Anatomy of a Shared Success

Patrice Perche
Chief Revenue Officer & EVP Support
2020 Accelerated Digital Transformation

Pandemic Created Catalyst Conditions
Digital Transformation

2019: $284B

2021: $426B

Home Working

US Google Queries grew by 309%

Source: Remoters, The Present & Future of Remote Work After Covid
5G

2020 Spending:

$8.1B

Source: Gartner Yuka Shiratani, July 28 2020
Cloud Computing

2019: $319B

2021: $436B

* Source: Researchers and Markets, August 2020
2020 Accelerated Digital Transformation

The Risk Increased

Digital Transformation

- New Edges
- New Applications
- New Ecosystem

Home Working

- Home-Grade Routers
- Split VPNs
- Skill Gap & Employee Awareness

5G

- Distributed Architecture
- Faster Attacks
- Less Time to Respond

Cloud Computing

- Data Integrity
- Regulatory Compliance
- Data Privacy

Increase the Attack Surface

Remote Workers are a target for cybercriminals

Higher Bandwidth Higher Risks

Increased Risk

Increase the Attack Surface

- New Edges
- New Applications
- New Ecosystem

Remote Workers are a target for cybercriminals

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Higher Bandwidth Higher Risks

- Distributed Architecture
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Increased Risk

- Data Integrity
- Regulatory Compliance
- Data Privacy
2020 - Another Successful Year

Combination of Growth, Scale, Investment, and Profitability

Growth

Billings

- 2015: $1.23B
- 2016: $1.51B
- 2017: $1.79B
- 2018: $2.15B
- 2019: $2.60B
- 2020: $3.09B

2020 Growth

- Billings: 19%
- Revenue: 20%
- Operating Margin: 27%

Continued Investment

- R&D: $341M
- People: 8,238
- Sales Capacity: +30%

Ready for Acceleration

Customer Segments

- SP/MSSP: 13%
- SMB: 33%
- Mid-Enterprise: 22%
- Enterprise: 32%

Global Economy Growth Projections

- 2020: -3.5%
- 2021: 5.5%
- 2022: 4.2%
A Successful Channel Strategy

2021: Engage Phase II

Highly Trained

Highly Specialized

Zero Trust Access
Data Center
SD-WAN
LAN Edge and SD-Branch
Security Operations
Adaptive Cloud Security
Operational Technology

SPECIALIZATION
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Why Such Success?
3 Security Transformations Fortinet Predicted

Like No Other Vendor

1. The Convergence of Network & Security
   DX means accessing and delivering data and applications from anywhere

2. The Freedom of Choice in the Cloud
   Cyber sovereignty is paramount

3. The Rise of The Edges
   A world of speed where new applications emerge
3 Security Transformations Fortinet Predicted

Like No Other Vendor

1. The Convergence of Network & Security

2. The Freedom of Choice in the Cloud

3. The Rise of The Edges

Fortinet SD-WAN Growth

Fortinet Cloud Growth

Fortinet ZTNA Growth

+96%

+64%

+173%
Digital Transformation – The New Paradigm

As – Is Architecture

- **People/Things**
  - Campus
  - Branches & ATMs
  - Remote Access
  - OT

- **Applications**
  - Datacentre
  - Cloud
  - SaaS
  - Internet
  - DMZ

- **Transport**

- **Key Points**
  - DC Centric with static end-user domain (80%+)
  - On-premise
  - Enterprise Access and Perimeter (DMZ)
  - Manual Conf. / Limited End to End Services
Digital Transformation – The New Paradigm

To – Be Architecture

- Hybrid Cloud Centric and Mobile workforce
- On-prem / Off-prem (50:50) and Hosted/SaaS
- Security Everywhere
- End-to-end Automation / Policy / Visibility in a multi-vendor infrastructure
Digital Transformation – The New Paradigm

As – Is Architecture

To – Be Architecture

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Fortinet Security Fabric

**Broad**
visibility and protection of the entire digital attack surface to better manage risk

**Integrated**
solution that reduces management complexity and shares threat intelligence

**Automated**
self-healing networks with AI-driven security for fast and efficient operations
One Platform

POWERED BY ONE OS

- Includes all building blocks of your security, natively integrated
- Enforces one policy, consistent across all edges
- Sits above cloud diversity
- Keeps all scenarios opened in an uncertain world
One Platform, Tangible Benefits

2021 Business Cases
One Platform

To Secure WAN Edge: Secure SD-BRANCH

1. Analyze Real User Needs
2. Integrate Natively Latest Technology
3. Embedded SD-WAN Security
4. Gain Industry Leadership
One Platform

To Deploy a Zero-Trust Network Access Architecture

1. Network Security
2. User Security
3. Endpoint Security

XDR: Response Across Extended Scope
Automated User Profiling
Behavioral End Point Monitoring
One Platform

To Secure Home Edge & Mobile Users with our SASE Architecture

1. Make Explicit Proxy available today
2. Integrate natively application security in Security Fabric
3. Launch state-of-the-art SASE, preserving your freedom of choice

SAFER: Secure ALL protocols
EASIER: Same platform for data center and cloud
PERFORMANCE: Optimize network access and scale performance
One Platform
To Lead All Market Segment

Fortinet is recognized as a Leader in 2 Gartner 2020 Magic Quadrant Reports:

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<th>WAN Edge Infrastructure</th>
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<td>SIEM</td>
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<tr>
<td>Wired and WLAN</td>
<td>Endpoint Protection Platforms*</td>
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Fortinet is also recognized in 4 additional Gartner 2019/2020 Magic Quadrant Reports, including a wide range of technologies:

And Fortinet is mentioned as a ‘Vendor To Consider’ in 2 additional Gartner 2020 Magic Quadrant Reports:

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<th>Secure Web Gateway</th>
<th>Indoor Location Services</th>
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One Platform, Multiple Benefits

- Native Integration
- Rationalization
- Capex and Opex Control
- Environmental Footprint

- No Compromise
- One OS
- One Interface
- Proven 3rd Party Recognition

- All Segments
- All Consumption Models
- One Program
- Full Loyalty
- Leading Brand
Three Takeaways

Fortinet Vision
Proven Right, Again

The Future is to
Secure All EDGES

One OS, One Platform,
Any Scenario
Thank You