



September 17, 2014

Fortinet's Bryan Wood Named Top 50 Midmarket IT Vendor Executive for 2014 by Midsize Enterprise Summit

Wood Is Recognized by The Channel Company for His Leadership That Has Helped Drive Sales, Increase Profitability and Expand Footprint With Midmarket Enterprise Customers

SUNNYVALE, CA -- (Marketwired) -- 09/17/14 -- [Fortinet®](#) (NASDAQ: FTNT) -- a global leader in [high-performance network security](#), announced today that Bryan Wood has been named to this year's Top 50 Midmarket IT Vendor Executive list, featuring the industry's most influential vendor executives who serve midmarket and midsize customers. The list shines a spotlight on the professionals driving one of the most important customer segments in the industry today.

Since stepping up to his role in 2013, Wood has been instrumental in expanding company presence in the midmarket and making new inroads with midsize customers. In July, Wood helped oversee Fortinet's continued midmarket push with the launch of two new next-generation firewall platforms -- the FortiGate-300D and FortiGate-500D -- which provided mid-enterprises with five times next-generation performance, as well as advanced threat protection capabilities and easy to manage functionality at an affordable price point. Fortinet also forged new paths in the midmarket under Wood's leadership again in August 2014, when the company unveiled six new products under the moniker of "Connected UTM," incorporating [FortiGate](#) Unified Threat Management (UTM), FortiWiFi and FortiPresence analytics solutions, which catered to midmarket branch offices, retail and other distributed enterprises.

"I am honored to be included in the Channel Company's Top 50 Midmarket IT Vendor Executive list," said Bryan Wood, vice president of US channels and mid-enterprise sales for Fortinet. "This recognition speaks to Fortinet's ongoing demonstrated commitment to the midsize enterprise and midmarket customers. Midmarket organizations constantly face a balancing act between quality, high-performance solutions and affordability. Fortinet fulfills both needs. We're continuing our efforts to expand our presence in this dynamic and evolving space by offering high-performance, enterprise-class products coupled with competitive pricing, so customers can continue to be protected against today's advanced threats."

"The executives named and the companies they represent serve the midmarket with unwavering commitment, and are dedicated to creating solutions that meet the unique needs of this market," said Robert C. DeMarzo, senior vice president of strategic content, XChange Events. "Our Midsize Enterprise Summit is an ideal venue to honor these deserving leaders, and we congratulate each executive on their success."

The Top 50 Midmarket IT Vendor Executive list was unveiled at the [Midsize Enterprise Summit](#) (MES), September 14-16 at the Gaylord Texan Resort in Dallas, TX. In addition, the list of executives is featured in a slideshow on [CRN.com](#), a leading source for IT industry news. Visit <http://www.xchange-events.com/mes50> for access to the slideshow.

XChange Events

Part of The Channel Company family, XChange Events connects sellers and users of technology through a diverse number of live and virtual events, designed to help attendees share best practices, network with peers and gain exclusive market intelligence from industry editors and analysts. Organized into three categories, XChange Events offers channel events, IT executive events and on demand virtual events to address every aspect of today's evolving IT market. For more information, please visit: <http://www.xchange-events.com/>

About Fortinet

Fortinet (NASDAQ: FTNT) helps protect networks, users and data from continually evolving threats. As a global leader in high-performance network security, we enable businesses and governments to consolidate and integrate stand-alone technologies without suffering performance penalties. Unlike costly, inflexible and low-performance alternatives, Fortinet solutions empower customers to embrace new technologies and business opportunities while protecting essential systems and content. Learn more at www.fortinet.com.

Copyright © 2014 Fortinet, Inc. All rights reserved. The symbols ® and ™ denote respectively federally registered trademarks and unregistered trademarks of Fortinet, Inc., its subsidiaries and affiliates. Fortinet's trademarks include, but are not limited to, the following: Fortinet, FortiGate, FortiGuard, FortiManager, FortiMail, FortiClient, FortiCare, FortiAnalyzer, FortiReporter, FortiOS, FortiASIC, FortiWiFi, FortiSwitch, FortiVoIP, FortiBIOS, FortiLog, FortiResponse, FortiCarrier, FortiScan, FortiAP, FortiDB, FortiVoice and FortiWeb. Other trademarks belong to their respective owners. Fortinet has not independently verified statements or certifications herein attributed to third parties, such as The Channel Company, and Fortinet does not independently endorse such statements. Notwithstanding anything to the contrary herein, nothing herein constitutes a warranty, guarantee, binding specification or other binding commitment by Fortinet, and performance and other specification information

herein may be unique to certain environments. This news release may contain forward-looking statements that involve uncertainties. Changes of circumstances, product release delays, changes in product plans and other risks as stated in our filings with the Securities and Exchange Commission, located at www.sec.gov, may cause results to differ materially from those expressed or implied in this press release. If the uncertainties materialize prove incorrect, results may differ materially from those expressed or implied by such forward-looking statements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. Fortinet assumes no obligation to update any forward-looking statements, and expressly disclaims any obligation to update forward-looking statements.

FTNT-O

Media Contact:

Stefanie Hoffman
Fortinet, Inc.
408-486-5416
shoffman@fortinet.com

Investor Contact:

Michelle Spolver
Fortinet, Inc.
408-486-7837
mspolver@fortinet.com

Source: Fortinet

News Provided by Acquire Media