



## Fortinet Honored With 2011 Tech Innovator Award by UBM Channel's CRN

### FortiGate-80C Wins in the Security Category

SUNNYVALE, CA -- (MARKET WIRE) -- 10/12/11 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of unified threat management (UTM) solutions -- today announced that UBM's CRN has honored the company's FortiGate-80C with a Tech Innovator award in the category of security. CRN's 9th annual Tech Innovator listing celebrates vendors that have introduced new products or solutions to drive advances in the technology channel. Companies on this exclusive list recently implemented innovative methods to bridge the gap between current problems and solutions facing channel executives today. The awards were presented at the XChange Tech Innovators conference in Miami, FL on October 5, 2011.

"In today's challenging business environment, it's more important than ever to discover, nurture and reward new ideas," said Kelley Damore, vice president, editorial director for UBM Channel. "This year's Tech Innovator Awards recognizes technology companies that have used original methods or technologies to deliver cutting-edge products and partner support. We congratulate this year's winners on their success and applaud them for breaking away from traditional thinking to create completely new and unique channel opportunities."

"We are honored to be recognized yet again by CRN for our innovative approach to delivering security technology," said Patrick Bedwell, vice president of product marketing at Fortinet. "The FortiGate-80C provides our resellers with a powerful one-two punch to offer their customers: First, it provides a single consolidated device to reduce the complexity and cost of deploying essential technologies such as firewall, application control, VPN, antivirus, antispam, intrusion prevention, and Web filtering. Second, its straightforward per-device price makes it easy for customers to add layers of protection over time or increase the number of users protected without having to worry about purchasing more licenses or counting seats. The FortiGate-80C gives our partners an easy to sell, easy to deploy solution for their customers."

#### *Product Innovation*

The FortiGate-80C consolidated security appliance delivers broad enterprise-class protection for remote locations, branch offices, customer premise equipment (CPE) and retail networks. It features an integrated set of essential security technologies in a single device to help protect an organization's applications and data. Simple per-device pricing, an integrated management console and remote management capabilities significantly reduce costs associated with deployment and management. The FortiGate 80C specifically helps address many policy enforcement requirements included in government and industry regulations, such as the PCI Data Security Standard. It also eases migration to new industry standards such as IPv6, supporting dynamic routing for both IPv4 and IPv6 networks. Fortinet's Global Threat Research Team and ICISA Labs-certified inspection engines help ensure the best possible network protection through automatic updates against the latest threats as they arise.

The Tech Innovator awards were awarded in the following categories: Cloud; Digital Signage; Display-Projection; Handhelds; Managed Services; Networking-Enterprise; Networking VoIP; Networking-Wireless; Portables; Workstations; Printing and Imaging; Security; Servers; Software-Enterprise Mngt; Software Productivity; Storage; Virtualization and Editor's Choice.

Expanded coverage of the 2011 Tech Innovators will be featured in the December issue of CRN Magazine and online at [www.crn.com](http://www.crn.com).

#### *About UBM Channel: ([www.ubmchannel.com](http://www.ubmchannel.com))*

UBM Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, UBM Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. UBM Channel is a UBM company. To learn more about UBM Channel, visit us at [www.ubmchannel.com](http://www.ubmchannel.com).

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About Fortinet ([www.fortinet.com](http://www.fortinet.com))

Fortinet (NASDAQ: FTNT) is a worldwide provider of network security appliances and the market leader in unified threat management (UTM). Our products and subscription services provide broad, integrated and high-performance protection against dynamic security threats while simplifying the IT security infrastructure. Our customers include enterprises, service providers and government entities worldwide, including the majority of the 2010 Fortune Global 100. Fortinet's flagship FortiGate product delivers ASIC-accelerated performance and integrates multiple layers of security designed to help protect against application and network threats. Fortinet's broad product line goes beyond UTM to help secure the extended enterprise -- from endpoints, to the perimeter and the core, including databases and applications. Fortinet is headquartered in Sunnyvale, Calif., with offices around the world.

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