



Everything Channel Names Fortinet No. 1 Vendor for Partnership

Company Scores 86.0 to Take Top Spot on the List

SUNNYVALE, CA -- (MARKET WIRE) -- 11/03/10 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of unified threat management (UTM) solutions -- today announced Everything Channel has named Fortinet the [No. 1 vendor for partnership](#) in a news story published on October 28, 2010. Everything Channel, the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services, ranked Fortinet ahead of Oracle, EMC, Kaspersky and SonicWall, among others. Fortinet scored 86.0 to take the top spot, which is a significant advancement from the third place spot the company secured in 2009. The story is based on this year's Everything Channel 2010 Annual Report Card (ARC) awards, where value added resellers (VARs) rate vendors' partner portals, solution provider programs, communications, ability to manage channel conflict, revenue and profit potential, ROI and ease of doing business. Earlier this year, Everything Channel named Fortinet Overall Winner in the Network Security Appliance category and presented the company with an award for Product Innovation.

"We are extremely pleased to be recognized by our partners and Everything Channel for the work we've done over the past year to strengthen our partnership program," said Kendra Krause, vice president of Americas channel sales for Fortinet. "By introducing new, emerging technologies for the cloud, databases and Web application firewalls and making significant investments in marketing and advertising, we believe we're giving our partners the tools and resources they need to further grow their business in the coming year."

Fortinet's FortiPartner Program (FPP) is a global network of distributors and solution providers committed to providing world-class products, services and support to customers. Fortinet's market-leading products and partner programs connect partners to the resources needed to help develop expertise, grow business, increase customer satisfaction and maximize profitability.

Now in their 25th year, the ARC Awards recognize outstanding partner programs in 18 product and service categories, including desktop computers, servers, storage management, Internet application server software and networking hardware. Winners were selected by CRN's editorial team, based on the survey results of more than 3,700 systems integrators, IT consulting organizations, value-added resellers (VARs), solution providers and software developers.

For more information on the FortiPartner program, please visit http://www.fortinet.com/partners/partner_program/fpp.html.

About Fortinet (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 2009 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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