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## **Fortinet Wins Frost & Sullivan APAC Network Security Vendor of the Year Award**

### **Industry Leading Market Strategy, Technological Innovation and Customer Support Gives Fortinet the Crown in Asia Pacific**

SUNNYVALE, CA -- (Marketwired) -- 07/18/13 -- Fortinet<sup>®</sup> (NASDAQ: FTNT) -- a world leader in [high-performance network security](#) -- today announced that it has been honored with the 2013 Frost & Sullivan Asia Pacific Network Security Vendor of the Year Award. The trophy was presented yesterday at the Frost & Sullivan Asia Pacific ICT Awards banquet held at the St. Regis Hotel in Singapore.

This accolade is a tribute to Fortinet's dynamic market strategy, product innovation and excellent customer service relative to its peers. The award also credits Fortinet for its revenue and market share growth, breadth of solutions and acquisition of major customers.

An independent panel of eminent judges that was comprised of Asia Pacific industry leaders as well as Frost & Sullivan's ICT analyst team evaluated the various contenders for this award based on the aforementioned criteria. The award covers the Firewall/IPSec VPN, SSL VPN and IDS/IPS market segments.

Edison Yu, associate director, Asia Pacific, ICT Practice, Frost & Sullivan, said: "We believe Fortinet's award win can be attributed to its efforts in driving forth thought leadership in the network security arena. More importantly, it highlights the vendor's success in offering highly customizable security solutions to suit the exact needs of the modern-day enterprise. By infusing a customer-centric mindset with its commitment to technology excellence, Fortinet was able to clock an impressive growth rate of 36.4 percent on a year-over-year basis in 2012, despite emerging challenges in the macro-economic environment. This also enabled Fortinet to capture greater market share in what is a highly competitive market segment."

The Frost & Sullivan Asia Pacific ICT Awards, now in its 10th year, recognizes companies and individuals that have pushed the boundaries of excellence, rising above the competition and demonstrating outstanding performance in the ICT sector across Asia Pacific.

Patrice Perche, Fortinet's senior vice president for international sales & support, said: "This win is a testament to the company and our Asia Pacific teams who have worked tirelessly to serve our customers on the ground. We intend to continue to invest in our people, channel and solutions as we strive to become the network security vendor of choice for even more enterprises across the region."

#### **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants. For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies? [Contact us: Start the discussion](#)

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

Fortinet (NASDAQ: FTNT) is a worldwide provider of network security appliances and a 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 2012 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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