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Fortinet(R) Wins Top Channel Awards From Industry-Leading Publications

CRN Annual Report Card (ARC) and Business Solutions Best Channel Vendor 2013 Awards Recognize Fortinet for Support, Partnership, Margins and Channel Friendliness

SUNNYVALE, CA -- (Marketwired) -- 08/21/13 -- [Fortinet®](#) (NASDAQ: FTNT), a [world leader in high-performance network security](#), today announced the company has received top channel awards from two of North America's leading channel publications. CRN Annual Report Card (ARC) recognized Fortinet in the categories of Support and Partnership and presented the company with the Overall award in the category of Network Security. And, earlier in the year, Business Solutions' readers voted Fortinet a Best Channel vendor, giving the company highest marks in the categories of Margins and Channel Friendliness.

CRN ARC Awards

The CRN ARC Awards are considered the definitive benchmark for measuring excellence in the IT channel community and recognizes the top-rated vendor partners in the industry. To determine the winners, CRN's research team surveyed more than 2,200 solution providers across 18 product and service categories. Respondents evaluated the importance and their satisfaction with vendor partners on 18 criteria within three major areas: product innovation, support and partnership. Winners were announced live in front of a full audience during an awards reception on Tuesday, August 20, 2013, at the XChange 2013 event in Washington, D.C. To view coverage of the awards, visit www.crn.com.

"Solution providers today need products and solutions that are specifically targeted at solving customer problems. Beyond demonstrating quality and innovation, they want to work with vendors who also excel at partner relationships and sales support," said Robert Faletra, CEO, UBM Tech Channel. "For decades, CRN's ARC has been recognizing the vendors who are the complete package, and we congratulate Fortinet for being named to the 2013 list."

Business Solutions Best Channel Vendor 2013 Awards

Business Solutions' Best Channel Vendor Awards recognizes top rated vendors within various technology categories as voted on by the VAR and MSP channel. From September 2012 to mid-October 2012, *Business Solutions Magazine* VAR subscribers were asked to participate in the Best Channel Vendors survey. The publication asked subscribers to rate their vendor partners on a scale of 0 (worst) to 5 (best) in seven categories. An overall average score for each vendor was determined by adding the cumulative scores of the seven categories and dividing that score by the number of VAR subscribers who rated that product. The publication partnered for a fifth consecutive year with Penn State University to help ensure the survey's statistical accuracy. Nearly 3,152 people participated in this year's survey and 7,505 votes were cast. Ballots that did not come from qualified resellers were eliminated.

Business Solutions did not rank the vendors according to their overall average score. One of the main purposes of the special report is to give resellers a guide to who their peers think are Best Channel Vendors. Ranking vendors according to their overall average score would mislead readers and defeat that purpose. The complete list of this year's award winners can be found here: <http://www.bsminfo.com/doc/business-solutions-best-channel-vendors-2013-0001>

"According to our readers, Fortinet is well-deserving of this award," said Mike Monocello, editor-in-chief of Business Solutions Magazine. "Based on their scores in the categories of Margins and Channel Friendliness, it's clear Fortinet has many satisfied reseller partners."

"Without a doubt, the success of Fortinet is incumbent upon the success of our partners. We recognize the need to provide them with not only superior technology, but also a solid partnership framework that allows them to be proficient and profitable in selling our solutions," said Bryan Wood, vice president, US channels and mid-enterprise sales for Fortinet. "We continue to develop our partner program, most recently adding a [well-received MSSP offering](#). This program arms Partners with the pricing, resources and strategy to effectively grow their managed service business. We appreciate the validation of our efforts from the Partner community and are honored to receive these awards."

For more information on the FortiPartner program, please visit <http://www.fortinet.com/partners/>

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About Fortinet (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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