



**FORTINET®**

**ACCELERATE 2021**

# Anatomy of a Shared Success

**Patrice Perche**

Chief Revenue Officer & EVP Support



An aerial photograph of a large, open public square with a light-colored tiled floor. Numerous people are scattered throughout the square, some walking in groups and others alone. The image is overlaid with several geometric shapes: a red rectangle in the top left, a blue rectangle with a red top half in the top left, a white rectangle with a black top half in the top center, a black dotted rectangle in the top center, a purple rectangle with a red top half in the top right, a red rectangle in the bottom left, a black rectangle in the bottom center, a teal rectangle with a red top half in the bottom right, and a black dotted rectangle in the bottom right. The text "2020 Accelerated Digital Transformation" is centered in the middle of the image in a large, bold, black font.

# 2020 Accelerated Digital Transformation

Pandemic Created Catalyst Conditions



# Digital Transformation



Source: Grand View Research Digital Transformation Market Size: 2020, 2021, and Beyond, May 2020



# Home Working



US Google  
Queries grew by  
**309%**

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



04:43:44:29

5G

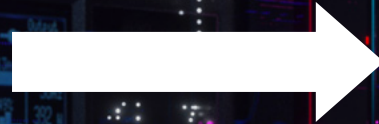
2020 Spending:  
\$8.1B

Source: Gartner Yuka Shiratani, July 28 2020



# Cloud Computing

2019:  
**\$319B**



2021:  
**\$436B**

Source: Researchers and Markets, August 2020



# 2020 Accelerated Digital Transformation



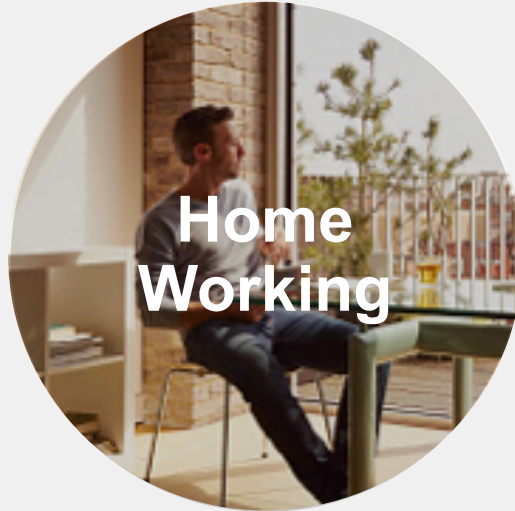
The Risk Increased



**Digital Transformation**

## Increase the Attack Surface

- New Edges
- New Applications
- New Ecosystem



**Home Working**

## Remote Workers are a target for cybercriminals

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



**5G**

## Higher Bandwidth Higher Risks

- Distributed Architecture
- Faster Attacks
- Less Time to Respond



**Cloud Computing**

## Increased Risk

- Data Integrity
- Regulatory Compliance
- Data Privacy



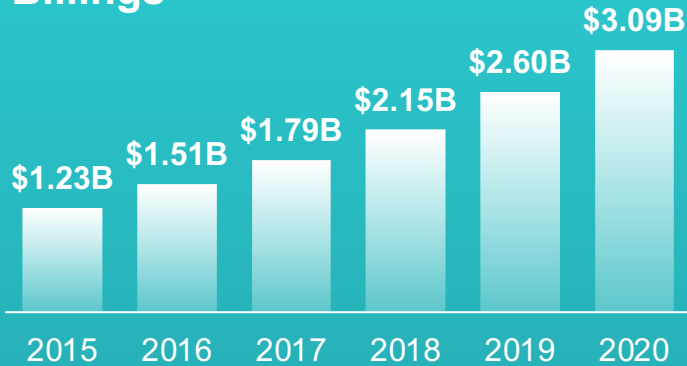


# 2020 - Another Successful Year

Combination of Growth, Scale, Investment, and Profitability

## Growth

### Billings



### 2020 Growth



## Continued Investment

### R&D



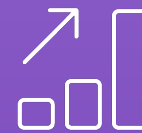
\$341M

### People



8,238

### Sales Capacity



+30%

### Channel

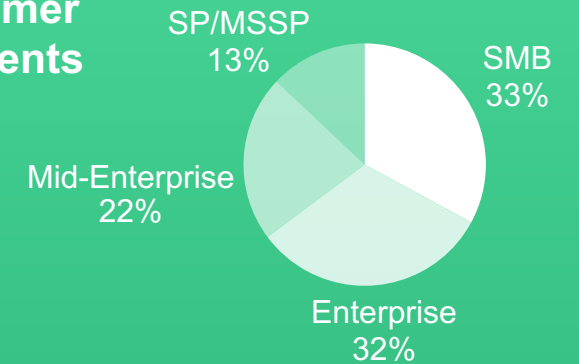
**ENGAGE**  
FORTINET PARTNER PROGRAM

### Acquisitions

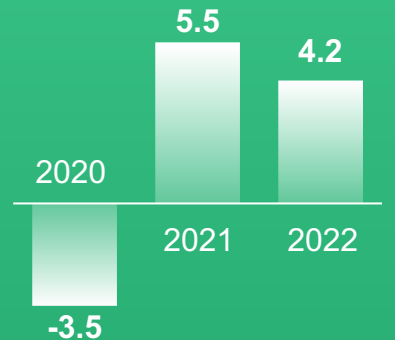


## Ready for Acceleration

### Customer Segments



### Global Economy Growth Projections





# A Successful Channel Strategy

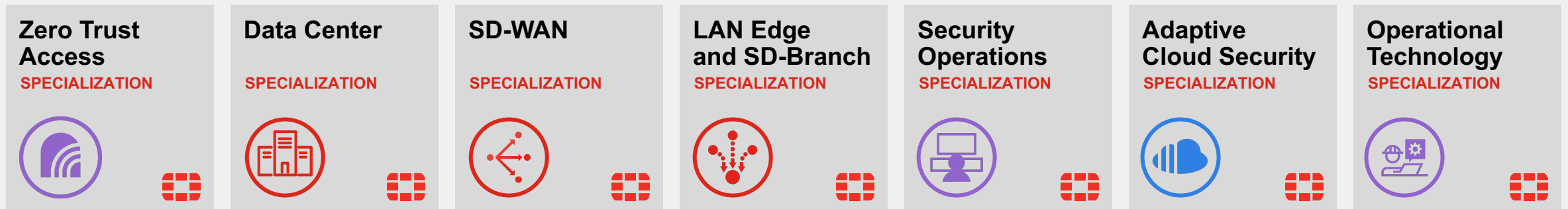
2021: Engage Phase II



## Highly Trained



## Highly Specialized







# Why Such Success?



# 3 Security Transformations Fortinet Predicted

Like No Other Vendor

## 1 The Convergence of Network & Security



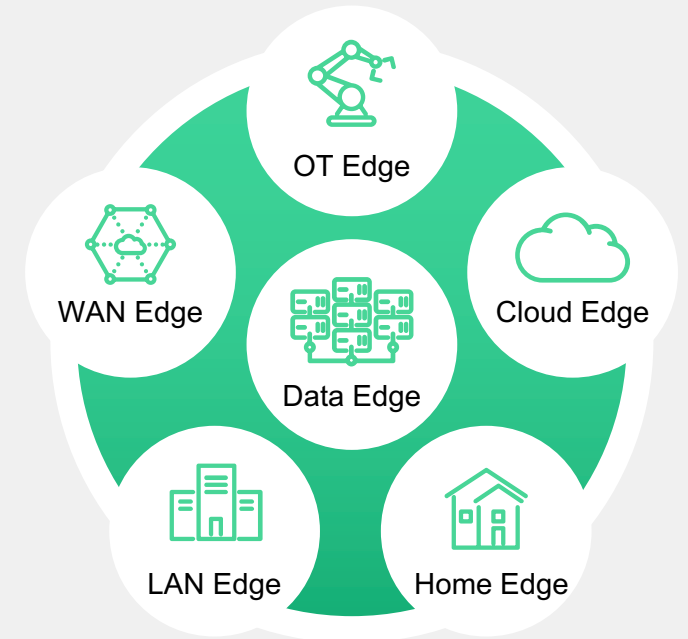
DX means accessing and delivering data and applications from anywhere

## 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



Fortinet SD-WAN Growth

**+96%**

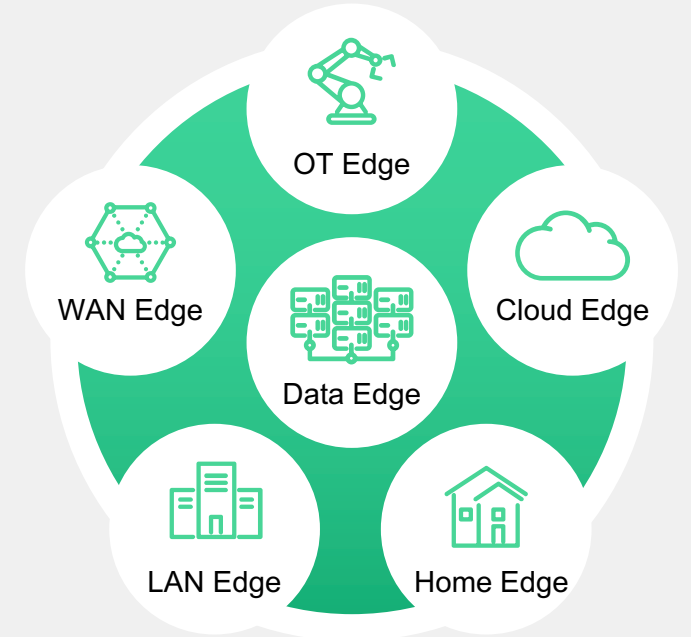
## 2 The Freedom of Choice in the Cloud



Fortinet Cloud Growth

**+64%**

## 3 The Rise of The Edges



Fortinet ZTNA Growth

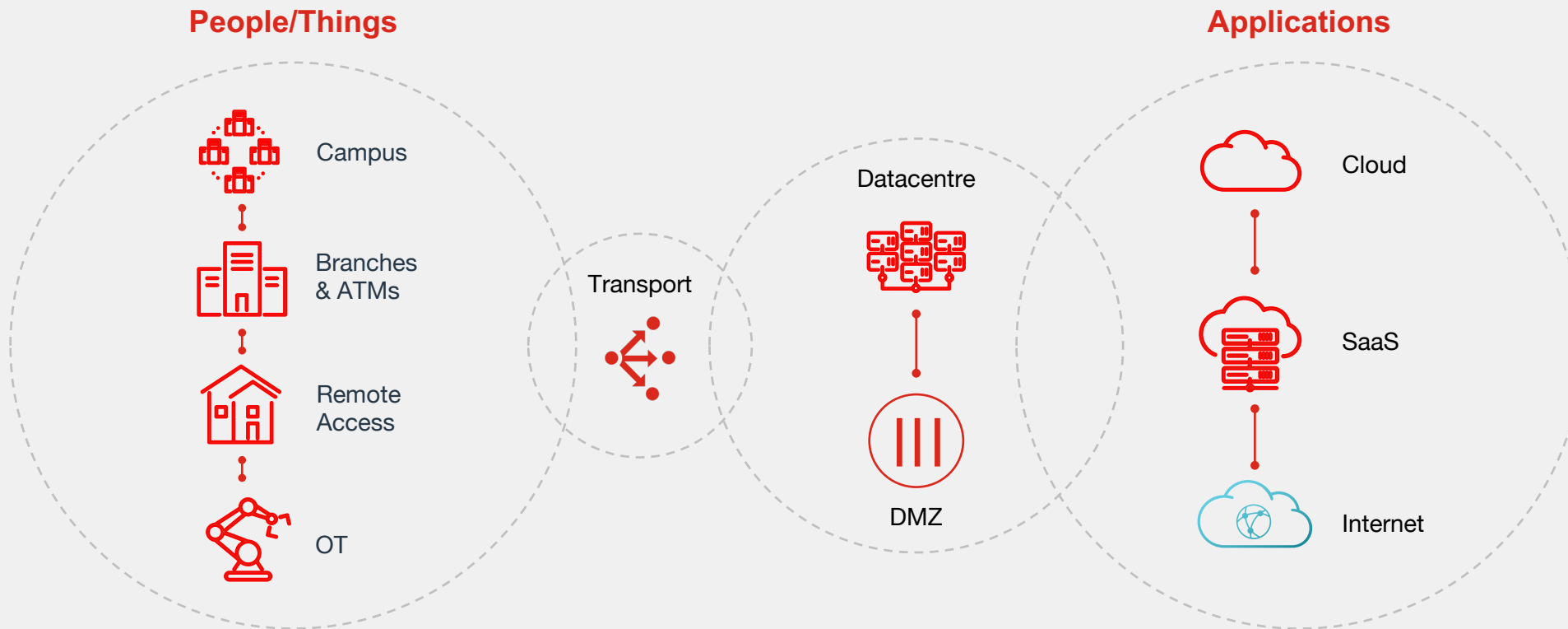
**+173%**





# Digital Transformation – The New Paradigm

## As – Is Architecture

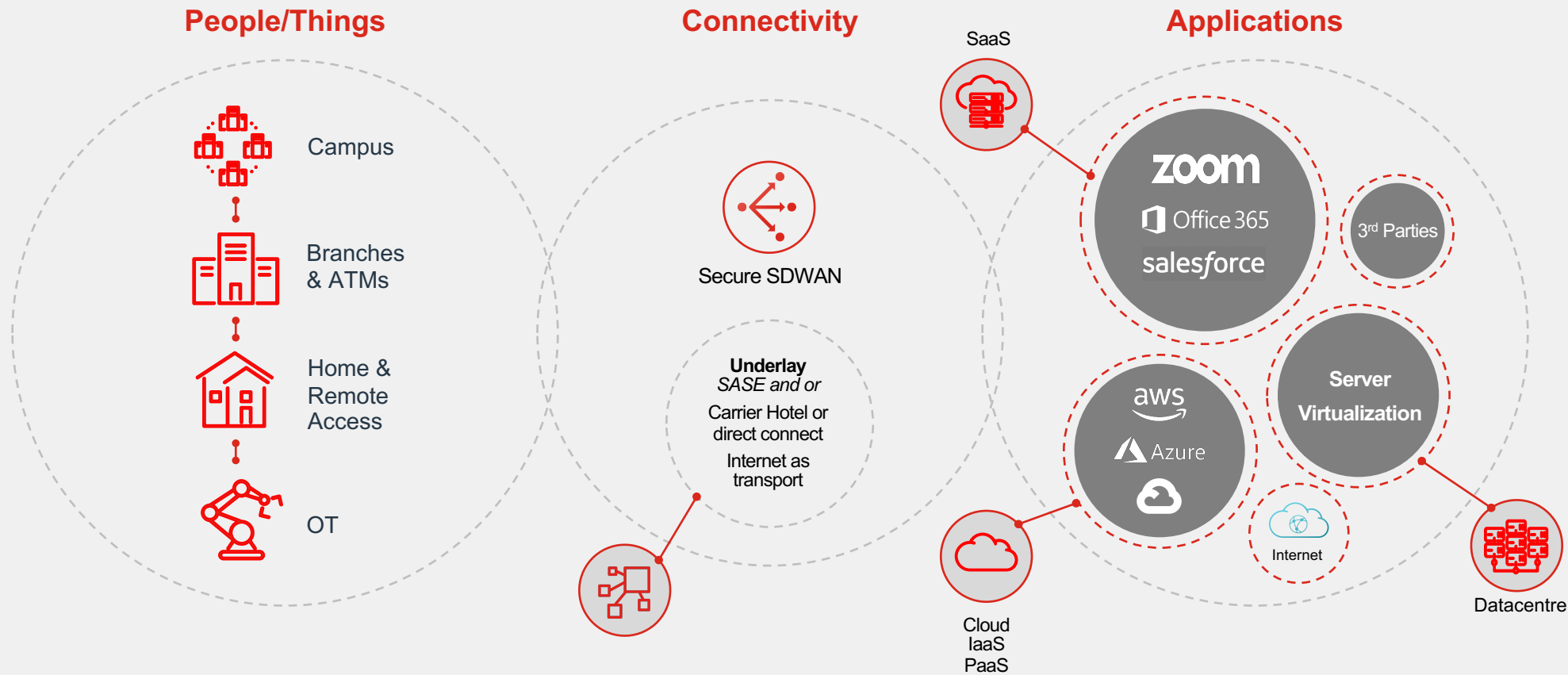


- **DC Centric** with static end-user domain
- **On-premise** (80%+)
- **Enterprise Access** and Perimeter (DMZ)
- Manual Conf. / **Limited End to End Services**



# Digital Transformation – The New Paradigm

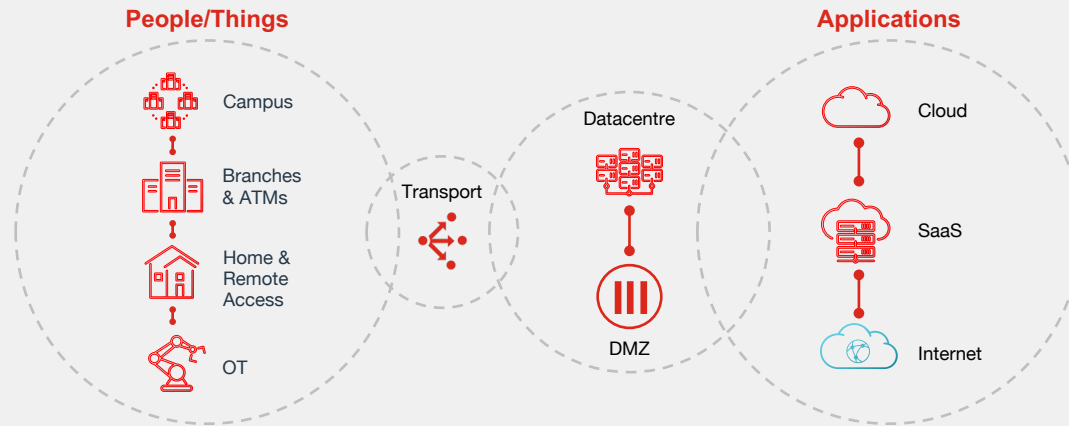
## To – Be Architecture



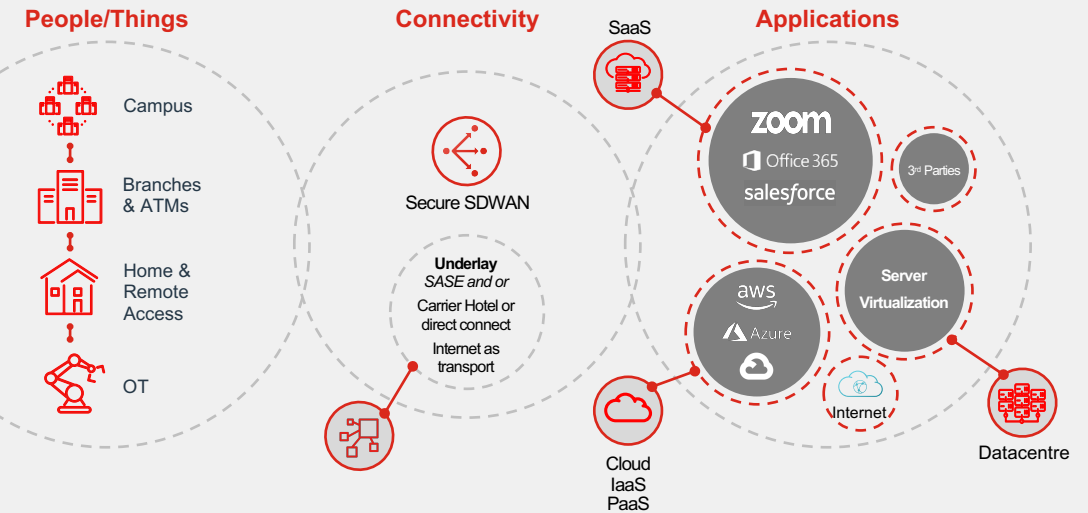
- **Hybrid Cloud Centric and Mobile workforce**
- **On-prem / Off-prem (50:50) and Hosted/SaaS**
- **Security Everywhere**
- **End-to-end Automation / Policy / Visibility in a multi-vendor infrastructure**

# Digital Transformation – The New Paradigm

## As – Is Architecture



## To – Be Architecture



Architecture	DC Centric with static end-user domain	→	Hybrid Cloud Centric and Mobile workforce
Applications	On-premise (80%+)	→	On-prem / Off-prem (50:50) and Hosted/SaaS
Security	Enterprise Access and Perimeter (DMZ)	→	Security Everywhere
Management	Manual Conf. / Limited End to End Services	→	End-to-end Automation / Policy / Visibility in a multi-vendor infrastructure





# Fortinet Security Fabric

## Broad

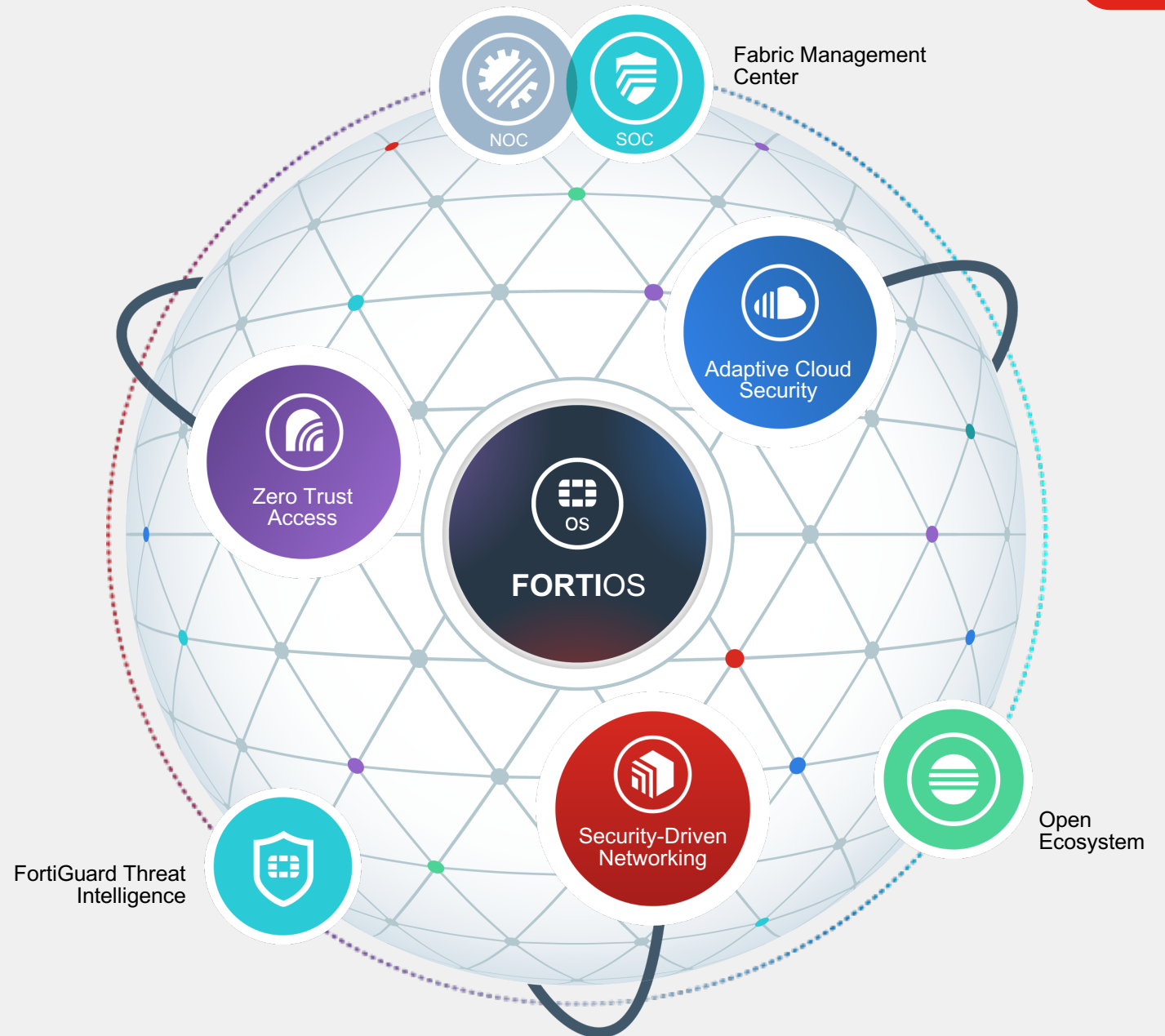
visibility and protection of the entire digital attack surface to better manage risk

## 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 blocs 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**

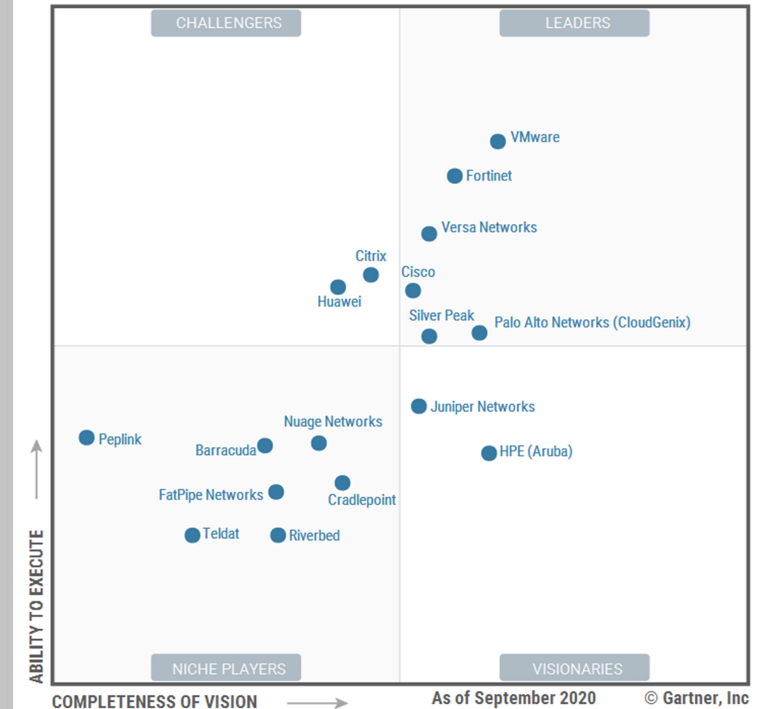


# One Platform

## 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

Figure 1. Magic Quadrant for WAN Edge Infrastructure



Source: Gartner (September 2020)



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# One Platform

To Deploy a Zero-Trust Network Access Architecture



# 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:



Network  
Firewalls



WAN Edge  
Infrastructure

Fortinet is also recognized in 4 additional Gartner 2019/2020 Magic Quadrant Reports, including a wide range of technologies:



Web Application  
Firewall



SIEM



Wired and WLAN



Endpoint Protection  
Platforms\*

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



Secure Web  
Gateway

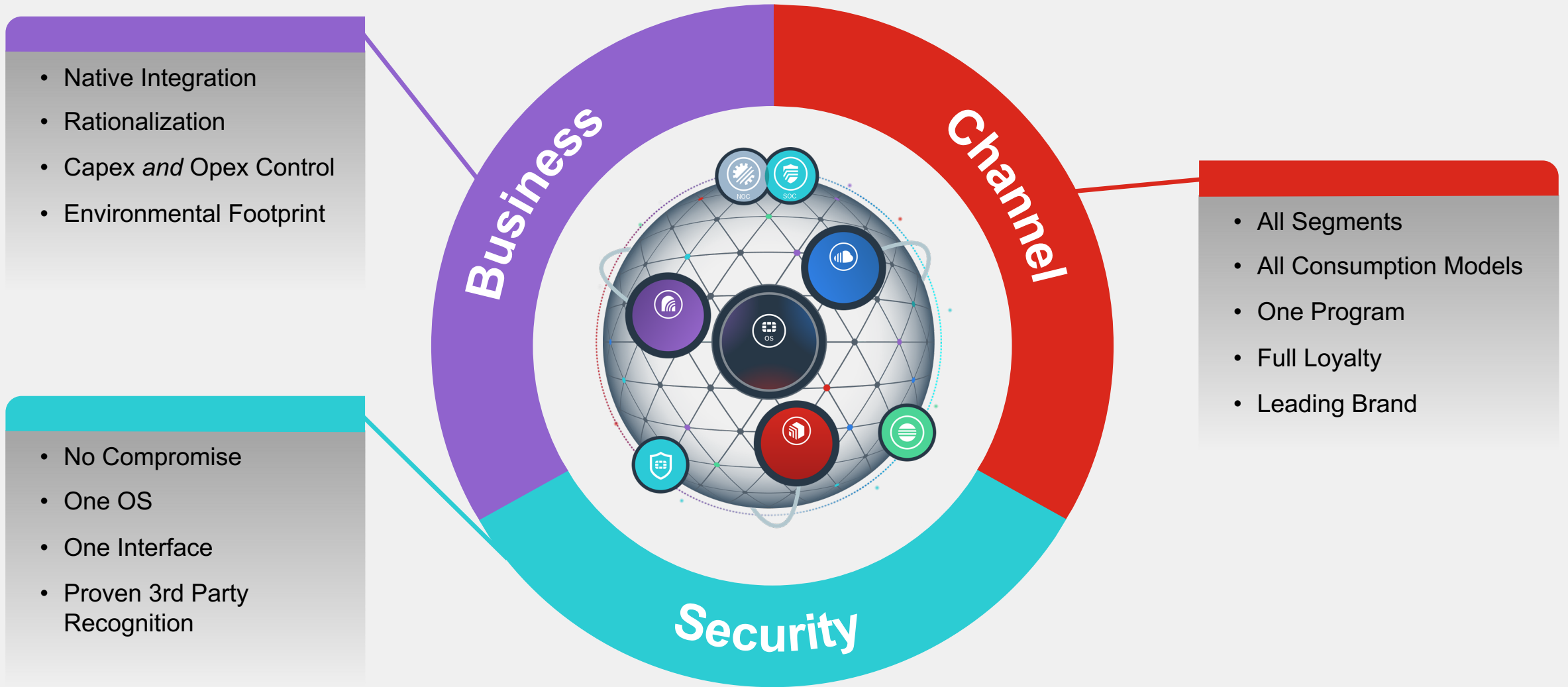


Indoor Location  
Services

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# One Platform, Multiple Benefits





100%

A red circular logo with a white outline. Inside the circle is a stylized white eye. The eye has a large, almond-shaped outline and a circular iris in the center. The iris contains a small white arc, suggesting a reflection or a pupil. The entire logo is set against a light gray background.





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**Thank You**

