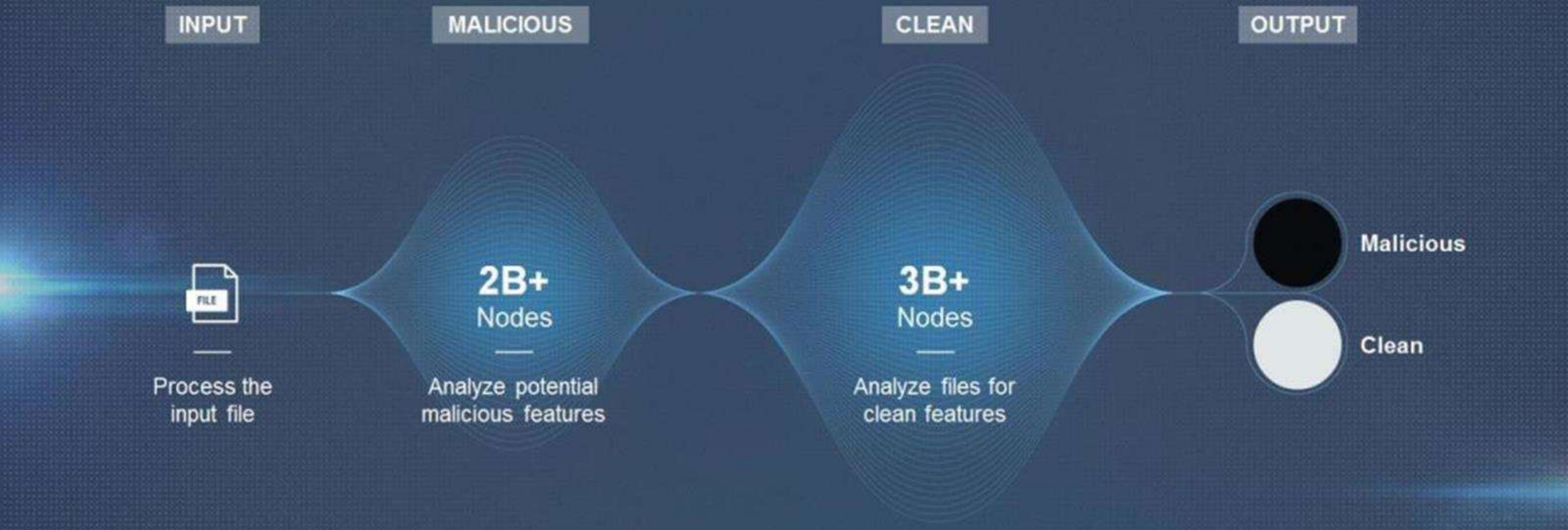
ONE TO MANY SIGNATURE



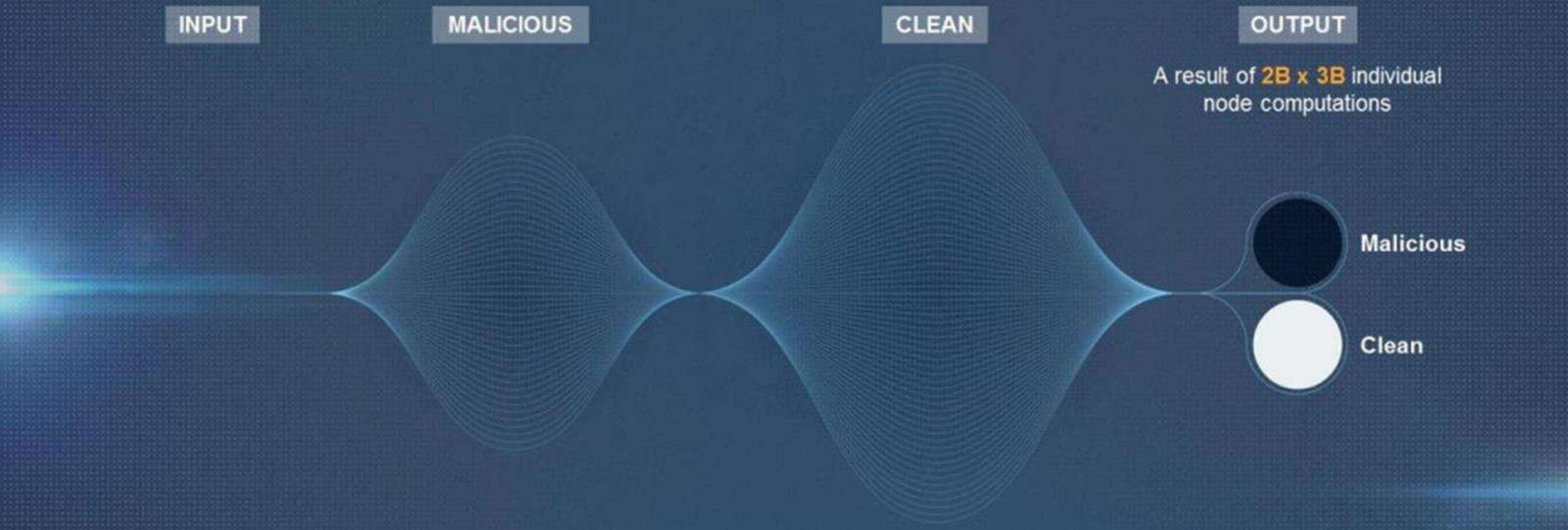
BEHAVIORAL ANALYSIS

MACHINE LEARNING

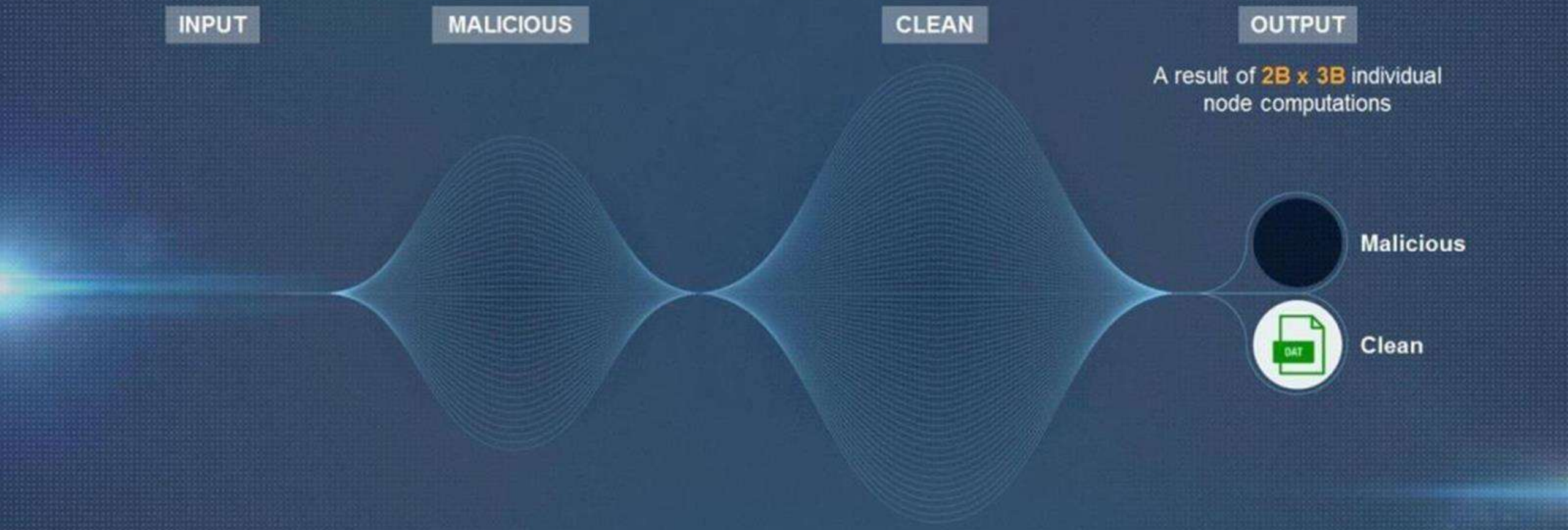
FORTIGUARD AI 4-LAYER ARCHITECTURE



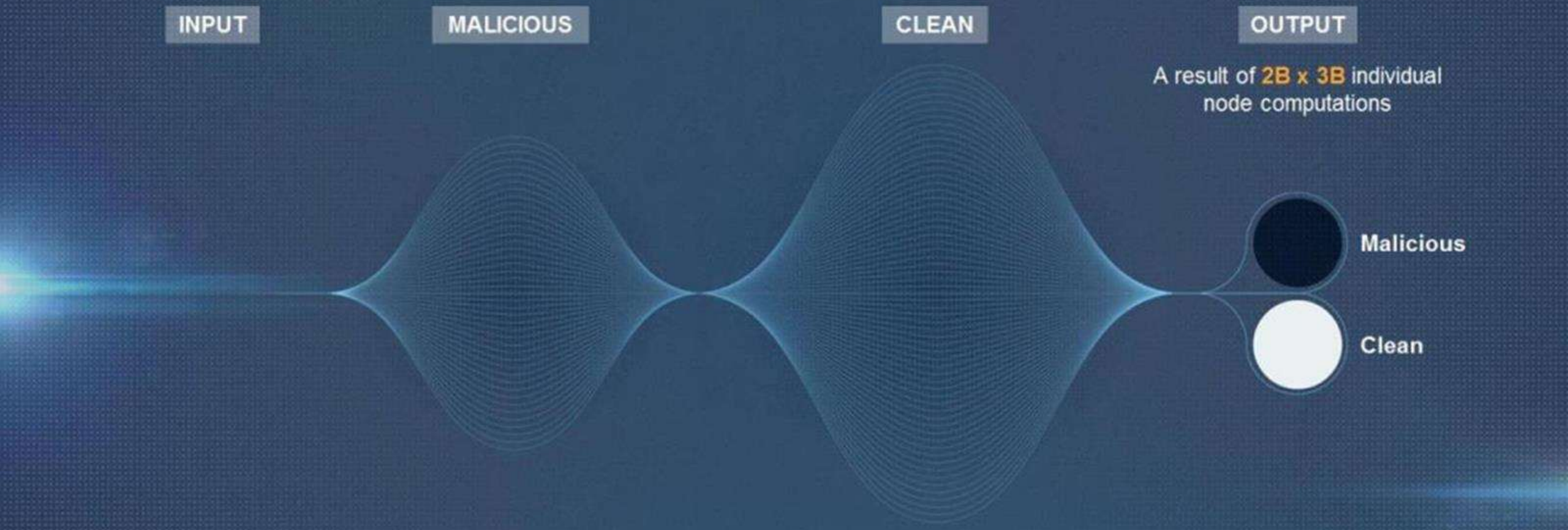
FORTIGUARD AI 4-LAYER ARCHITECTURE



FORTIGUARD AI 4-LAYER ARCHITECTURE



FORTIGUARD AI 4-LAYER ARCHITECTURE



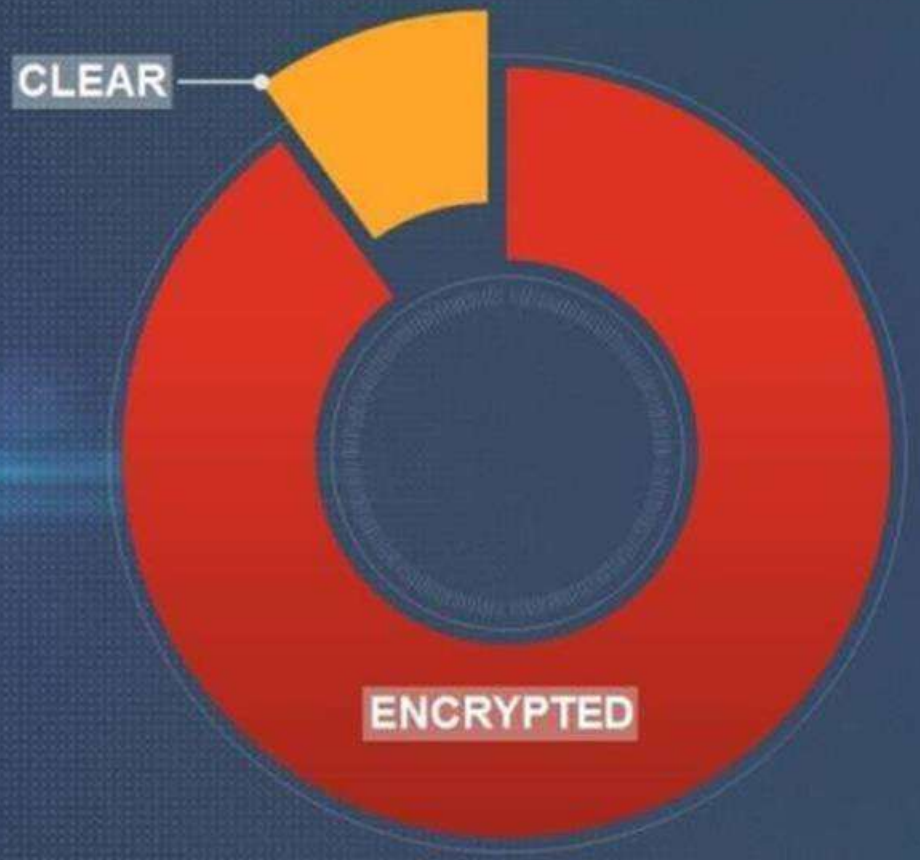
FORTINET

FortiGate 6000 SERIES

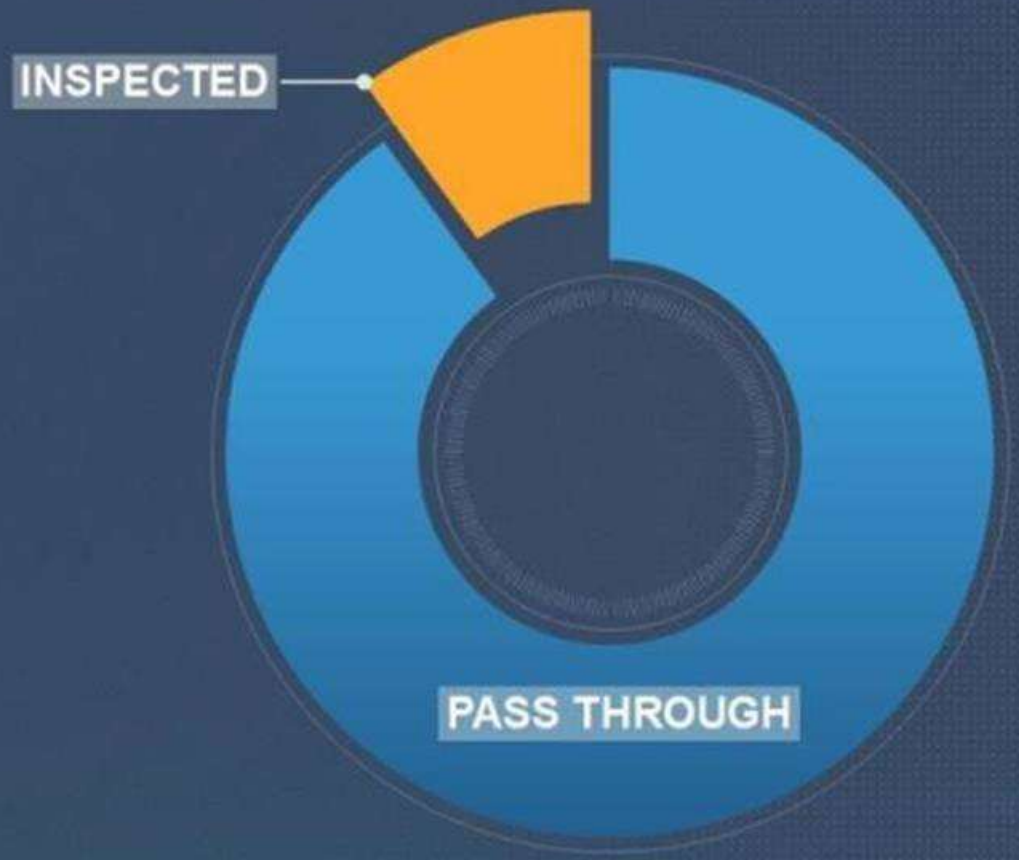
INTRODUCING THE INDUSTRY'S LEADING NGFW APPLIANCE

ENCRYPTION

A GIANT HOLE IN ENTERPRISE SECURITY



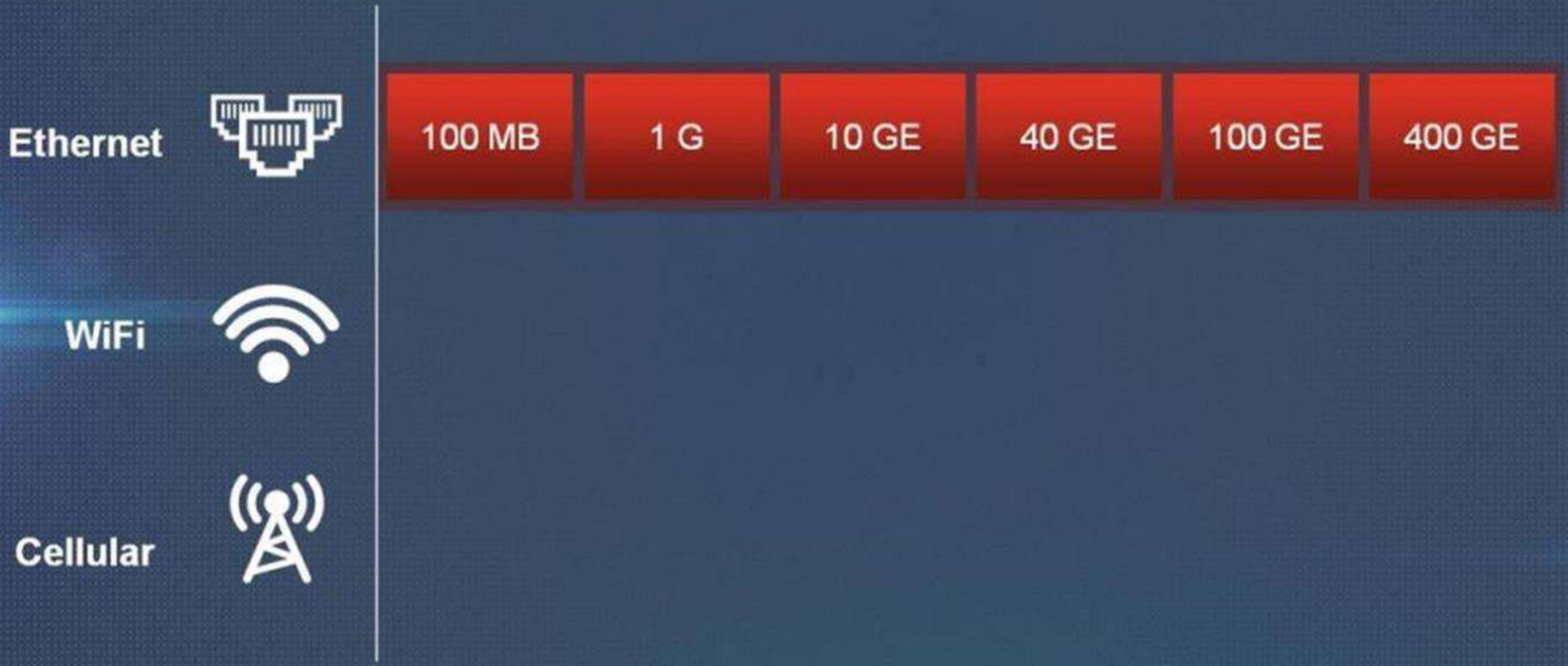
Source: Encrypted Traffic Across Google Report



Source: Gartner 2017 Enterprise Firewall Magic Quadrant ; Adam Hils

CONTINUED INCREASES IN SPEED

5G WILL PUSH ENTERPRISE GATEWAY THROUGHPUT 2X



CONTINUED INCREASES IN SPEED

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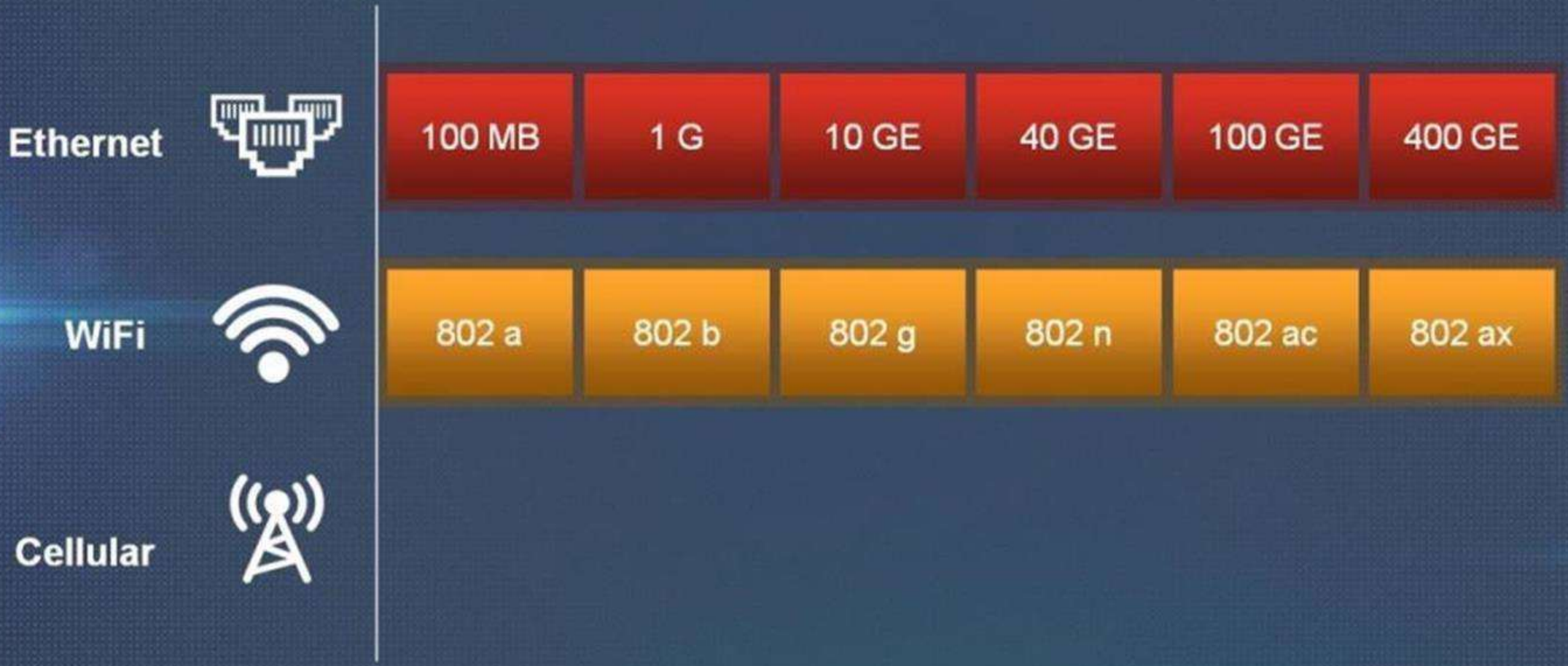


CONTINUED INCREASES IN SPEED

5G WILL PUSH ENTERPRISE GATEWAY THROUGHPUT 2X

FASTEST NGFW APPLIANCE ON THE MARKET

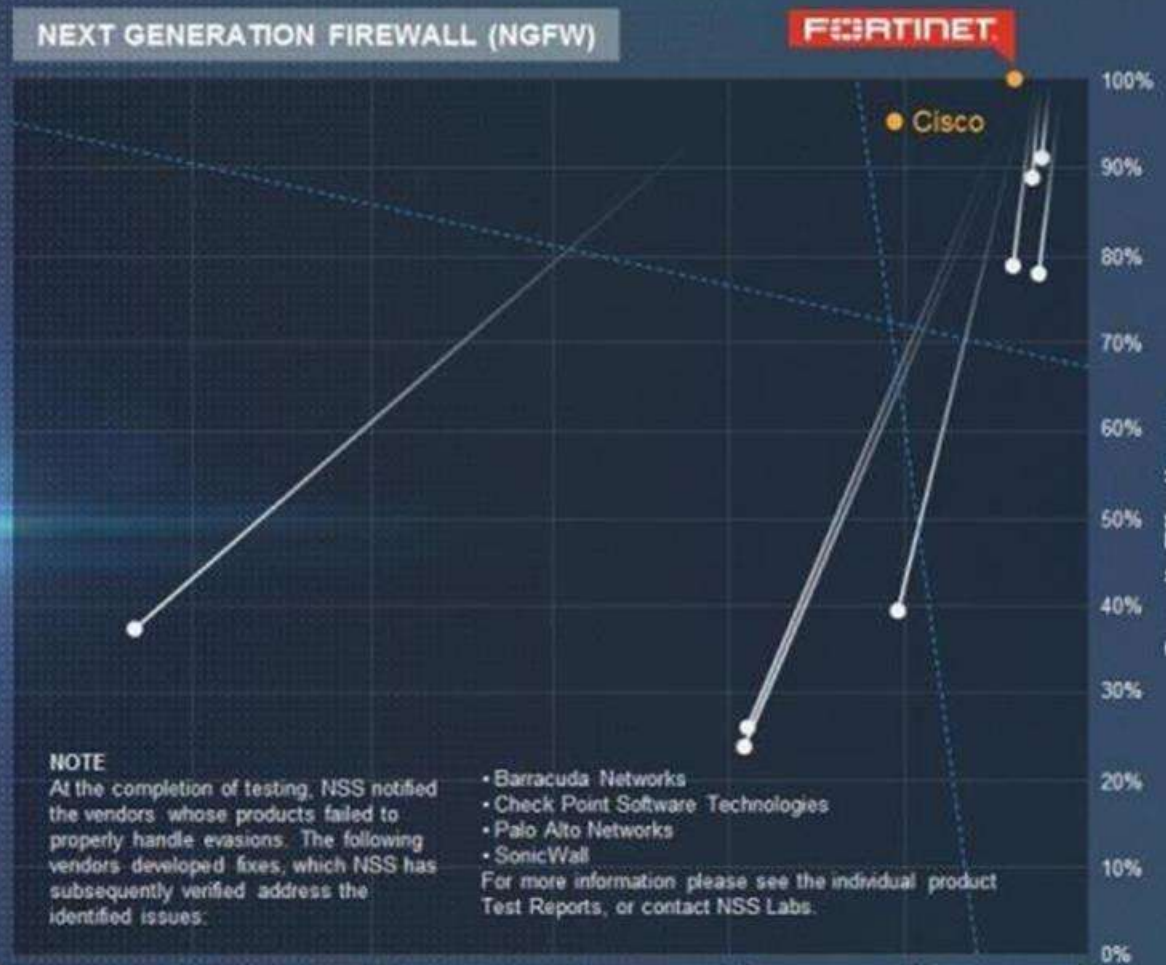
FortiGate 6300F
$180,000

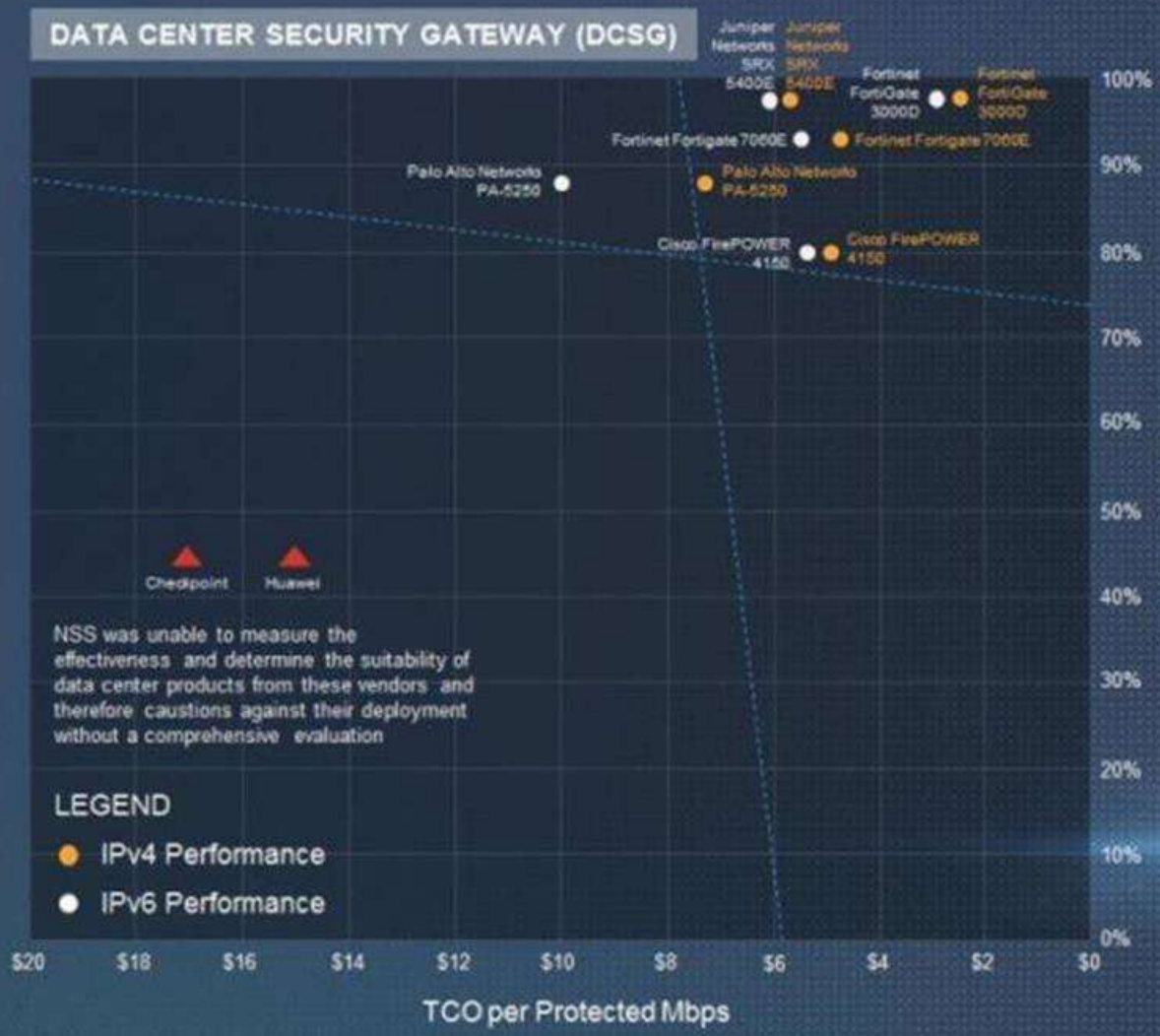
PA 5260
$180,000

Cisco 4140
$210,000

Checkpoint 23800
$150,000

NSS LABS SECURITY VALUE MAP™





FORTINET

FABRIC READY ALLIANCE

INTEGRATION WITH KEY PARTNERS

THE FABRIC READY PROGRAM

WE CONTINUE TO ADD NEW TECHNOLOGY ALLIANCE PARTNERS

FABRIC ALLIANCE ECOSYSTEM

CLOUD

- amazon web services
- Google Cloud Platform
- ORACLE
- Microsoft Azure
- IBM

SDN

- BROCADE
- cisco
- nuagenetworks
- NEC
- openstack.
- vmware

ENDPOINT

- Attivo NETWORKS
- CARBON BLACK
- McAfee Together is power.
- SentinelOne
- Symantec.
- ziften

MANAGEMENT

- algosec
- FIREMON
- servicenow
- tufin
- BACKBOX

Security/SIEM

- QUALYS
- IBM Security
- Hewlett Packard Enterprise
- CYBERARK
- MICRO FOCUS
- cyglass
- WhiteHat SECURITY
- Phantom

IOT/OT/NAC

- BRADFORD NETWORKS
- ForeScout
- NOZOMI NETWORKS
- Pulse Secure

IDENTITY

- Centrify
- CLOUDIFY
- CYBERARK

TECHNOLOGY

- ADVA Optical Networking
- HUGHES
- intel
- Sonus
- VERISIGN

FORTINET

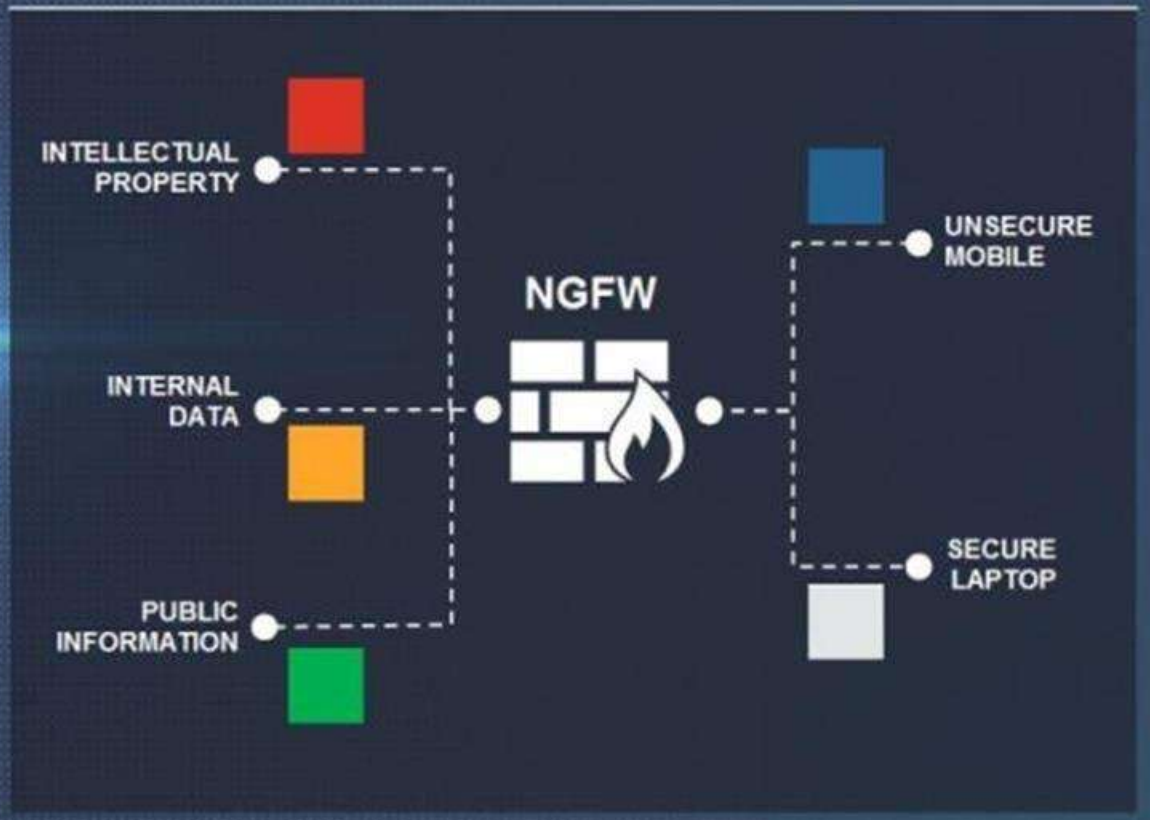
INTENT BASED NETWORK SECURITY

FORTINET'S LONG TERM VISION

MAKING PROGRESS ON OUR VISION

BUSINESS AWARE TAGGING

TAGGING (DEVICES, INTERFACES, OBJECTS)



MAKING PROGRESS ON OUR VISION

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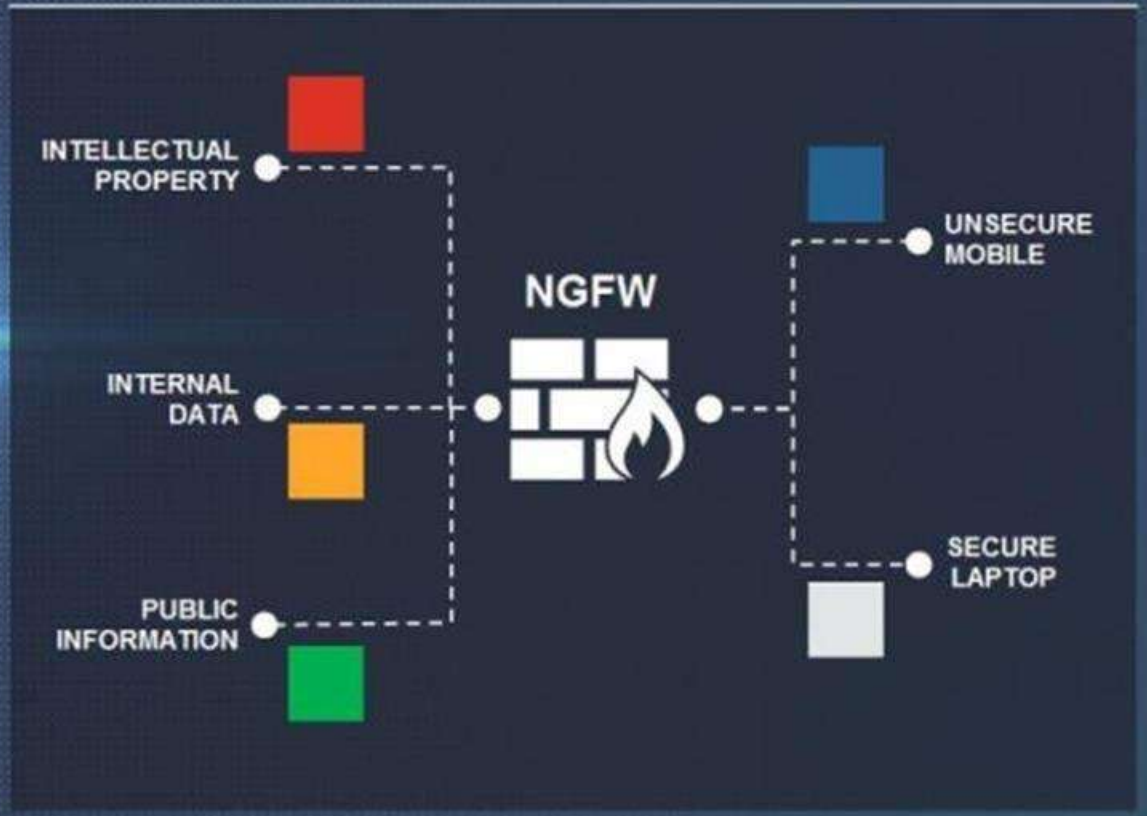
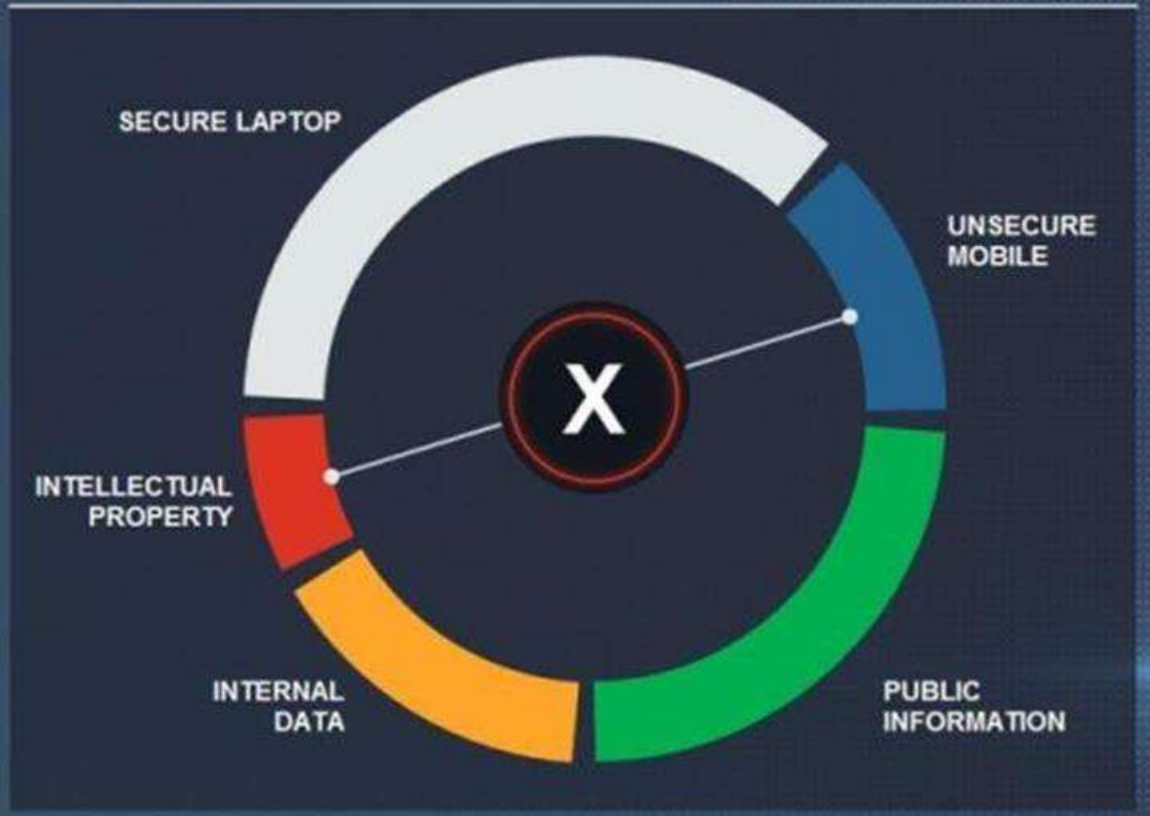


GLOBAL POLICY



DATA DEFENDER APP

ACCELERATE 18 GAMIFICATION EXPERIENCE

1) Go to the app store(s)
2) Search for Data Defender
3) Download and wait for “Threat Alerts”
4) Complete the challenges
5) Earn fun prizes from the FortiStore!
6) Remember my name and face…John Maddison.

FORTINET

FORTINET
ACCELERATE 18
STR3NGTH IN NUMB3RS
SECURITY
STRATEGY RENAISSANCE
FOR THE AGE OF DIGITAL
TRANSFORMATION
PHIL QUADE :: CISO

CYBER ON CYBER

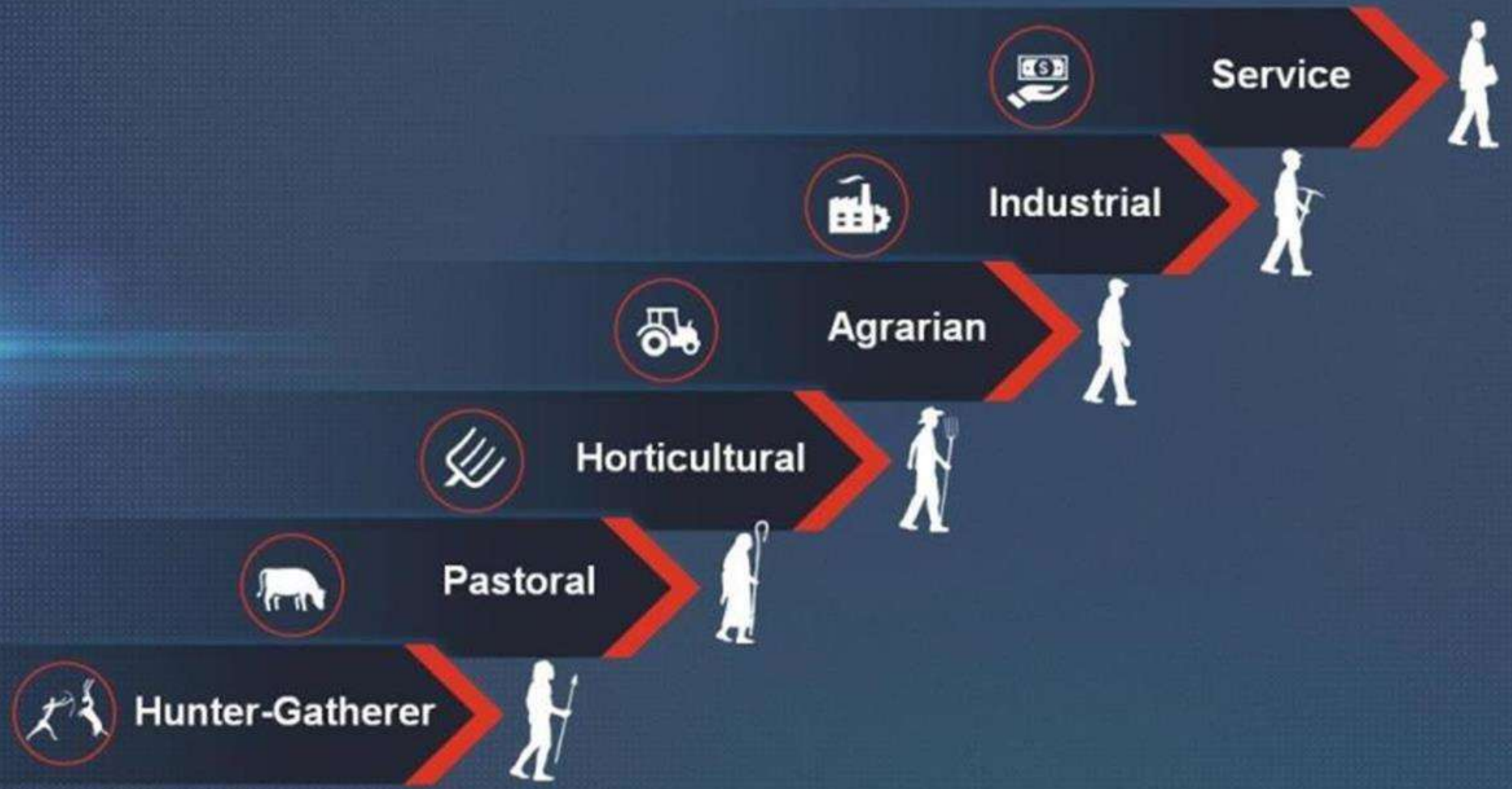
CYBER ON CYBER

CYBER ON CYBER

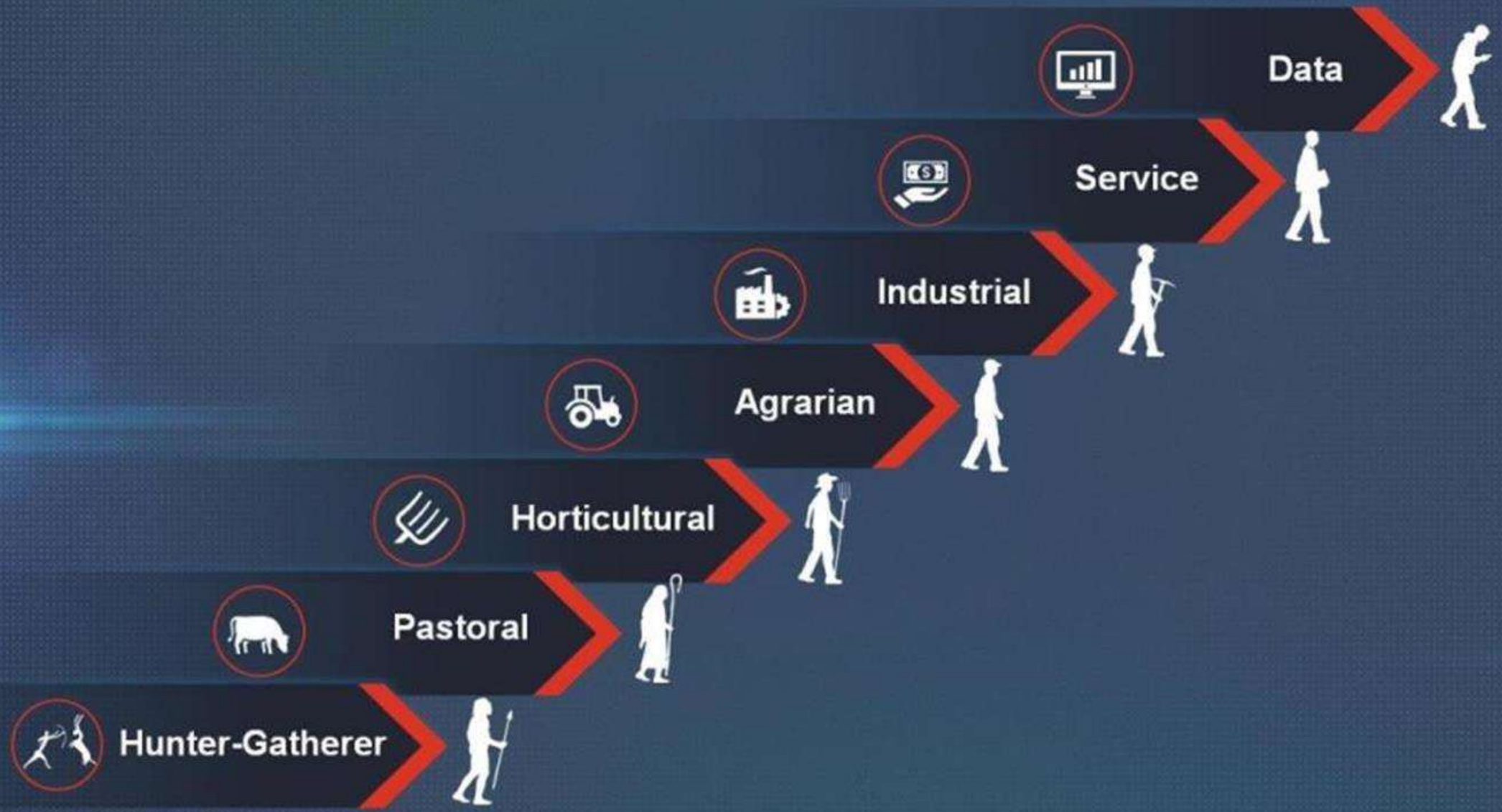
CYBER ON CYBER

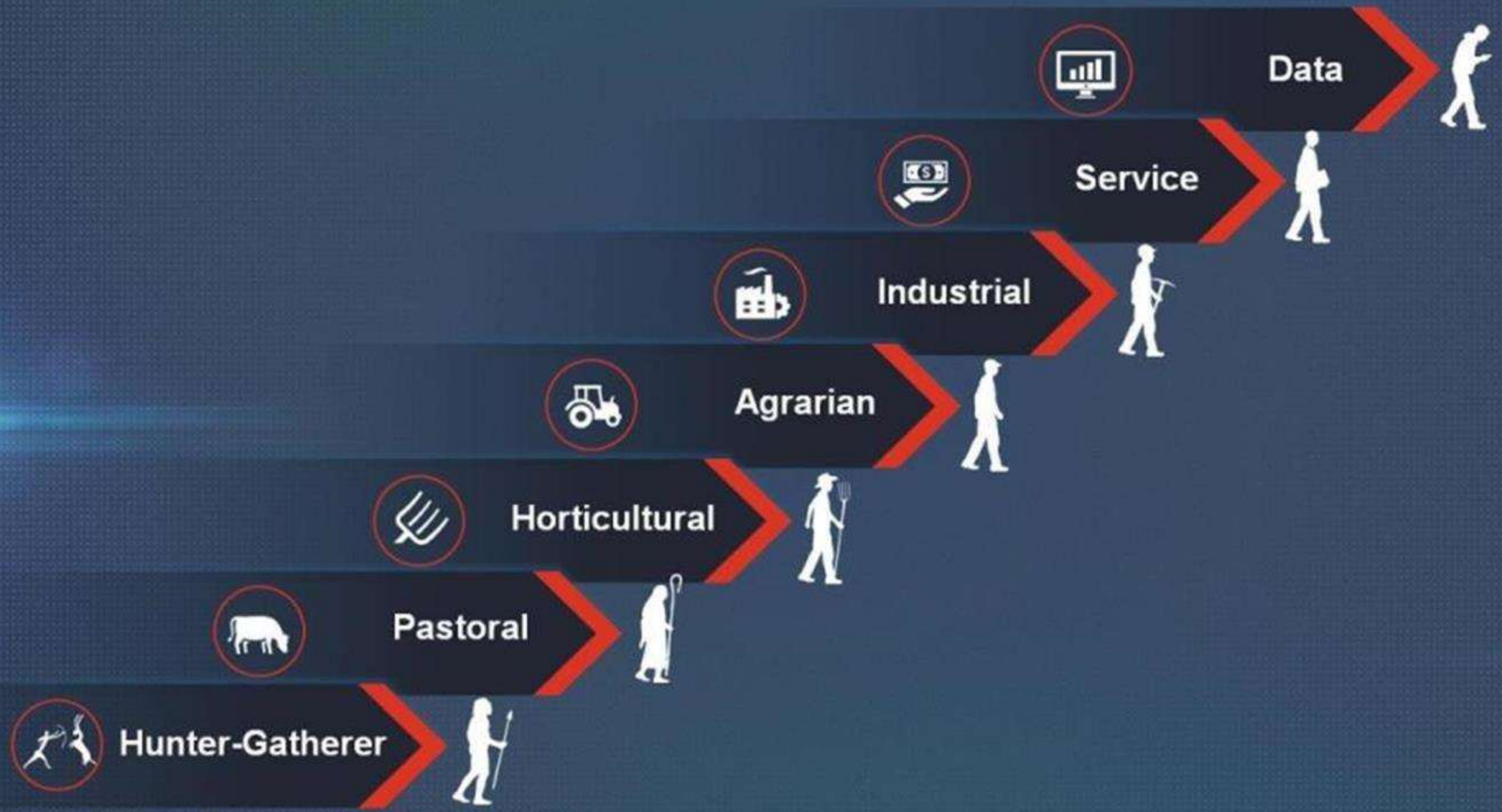
CYBER ON CYBER

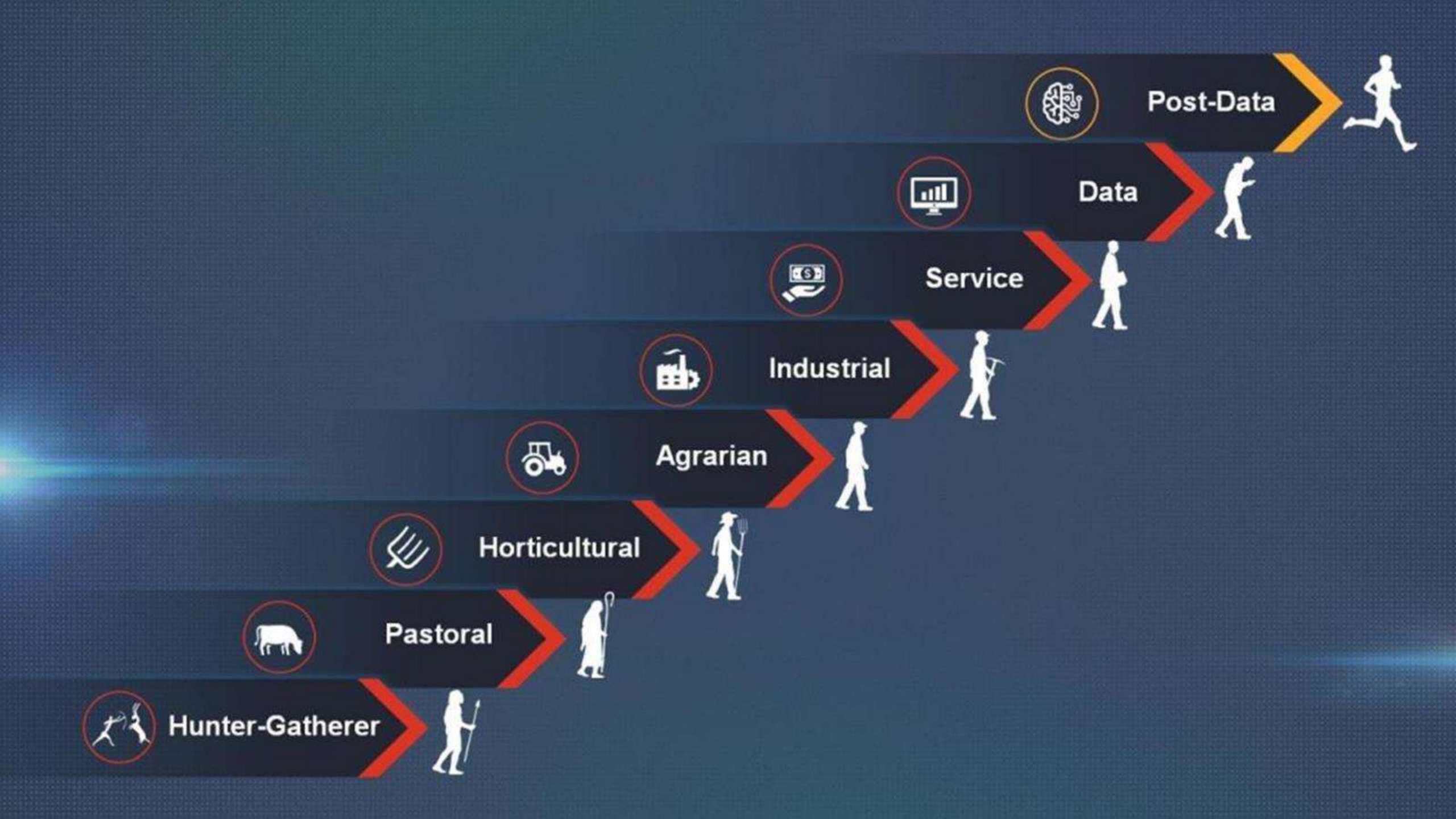
CYBER ON CYBER



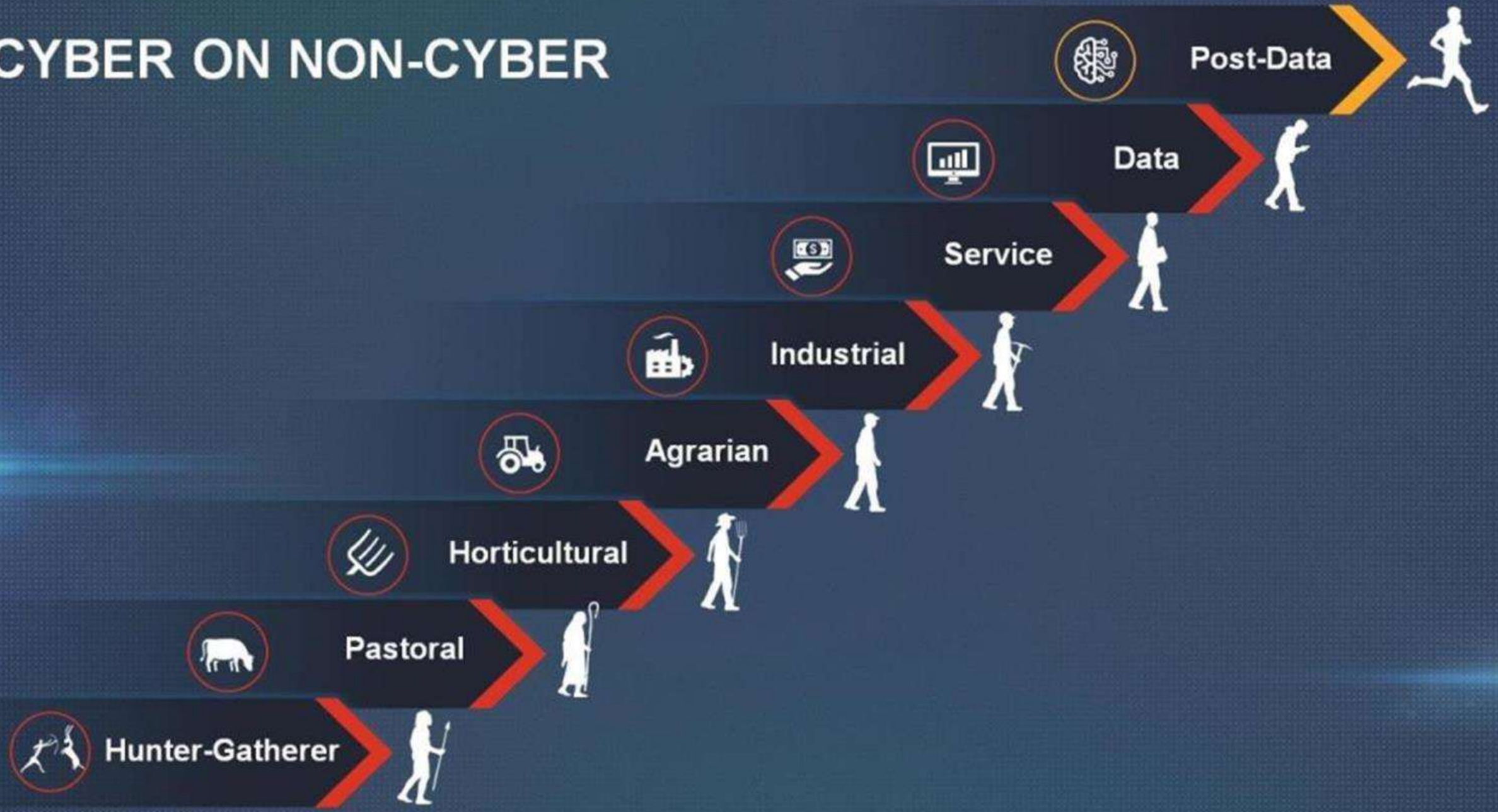
CYBER ON CYBER



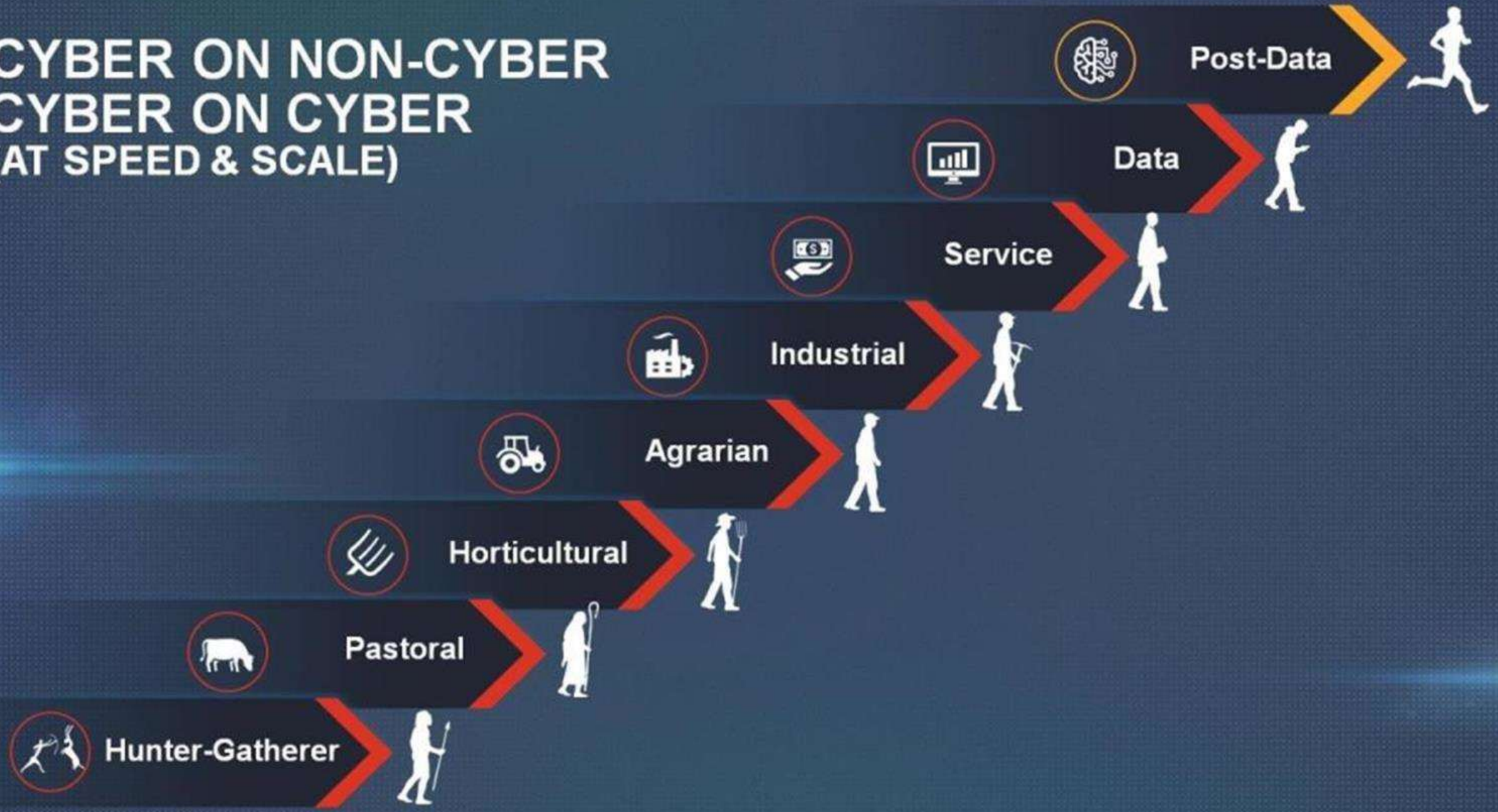

Data
Service
Industrial
Agrarian
Horticultural
Pastoral
Hunter-Gatherer


Post-Data
Data
Service
Industrial
Agrarian
Horticultural
Pastoral
Hunter-Gatherer

CYBER ON NON-CYBER



CYBER ON NON-CYBER
CYBER ON CYBER
(AT SPEED & SCALE)



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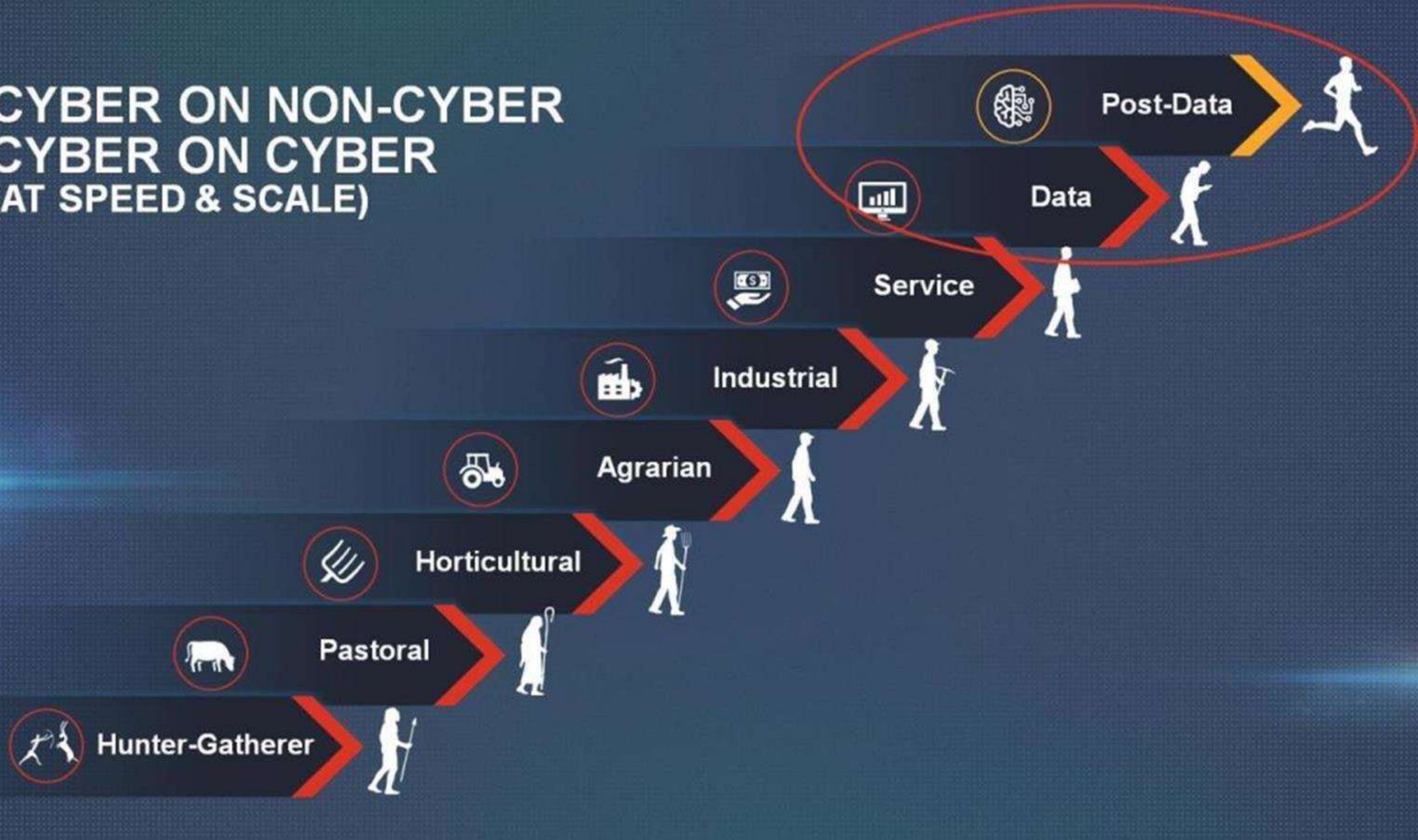


OPERATIONAL TECHNOLOGY, USED FOR…

MONITOR, CONTROL, OPERATE

INDUSTRIAL AUTOMATION

Safely and Reliably manipulating physical things and processes

OPERATIONAL TECHNOLOGY, USED BY…

Diverse industries

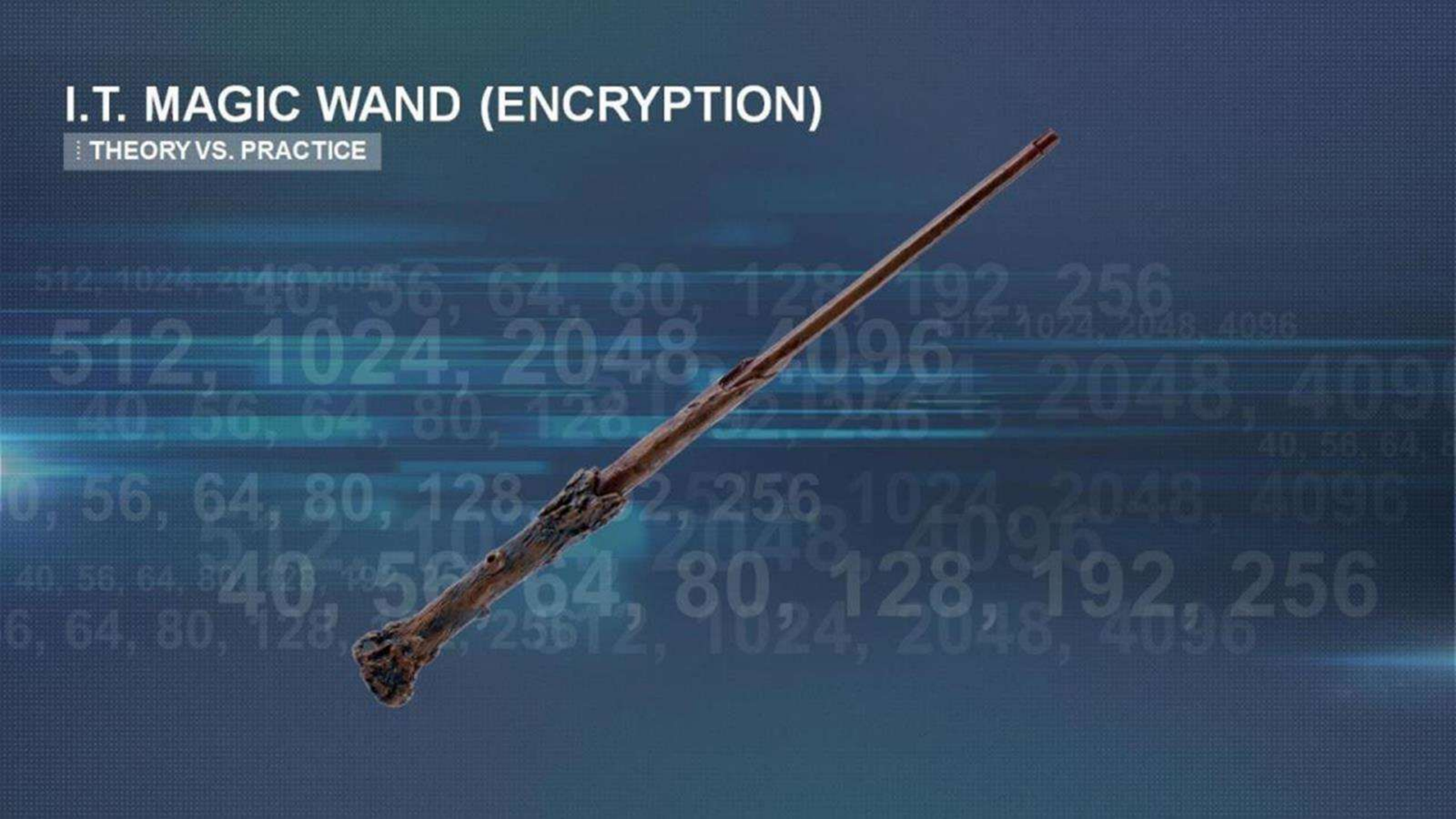
Often "critical" infrastructures

All environmental conditions

Harsh (heat, moisture, vibration); Office

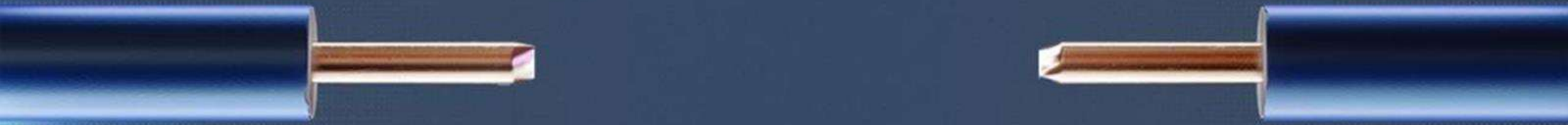
I.T. MAGIC WAND (ENCRYPTION)

THEORY VS. PRACTICE



O.T. MAGIC WAND (AIR GAP)

THEORY VS. PRACTICE



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THEORY VS. PRACTICE

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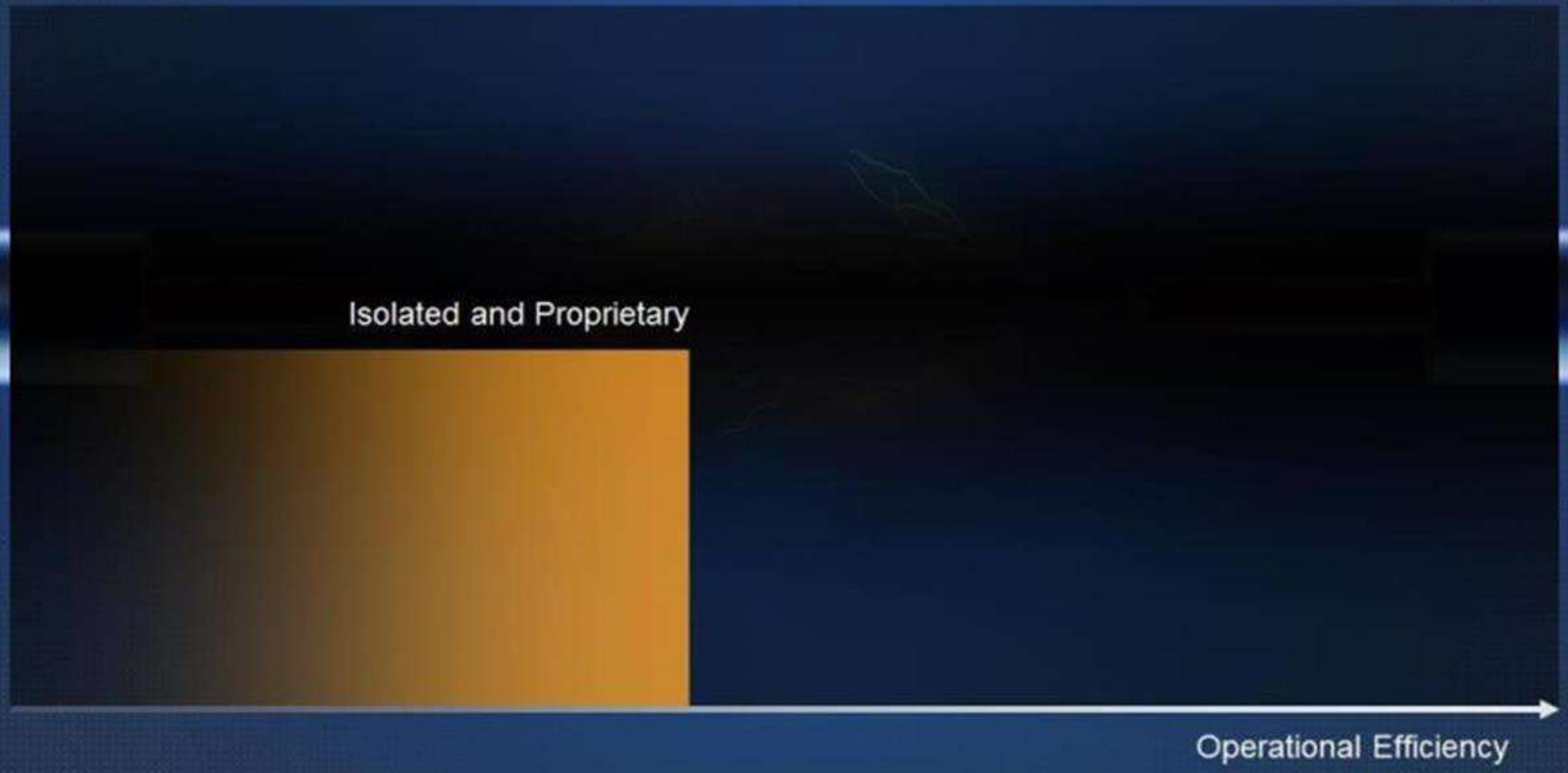

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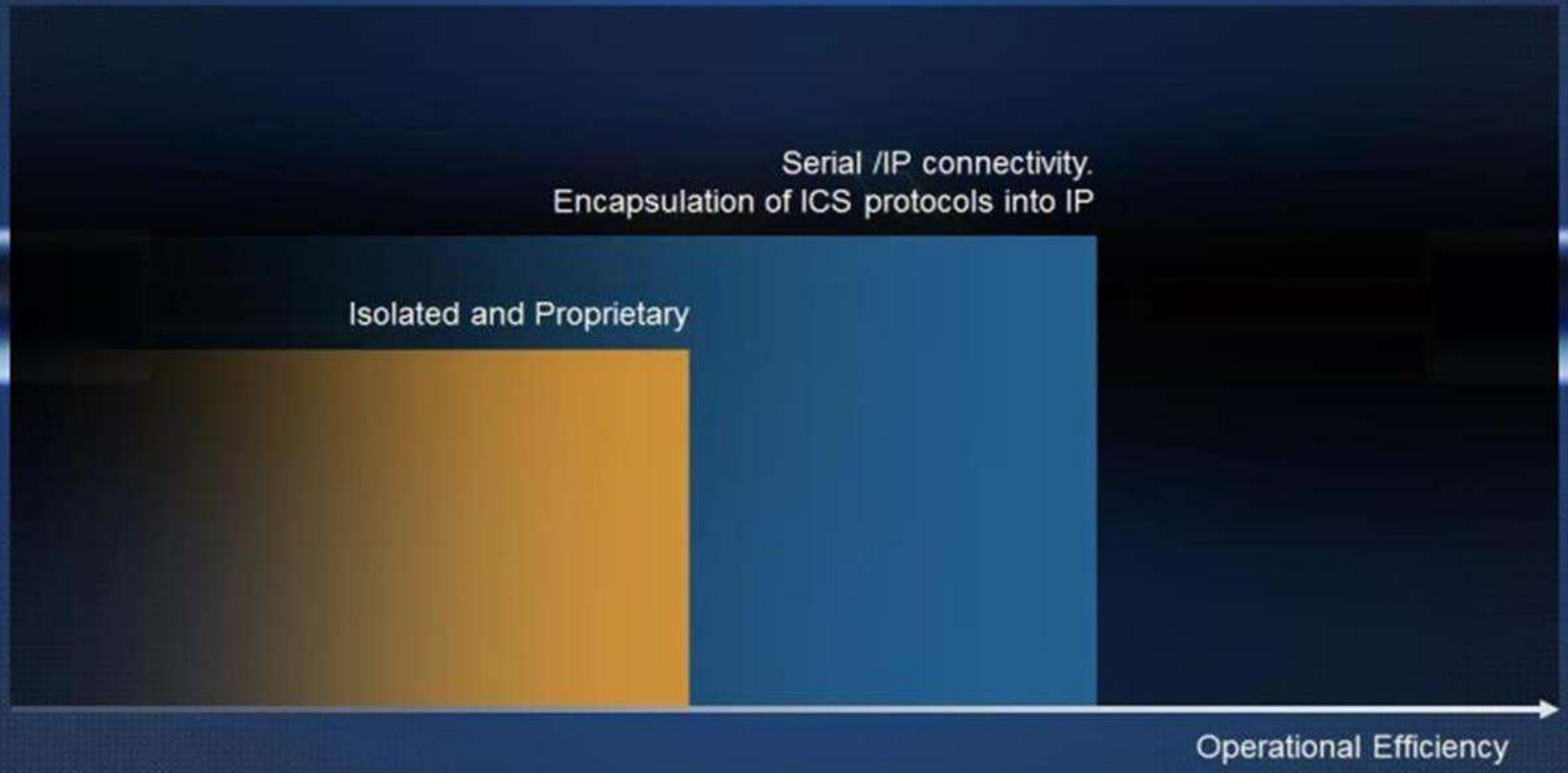

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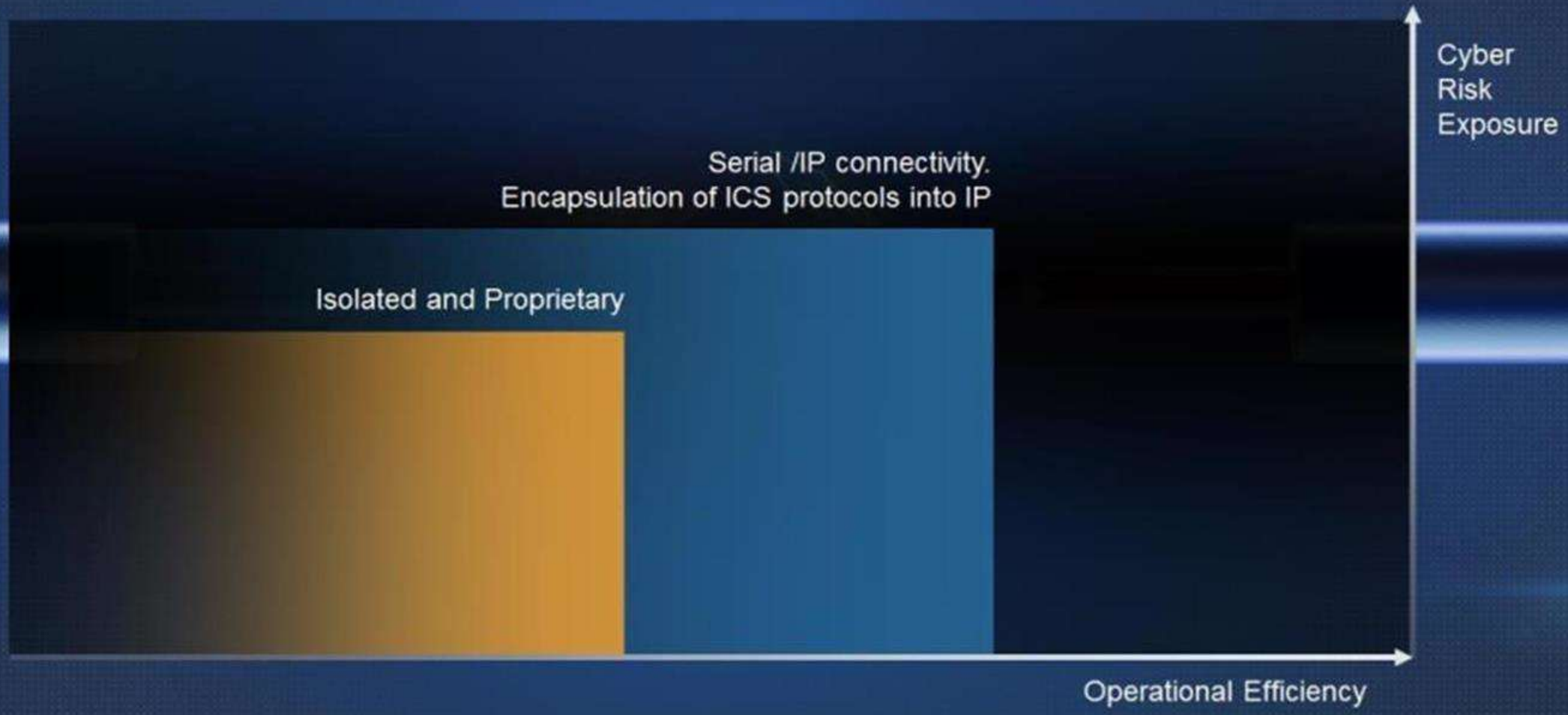

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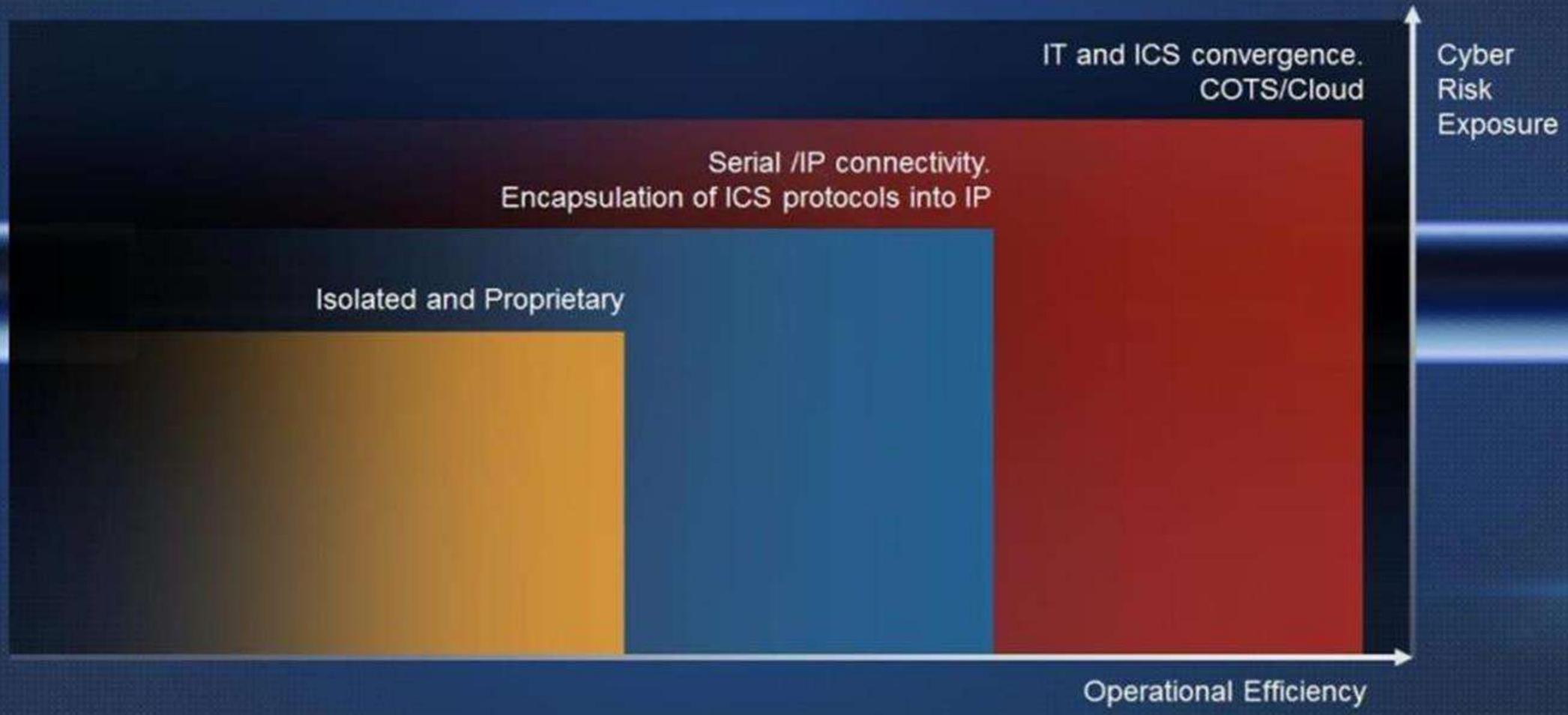

CONSEQUENCES OF OT FAILURE

2009 SAYANO–SHUSHENSKAYA HYDROELECTRIC POWER STATION ACCIDENT

BEFORE THE INCIDENT

75
Casualties

$425M
Damages of property and equipment

$1.5B
Power station reconstruction cost

2 years
Power station reconstruction time

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BEFORE THE INCIDENT

AFTER THE INCIDENT

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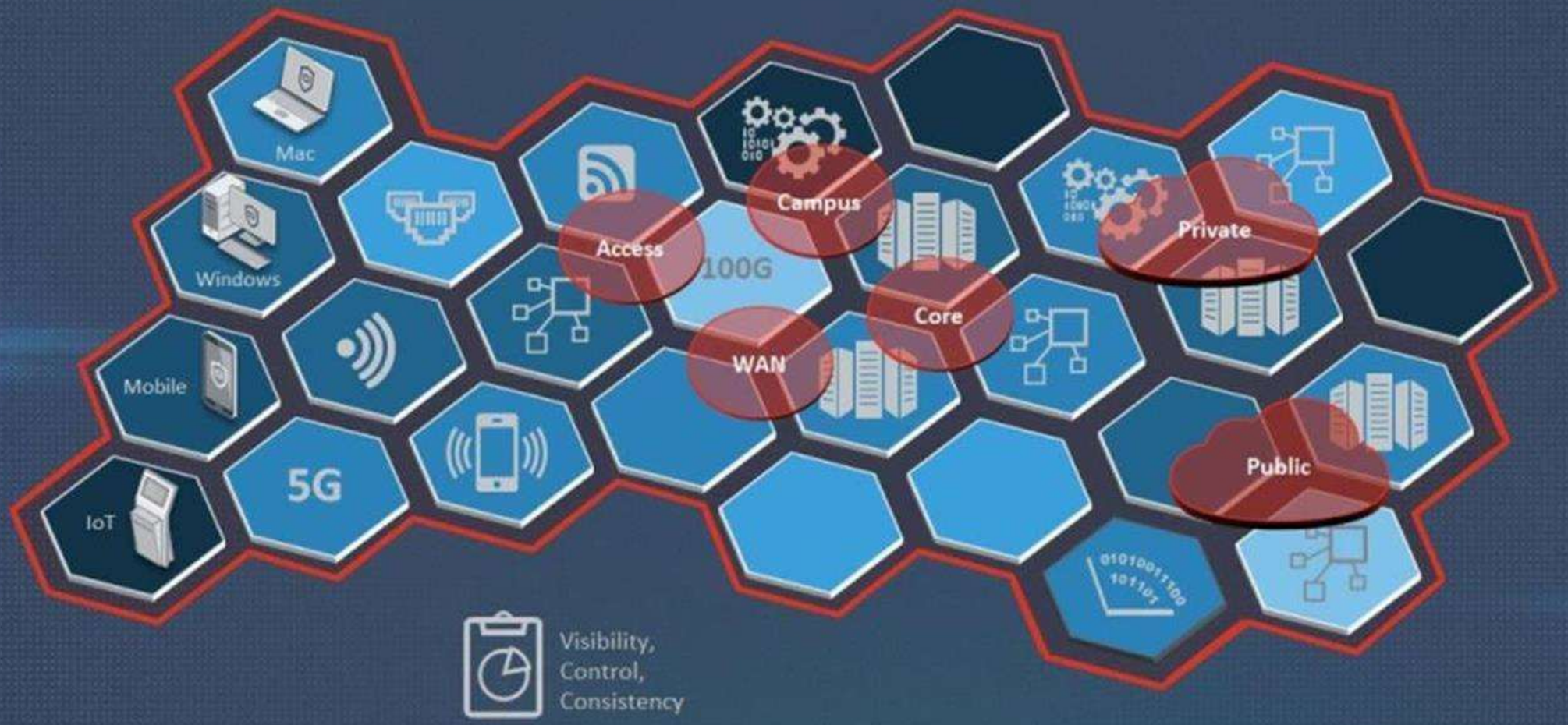
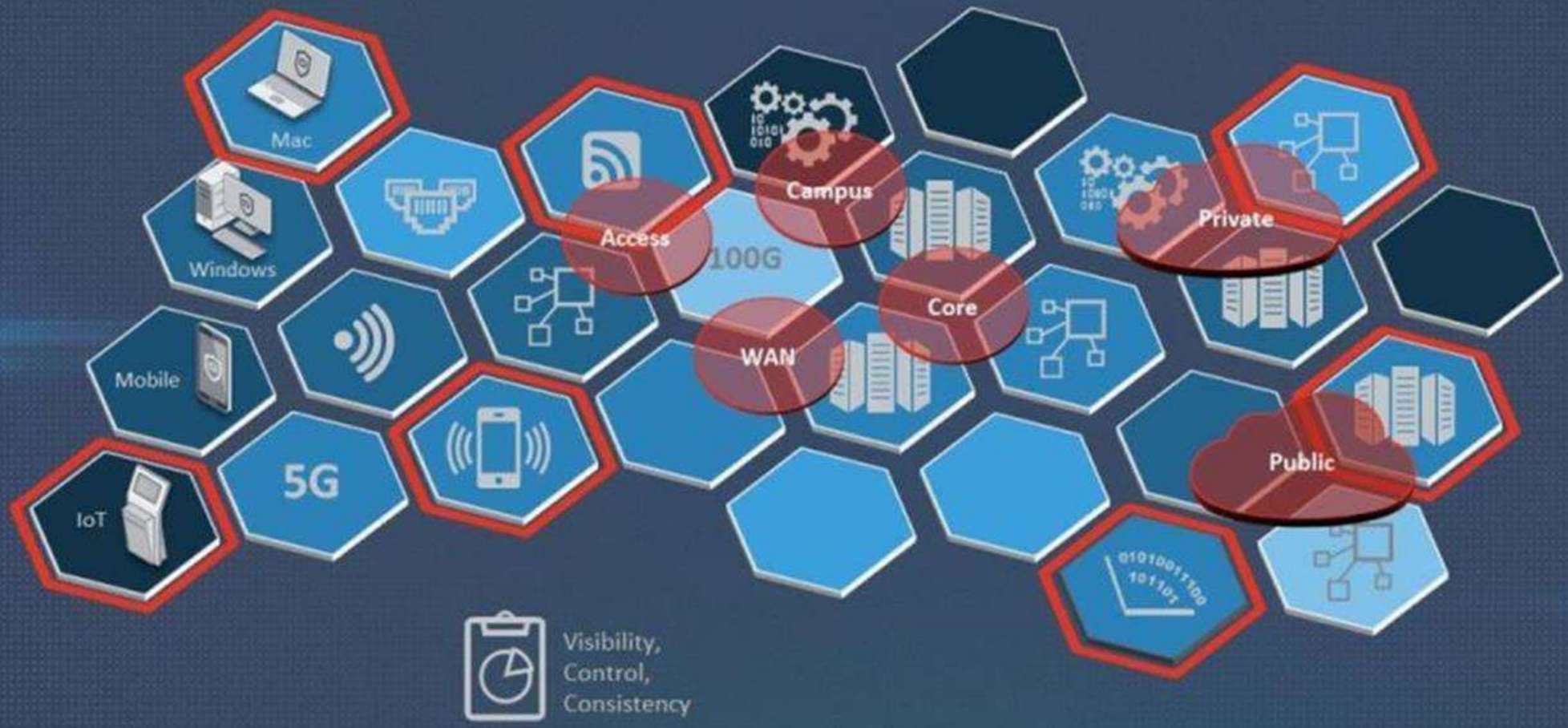
YESTERDAY'S PRIMARY STRATEGY: STATIC BOUNDARY SECURITY



STATE OF THE ART STRATEGY: AGILE MACRO AND MICRO SEGMENTATION



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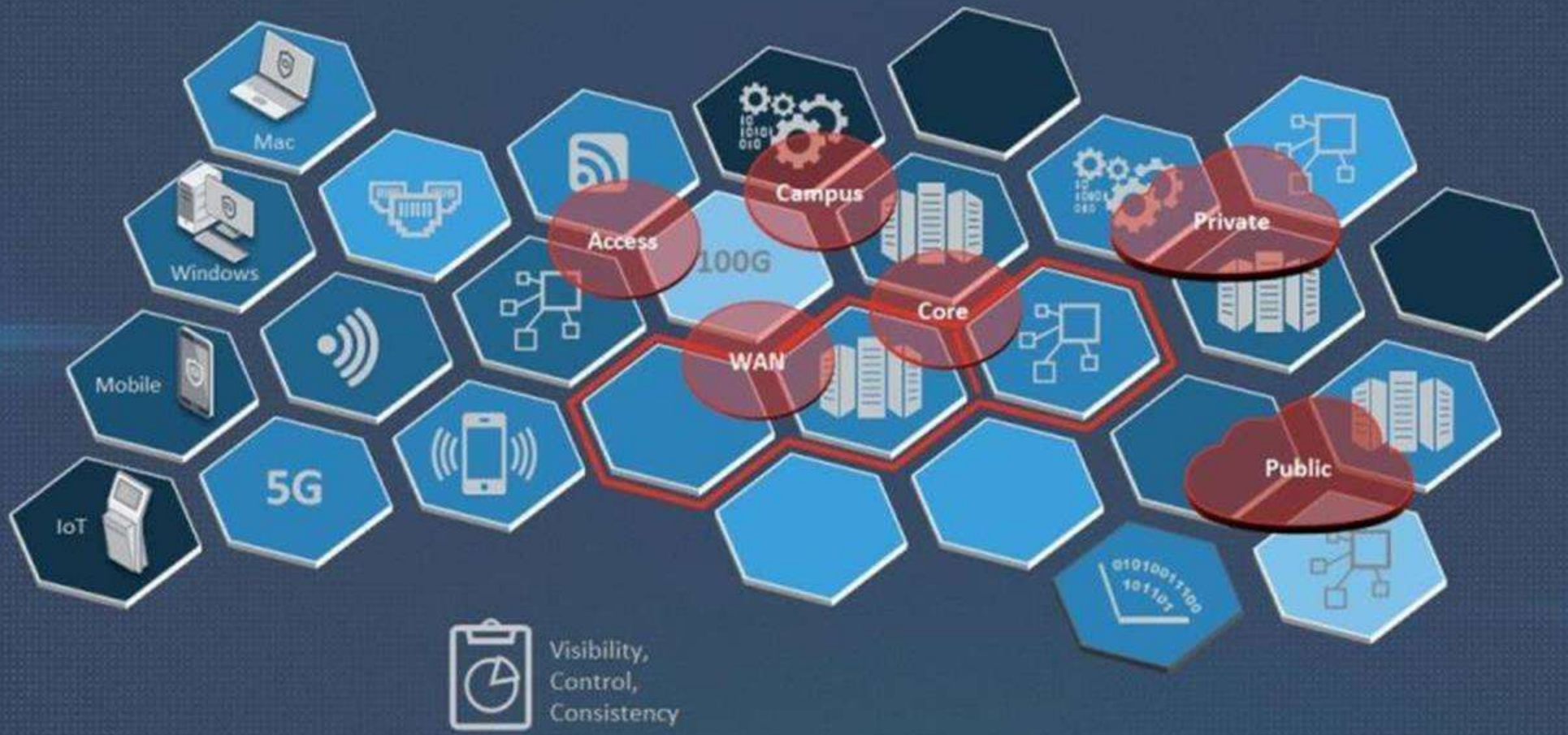

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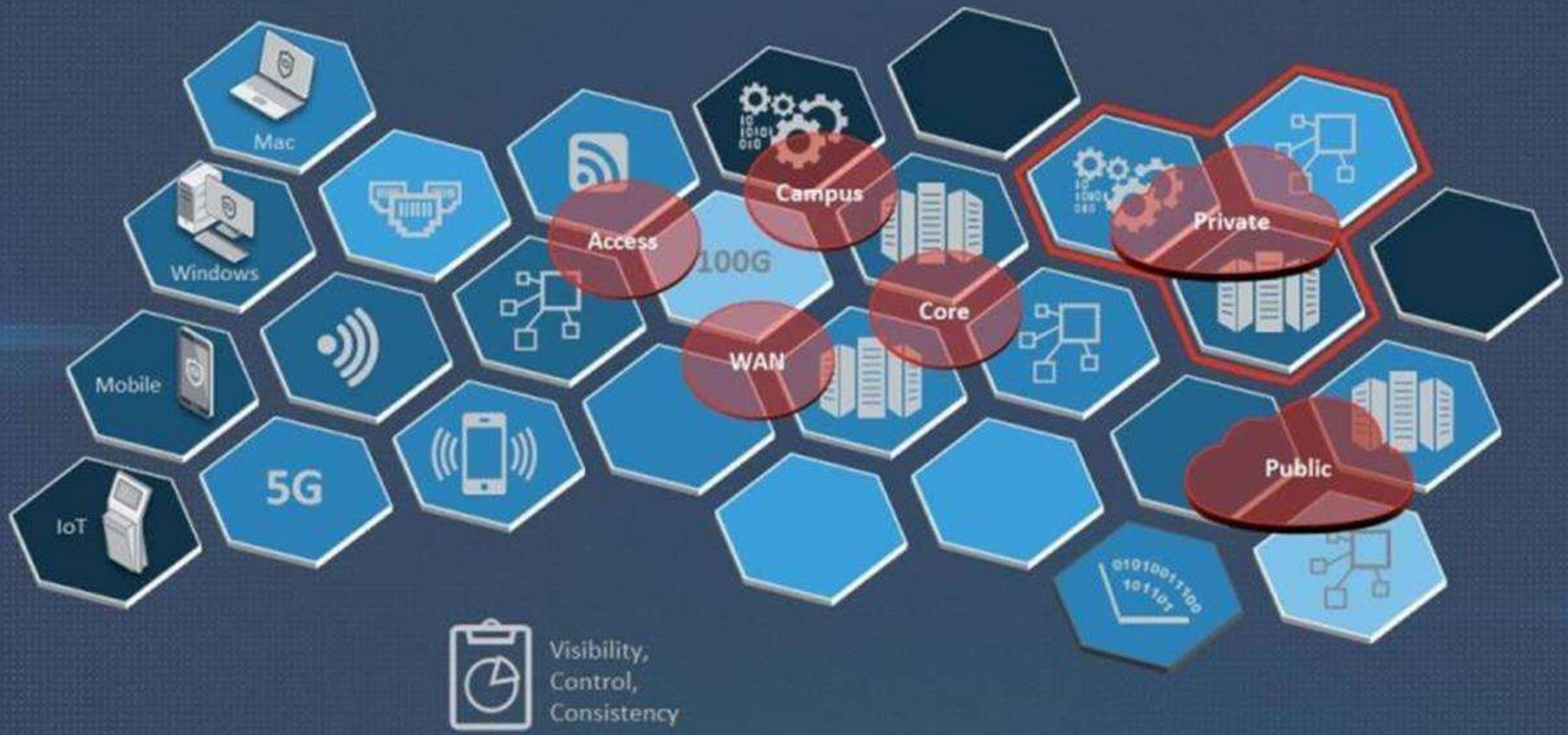

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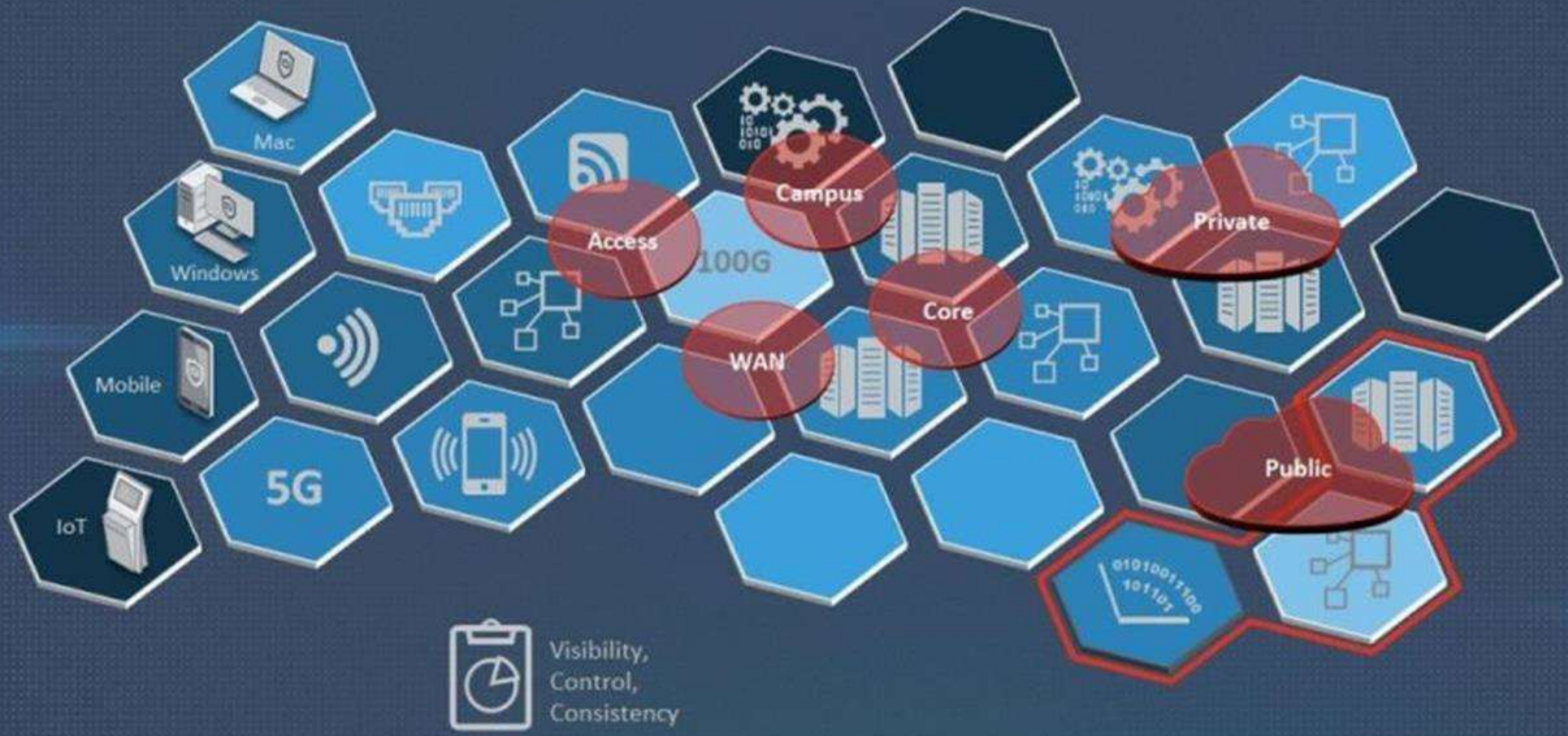

BRING THE RIGHT STRATEGY AND TOOLS

	Tools & Techniques to Use	Food	Pillow	Knife
Type of Fight	Food	Yes	No	No
	Pillow	No	Yes	No
	Knife	No	No	Yes
	Cyber	No	No	No

BRING THE RIGHT STRATEGY AND TOOLS

	Tools & Techniques to Use	Food	Pillow	Knife
Type of Fight	Food	Yes	No	No
	Pillow	No	Yes	No
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Type of Fight	Food	Yes	No	No
	Pillow	No	Yes	No
	Knife	No	No	Yes
	Cyber	No	No	No

BRING THE RIGHT STRATEGY AND TOOLS

	Tools & Techniques to Use	Food	Pillow	Knife	Manual Techniques & Lots of People
Type of Fight	Food	Yes	No	No	No
	Pillow	No	Yes	No	No
	Knife	No	No	Yes	No
	Cyber	No	No	No	No

BRING THE RIGHT STRATEGY AND TOOLS

	Tools & Techniques to Use	Food	Pillow	Knife	Manual Techniques & Lots of People	Automation & Integration
Type of Fight	Food	Yes	No	No	No	No
	Pillow	No	Yes	No	No	No
	Knife	No	No	Yes	No	No
	Cyber	No	No	No	No	Yes

BRING THE RIGHT STRATEGY AND TOOLS

	Tools & Techniques to Use	Food	Pillow	Knife	Manual Techniques & Lots of People	Automation & Integration
Type of Fight	Food	Yes	No	No	No	No
	Pillow	No	Yes	No	No	No
	Knife	No	No	Yes	No	No
	Cyber	No	No	No	No	Yes

TO ADDRESS THE PROBLEMS OF SPEED & SCALE,
USE THE STRATEGIES OF AUTOMATION & INTEGRATION

AUTOMATION

TO TAKE ON THE PROBLEMS OF SPEED & SCALE, EMBRACE THE STRATEGIES OF AUTOMATION & INTEGRATION

To mitigate at cyber-relevant speed

To find 'low & slow" or 'haystack needles'

To separate important from not

TO PLAY DEFENSE AS A TEAM

Integrated sensing, sharing, mitigations

CORE STRATEGY

Connected products, with automatable intent-based Security

OBSERVE, ORIENT, DECIDE, ACT

APPLIED TO CYBERSECURITY

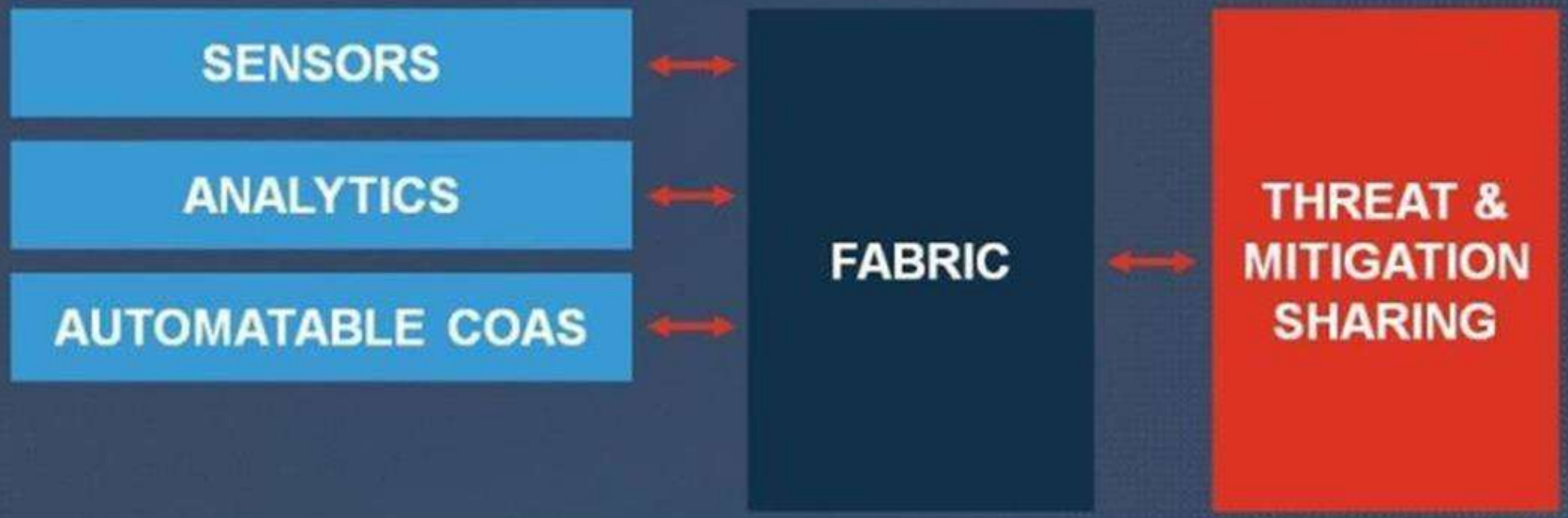
SENSORS

OBSERVE, ORIENT, DECIDE, ACT

APPLIED TO CYBERSECURITY

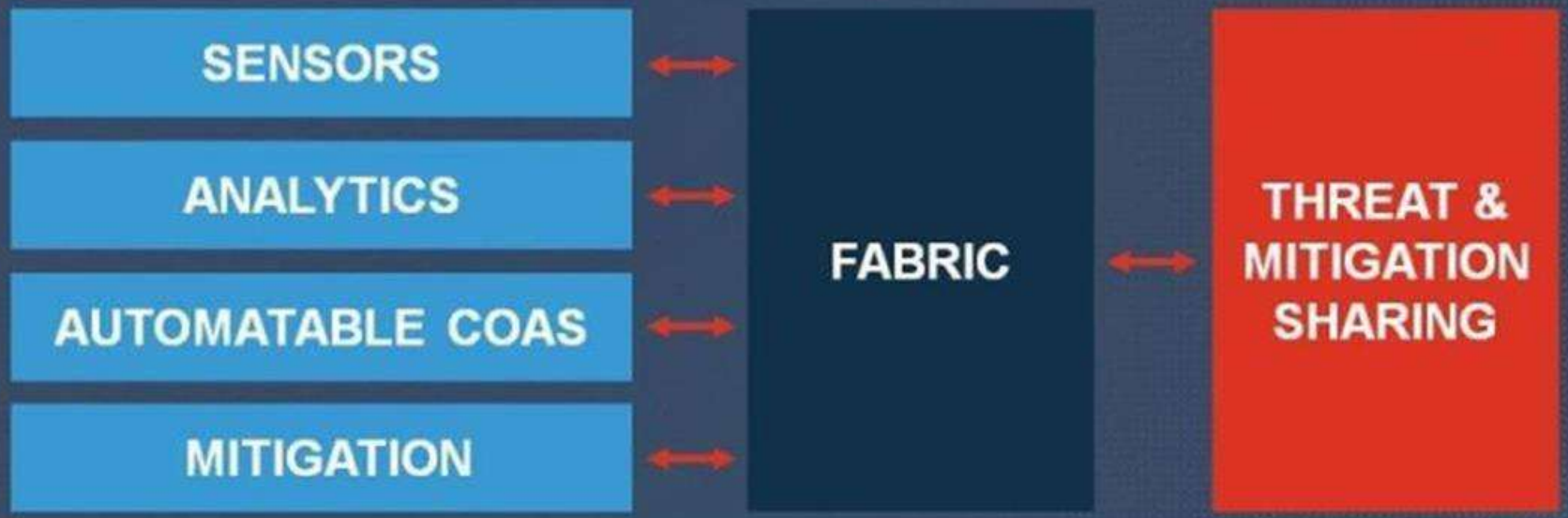
OBSERVE, ORIENT, DECIDE, ACT

APPLIED TO CYBERSECURITY



OBSERVE, ORIENT, DECIDE, ACT

APPLIED TO CYBERSECURITY



OBSERVE, ORIENT, DECIDE, ACT

APPLIED TO CYBERSECURITY

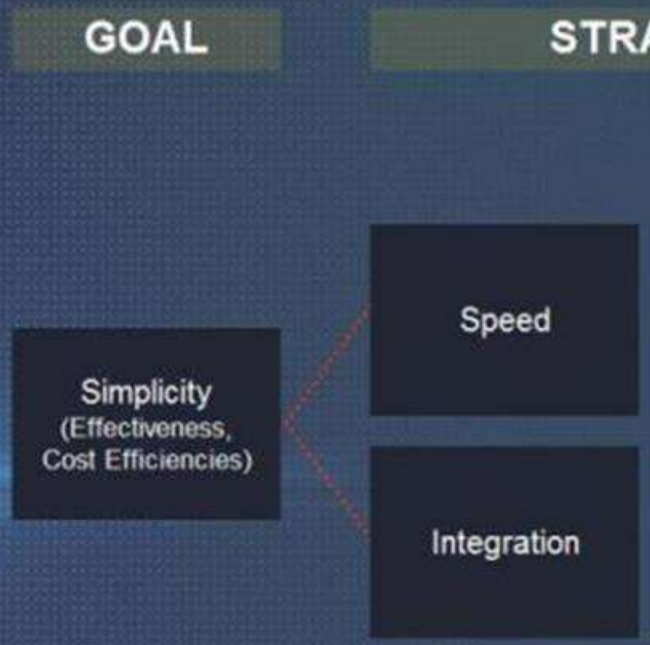
- Context-enabled defense
- Orchestration
- Intent-based security
- Risk-based decision engines
- Machine learning
- Artificial intelligence

COMPUTER SCIENCE → SCIENCE FICTION

GOAL

Simplicity
(Effectiveness,
Cost Efficiencies)

COMPUTER SCIENCE → SCIENCE FICTION



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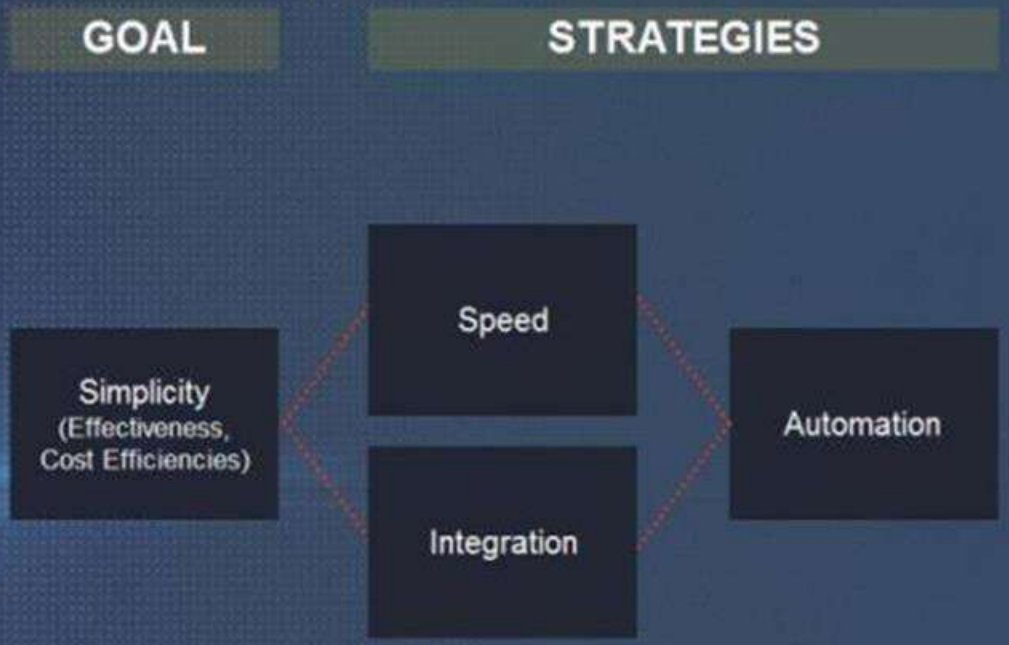

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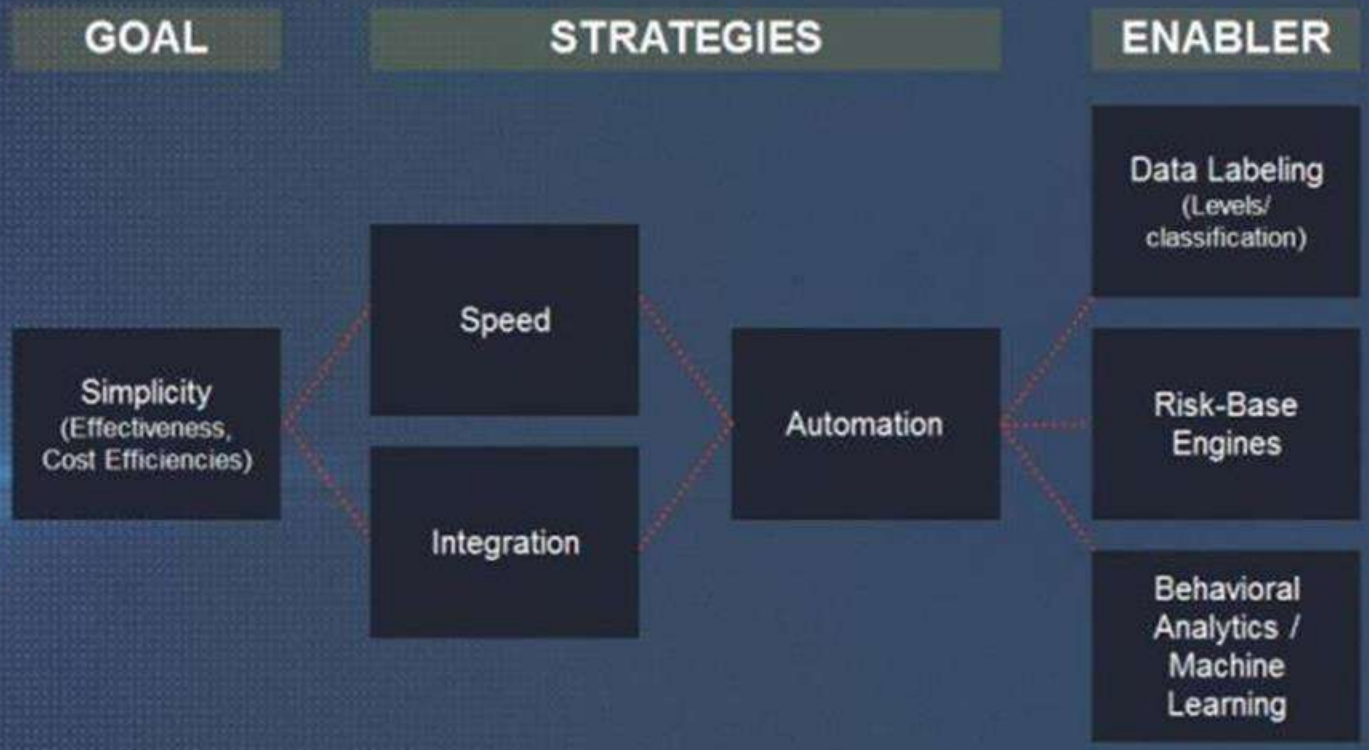

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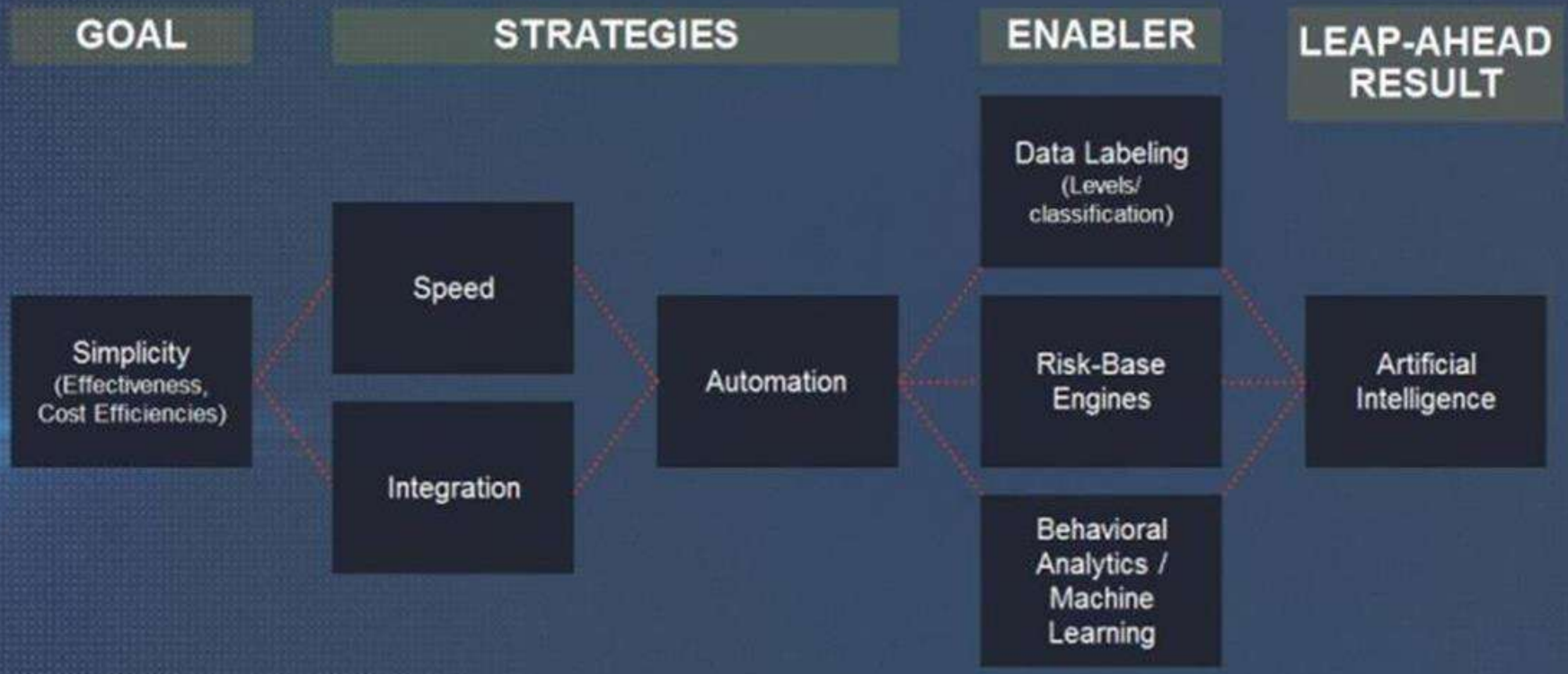

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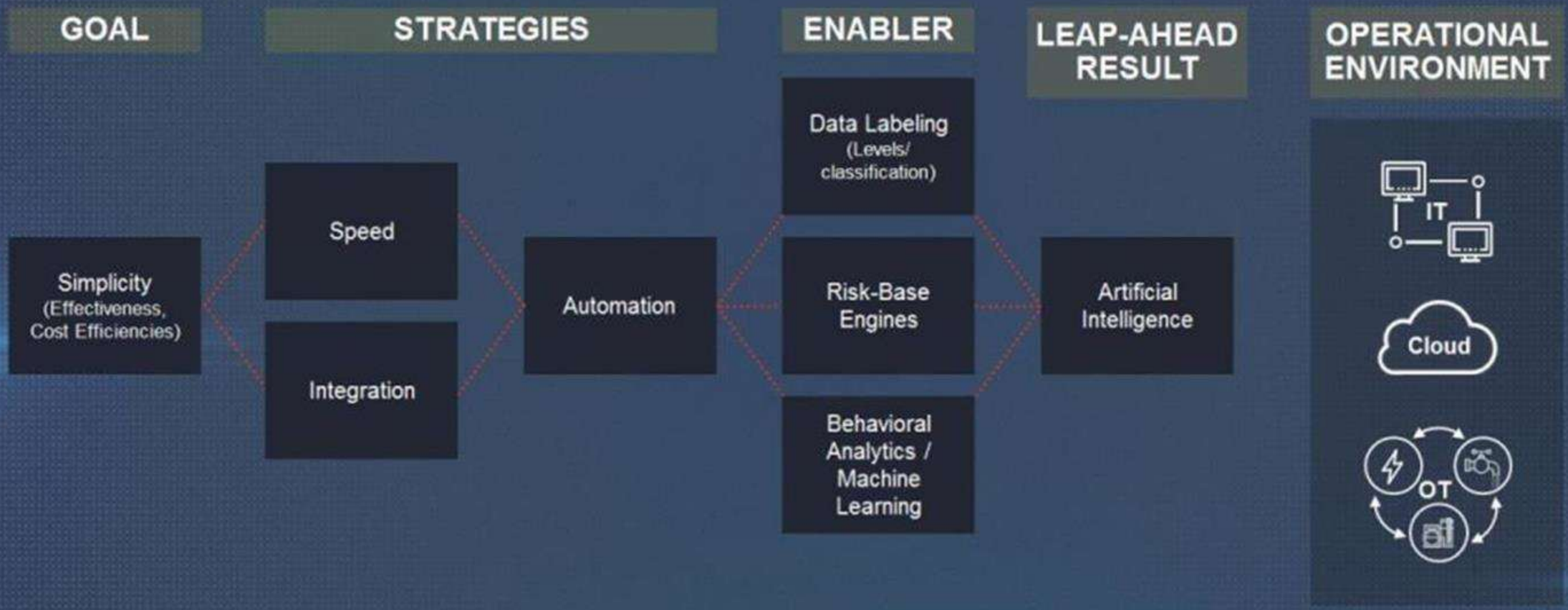


LEFT OF BOOM

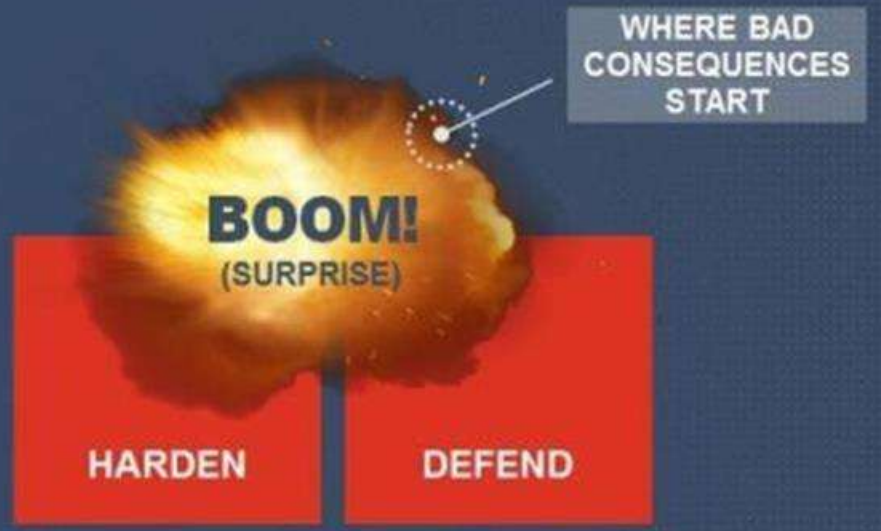
LEVERAGING AUTOMATION AND INTEGRATION

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION



YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

TODAY

Use automation and integration to keep things 'left of boom'

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

TODAY

Use automation and integration to keep things 'left of boom'

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

TODAY

Use automation and integration to keep things 'left of boom'

YESTERDAY

Focus on hardening systems against attacks

LEFT OF BOOM

LEVERAGING AUTOMATION AND INTEGRATION

TOMORROW

Be able to quickly regenerate back to a resilient state

TODAY

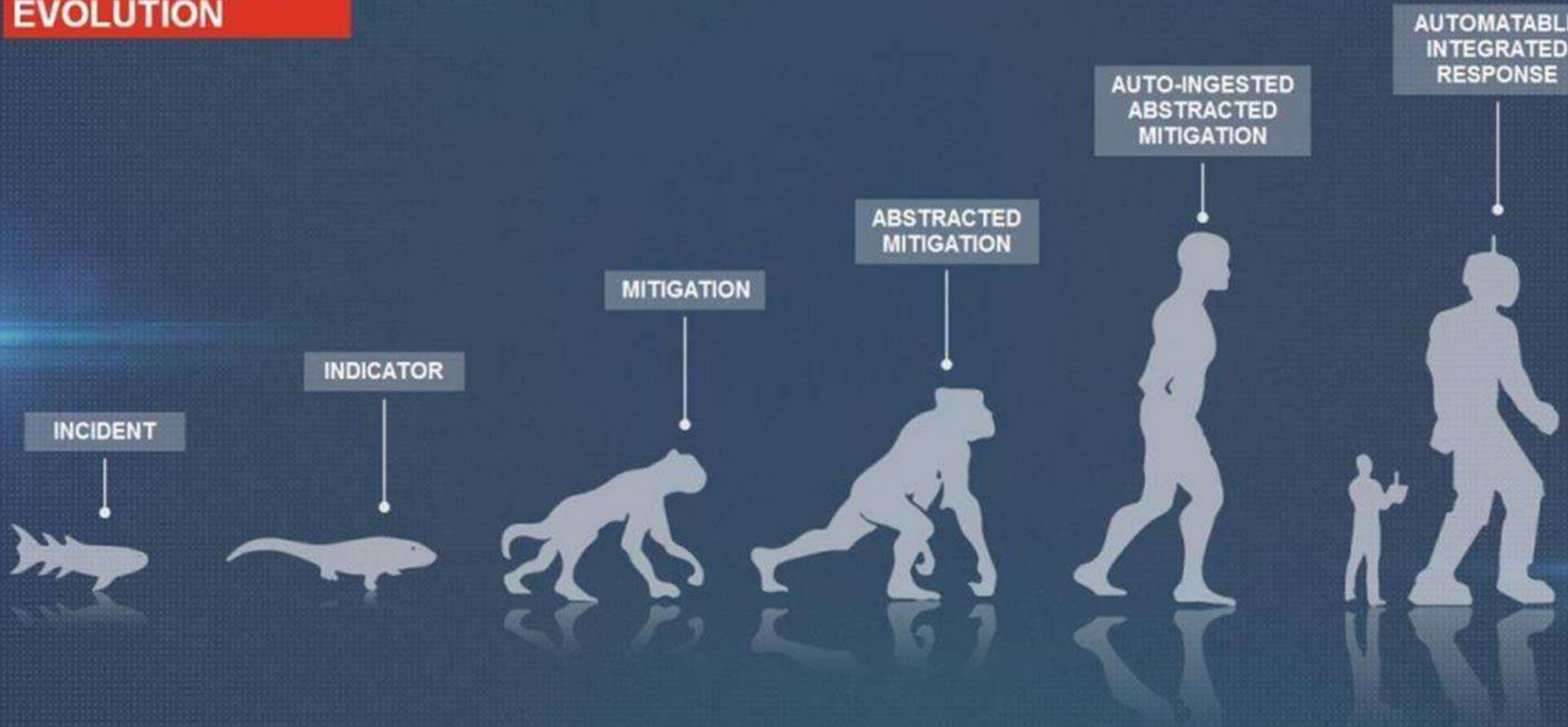
Use automation and integration to keep things 'left of boom'

YESTERDAY

Focus on hardening systems against attacks

RENAISSANCE: EVOLUTION OR REVOLUTION

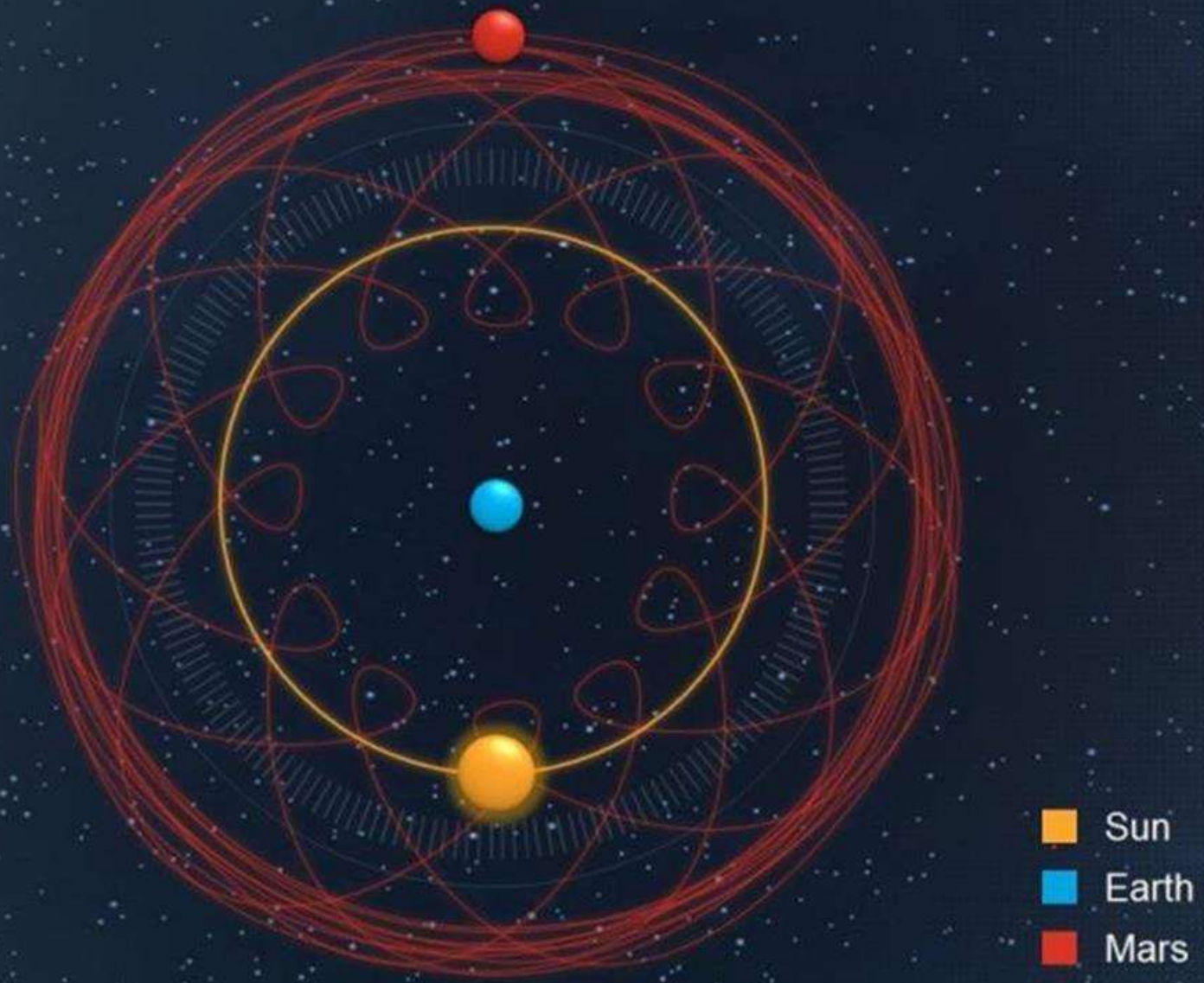
INFORMATION-SHARING:
EVOLUTION



RENAISSANCE: EVOLUTION OR REVOLUTION

DEFENSIVE STRATEGY:
REVOLUTION

CONCLUSIONS REACHED VIA INCOMPLETE CONTEXT



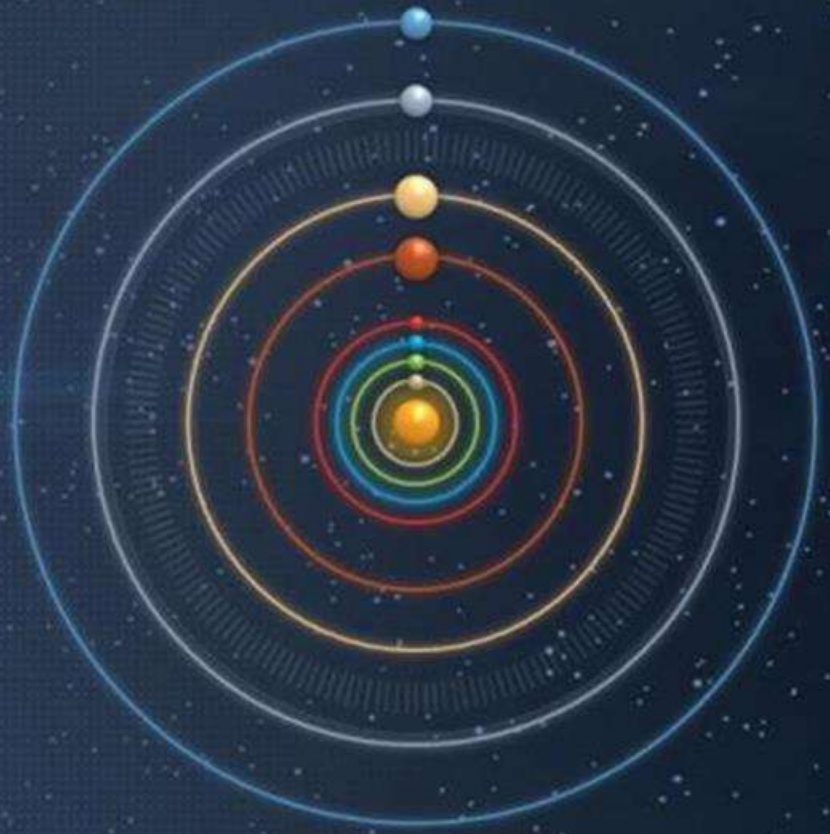
MORE DATA (VIA MORE VISIBILITY)

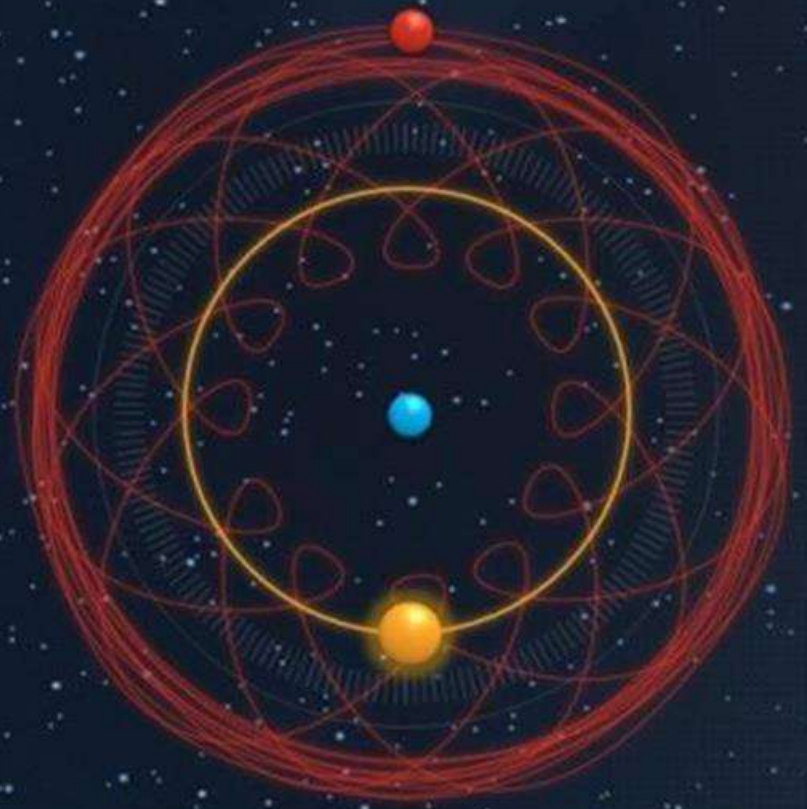
GALILEO

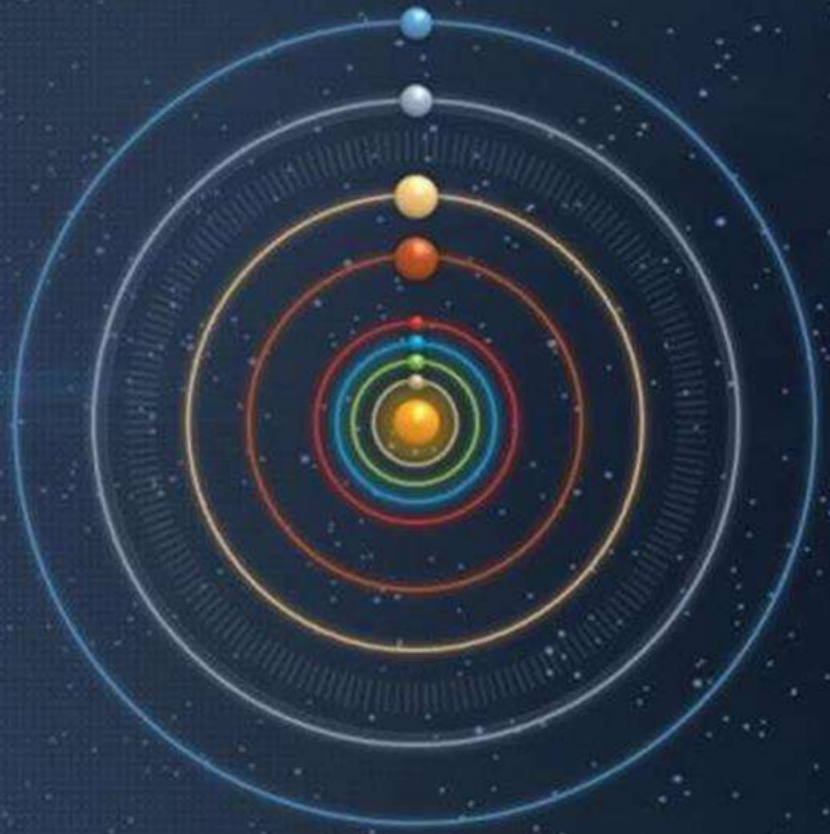
MORE DATA (VIA MORE VISIBILITY)

GALILEO

INSIGHT → SIMPLICITY → SECURITY





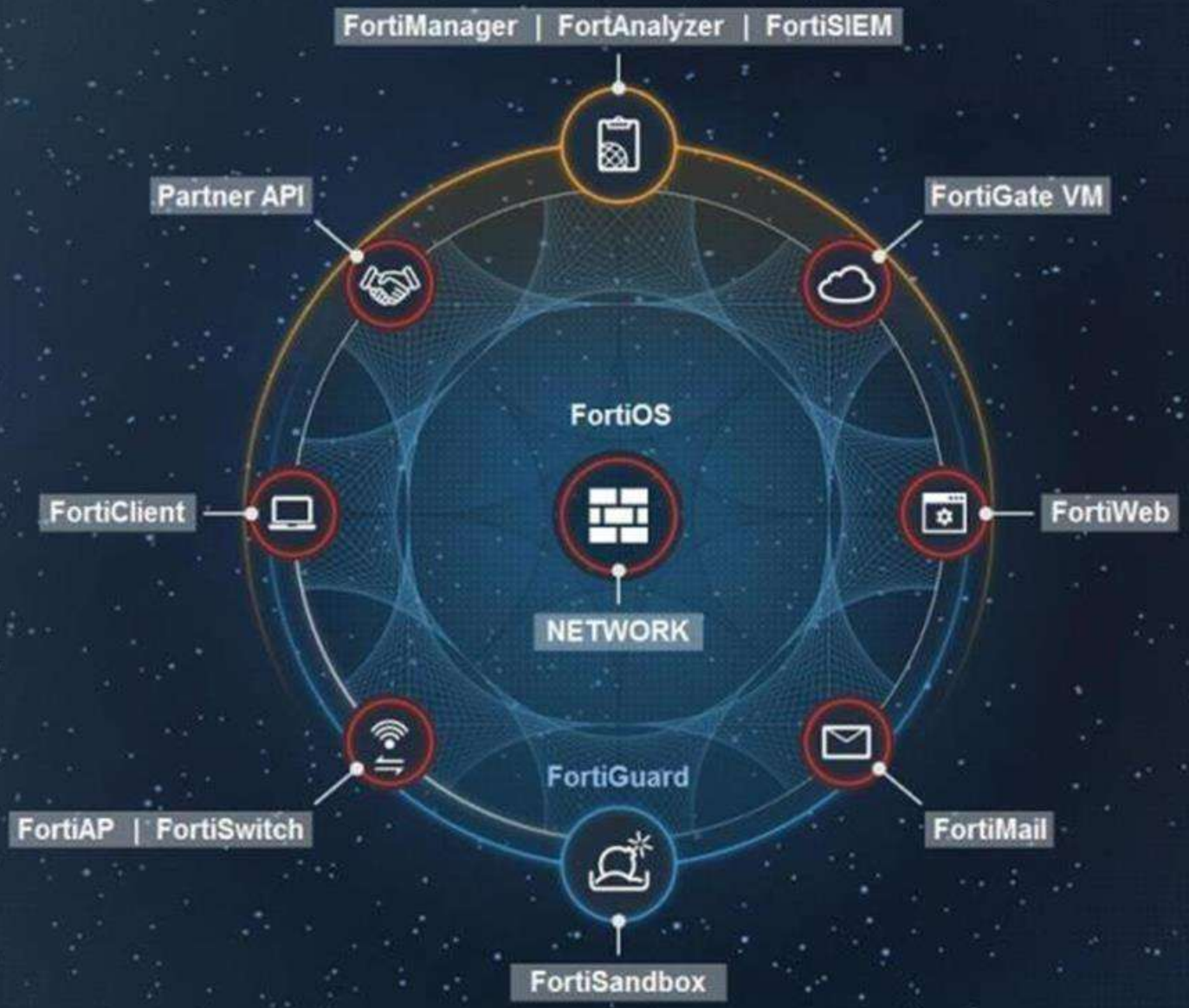


FORTINET SECURITY FABRIC

BROAD

INTEGRATED

AUTOMATED



DATA IS THE OIL
OF THE 21ST CENTURY

THE LIMITS OF
CONSUMER TOLERANCE,
HUMAN CAPACITY

INFRASTRUCTURES & FACILITIES

OT

INFRASTRUCTURES & FACILITIES
OT

MORE SEGMENTATION
Agile, Micro & Macro, Cloud

INFRASTRUCTURES & FACILITIES
OT

MORE SEGMENTATION
Agile, Micro & Macro, Cloud

FABRIC SOLUTIONS
To Defend with the Right Tools at the Time & Place of Strength

INFRASTRUCTURES & FACILITIES
OT

MORE SEGMENTATION
Agile, Micro & Macro, Cloud

FABRIC SOLUTIONS
To Defend with the Right Tools at the Time & Place of Strength

FUTURE PROOFING
Speed, Automation, Analytics, Intent-based Security

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ADVANCED INFORMATION SHARING
Threat, Mitigations

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Threat, Mitigations

INTEGRATED ECOSYSTEM
Simplicity, Visibility

FORTINET