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## Fortinet Drives Adoption of Secure SD-WAN for Distributed Enterprise Branches

### Leading Analyst Firm Data Shows Fortinet Continues to Deliver More Security Appliances Than Any Other Vendor

SUNNYVALE, Calif., Sept. 28, 2017 (GLOBE NEWSWIRE) --

#### John Maddison, senior vice president of products and solutions at Fortinet

"The two traditionally distinct markets of the Distributed Enterprise and Branch Office are starting to merge as increased adoption of Software Defined Wide Area Networks (SD-WAN), integrated with Unified Threat Management (UTM) security reduces the complexity and costs for these segments. Fortinet's Secure SD-WAN capabilities are focused on optimizing transport, prioritizing applications and providing high availability to business-critical traffic, all seamlessly integrated in a secure UTM appliance that delivers high performance and extensive WAN and LAN connectivity options."

#### News Summary:

Fortinet® (NASDAQ:FTNT), the global leader in high-performance cybersecurity solutions, today announced the results from [International Data Corporation's](#) (IDC) latest [Worldwide Quarterly Security Appliance Tracker](#). The 2017Q2 and historical report data reinforces Fortinet's market leadership in Unified Threat Management for Distributed Enterprise branches and that Fortinet has shipped more security appliances than any other vendor.

#### SD-WAN is a Critical Capability for Today's Distributed Enterprises

Distributed Enterprise branches are rapidly adapting to cloud services which are driving significant change to Wide Area Networking (WAN) technologies. Traditional WANs are more costly and complex, while their inability to adapt to changing traffic demands between data-centers and cloud applications creates performance issues and reduce productivity. These challenges are driving organizations to evaluate efficient SD-WAN adoptions that enables direct internet access and offers integrated security needed to protect branch offices and distributed enterprises.

The latest IDC historical numbers show that Fortinet's FortiGate 100 - 200 series firewalls are the market share leader in their price band<sup>1</sup>, holding 22.9% of revenue within this category and realizing 21% growth year-over-year. Fortinet's FortiGate 60 - 90 series firewalls are also leading branch office UTM appliances, earning 38.6% of the revenue market share in their price band<sup>2</sup>.

Fortinet's FortiGate firewalls provide advanced SD-WAN capabilities, integrated with industry-leading next-generation security. This integrated approach improves WAN efficiency without compromising on security. Fortinet's latest integrated WAN path controller enables customers to dynamically distribute applications across multiple links while monitoring the quality for better performance service levels. Enterprise branch customers can also provide direct connections to cloud applications to improve performance and productivity while reducing costs by replacing traditional Multiprotocol Label Switching with a cost-effective WAN solution. Most importantly, Fortinet SD-WAN reduces complexity with single pane of glass controller and zero touch deployment.

Consolidating security and advanced networking functions like SD-WAN into a unified device, FortiGate firewalls are ideally suited to serve distributed enterprises and branch offices. Fortinet believes that their leadership is driven by the extensive SD-WAN capabilities that are integrated within the Fortinet Security Fabric which enable distributed enterprises to reduce complexity and simplify implementation of the advanced network architectures needed to compete in today's digital economy.

#### Additional Tracker Highlights:

Widening its leadership position, Fortinet saw second quarter 2017 appliance shipments increase year-over-year, again earning the industry's highest unit market share for the quarter. Fortinet shipped more units in the first half of 2017 than the next two competitors combined.

Fortinet Units Shipped vs. The Next Closest Competitor				
2013	2014	2015	2016	2017Q2

137%	159%	181%	209%	182%
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(Historical Data Sourced from IDC Worldwide Security Appliance Tracker)

## Additional Resources

- | Please visit the Fortinet [Secure SD-WAN homepage](#) for more details.
- | Follow Fortinet on [Twitter](#) and [LinkedIn](#), and [Facebook](#).
- | Join the conversation on the [Fortinet blog](#).

<sup>1</sup> \$1,000 - \$3,000 Price Band (Revenue Data Sourced from IDC Worldwide Quarterly Security Appliance Tracker, Q2 2017)

<sup>2</sup> \$0 - \$1,000 Price Band (Revenue Data Sourced from IDC Worldwide Quarterly Security Appliance Tracker, Q2 2017)

## About Fortinet

Fortinet (NASDAQ:FTNT) secures the largest enterprise, service provider, and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network - today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments. Fortinet ranks #1 in the most security appliances shipped worldwide and more than 310,000 customers trust Fortinet to protect their businesses. Learn more at <http://www.fortinet.com>, the [Fortinet Blog](#), or [FortiGuard Labs](#).

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## Media Contact:

Dan Mellinger  
Fortinet, Inc.  
415-572-0216  
[dmellinger@fortinet.com](mailto:dmellinger@fortinet.com)

## Investor Contact:

Kelly Blough  
Fortinet, Inc.  
408-235-7700 x 81612  
[kblough@fortinet.com](mailto:kblough@fortinet.com)

## Analyst Contact:

Ron Davis  
Fortinet, Inc.  
415-806-9892  
[rdavis@fortinet.com](mailto:rdavis@fortinet.com)

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