



## Fortinet Named Overall Winner in Network Security Appliance Category in Everything Channel's 2009 Annual Report Card

**SUNNYVALE, Calif. - Aug 20, 2009** -Fortinet® - a market-leading network security provider and worldwide leader of unified threat management (UTM) solutions, today announced it has been named to Everything Channel's 2009 Annual Report Card (ARC). For 24 years, the ARC Awards have recognized outstanding partner programs and superb vendor service. The ARC awards were held at an awards ceremony on Wednesday, August 19, during the XChange '09 conference at the Gaylord National Hotel in Washington, DC.

Fortinet was named ARC Overall Winner and Company of the Year in the Network Security Appliance category. In 2009, the value proposition of Fortinet's FortiGate® consolidated security product line resonated more strongly with customers than ever especially in the difficult economic climate. This, in combination with the strength of Fortinet's FortiPartner™ Program, enabled the channel focused company to create additional and more tailored initiatives for all partner levels and segments. Fortinet also added popular new deal terms to help partners in a down economy, including channel pricing optimization, a credit extension initiative and new enhancements for deal registration designed to protect partners' investments. In addition, Fortinet introduced a new operating system which added greater security and network functionality to the FortiGate multi-threat security product line.

"Now more than ever, partners need vendors they can rely on and trust," said Kendra Krause, vice president of Channel Sales, Fortinet. "It is truly an honor to be recognized as Company of the Year in our category - not only by Everything Channel - but our partners themselves, which further validates the efforts we have put into our product line and FortiPartner Program year after year. We are committed to investing in our channel program to provide partners with opportunities beyond just products, but also innovative technology and services for our mutual customers."

Now in its 24th year, the ARC Awards recognize outstanding partner programs in 19 product and service categories, including desktop computers, servers, storage management, Internet application server software, and networking hardware. Winners were selected based on the survey results of more than 5,000 systems integrators, IT consulting organizations, value-added resellers (VARs), solution providers, and software developers.

"For years, we've asked solution providers to rate vendors to determine their level of commitment to the partner community. Being named an ARC Company of the Year is one of the most prestigious honors in the IT industry. We congratulate Fortinet on being named to this year's list," said Robert C. DeMarzo, senior vice president and editorial director, Everything Channel.

Winners in 18 major product categories were selected by Everything Channel's editorial team, based on the survey results of more than 5,000 systems integrators, IT consulting organizations, value-added resellers (VARs), solution providers and software developers.

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

### **About Everything Channel** ([www.everythingchannel.com](http://www.everythingchannel.com))

Everything Channel is the one-stop shop for accessing, enabling, managing and accelerating technology sales. From branding and recruiting to marketing and sales, Everything Channel offers technology marketers the unmatched breadth and depth of global brands and market intelligence combined with unparalleled audience loyalty and credibility serving all technology sales channels through an extensive database. Everything Channel provides innovative field sales and marketing solutions to arm the sellers of technology with the resources they need to achieve measurable and significant results.

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

Fortinet is a leading provider of network security appliances and the market leader in Unified Threat Management or UTM. Fortinet solutions were built from the ground up to integrate multiple levels of security protection -- including firewall, antivirus, intrusion prevention, VPN, spyware prevention and antispyware -- designed to help customers protect against network and

content level threats. Leveraging a custom ASIC and unified interface, Fortinet solutions offer advanced security functionality that scales from remote office to chassis-based solutions with integrated management and reporting. Fortinet solutions have won multiple awards around the world and are the only security products that are certified in five programs by ICSA Labs: Firewall, Antivirus, IPSec VPN, Network IPS and Antispam. Fortinet is based in Sunnyvale, California.

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