



May 17, 2013

## **Fortinet Wins Frost & Sullivan Network Security Vendor of the Year Award**

### **Exceptional Market Strategy, Product Innovation and Customer Support Make Fortinet the Industry Leader in India**

SUNNYVALE, CA -- (Marketwired) -- 05/17/13 -- Fortinet<sup>®</sup> (NASDAQ: FTNT) -- a leader in high-performance network security -- today announced that it has been honored with the 2013 Frost & Sullivan Network Security Vendor of the Year Award. The Award was presented yesterday at the 2013 Frost & Sullivan India Information and Communications Technology (ICT) Awards banquet held at the Le Meridien hotel in New Delhi.

This Award is a tribute to Fortinet's proven leadership, dynamic market strategy, product innovation, and consistent efforts by the team in delivering exceptional business performance across domains, as well as in demonstrating best practices and excellence during the past 12 months in India.

An independent panel of eminent judges including industry leaders from across the Indian ICT sector as well as Frost & Sullivan's ICT analyst team evaluated the various contenders for this Award based on their market performance, market strategy, innovation with new products, and alignment with key market trends. The award Fortinet received covers the Firewall/IPSec VPN, SSL VPN and IDS/IPS segments.

"Notwithstanding the challenging business scenario in India, Fortinet recorded impressive growth in 2012. This win is a direct outcome of a successful product strategy and strategic business partnerships, driven by a singular focus on intelligent innovation to meet customer needs," said Benoy C.S., Director, ICT Practice, Frost & Sullivan. "We recognize Fortinet as the Network Security Vendor of the Year in India because of its outstanding market performance, technology innovation, and consistent focus leading to a strong local presence."

The Frost & Sullivan Awards is a global program that recognizes outstanding industry achievement by companies across the world. The 11<sup>th</sup> edition of the India ICT Awards acknowledged exemplary companies and individuals that have pushed the boundaries of excellence, risen above the competition, and demonstrated outstanding performance in the ICT sector in India.

On this occasion, Vishak Raman, Fortinet's Senior Regional Director for India and SAARC, said: "It's indeed a matter of prestige to be recognized by Frost & Sullivan for our leadership in the network security market. This Award coincides with our 10<sup>th</sup> anniversary in the Indian market and is a testimonial of how the investments in our operations -- in sales, presales, support and marketing -- have paid off. Our product innovation, excellent support and relentless efforts in delivering value proposition to customers have differentiated us from the competition and position us for further growth in the year ahead."

#### **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- The Integrated Value Proposition provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.
- The Partnership Infrastructure is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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E: [ravinder.kaur@frost.com](mailto:ravinder.kaur@frost.com)**About Fortinet** ([www.fortinet.com](http://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 2012 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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Source: Fortinet

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