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Fortinet Named 2012 Best Channel Vendor by Business Solutions Magazine

Independent, Third-Party Endorsement Validates Fortinet's Exceptional Value to the Channel

SUNNYVALE, CA -- (Marketwire) -- 01/02/13 -- [Fortinet®](#) (NASDAQ: FTNT) -- a world leader in [high-performance network security](#) -- today announced that it has been recognized by Business Solutions magazine as a Best Channel Vendor for 2012 in the Security category. More than 3,000 value-added resellers (VARs) participated in this year's survey and more than 7,000 votes were cast. Fortinet ranked at the top of the Security category for its strong product innovation, features and reliability, comprehensive channel program and overall working relationship with channel partners.

"This isn't the first time Fortinet has been awarded Best Channel vendor by Business Solutions magazine and judging by this year's results, we're predicting that it won't be their last," said Sue Bresee, publisher of Business Solutions magazine. "In the security category, Fortinet rated exceptionally well in channel friendliness, breadth of channel program and product features, suggesting that Fortinet continues to satisfy their resellers."

"We are honored to be recognized once again as a Best Channel Vendor by the readers of Business Solutions magazine," said Michael Valentine, vice president, Americas Sales and Support for Fortinet. "This endorsement helps to validate the investment we continue to make in our FortiPartner program. In addition to providing our partners with world-class products, services and support, this year we added well-received new programs that include an enhanced registration program, which provides extra protection and added services for better margin protection and an incentive program to pay partners that find and close new opportunities."

The Best Channel Vendor award is based on a survey conducted from mid-September through early October and given to the publication's VAR subscribers. The survey asks VARs to rate their partners in seven categories, including support and service offering, channel friendliness, channel program, product features, product reliability, product innovation and adequate VAR margin. The award recognizes the strengths and commitment of a vendor's partner programs for its channel resellers and IT integrators.

For more information on the [FortiPartner program](#), go to <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 2011 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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