



Fortinet Named No. 1 for Worldwide Unified Threat Management Revenue by Leading Market Research Firm

Fortinet Also Leads Overall Enterprise UTM Subcategory

SUNNYVALE, CA -- (MARKET WIRE) -- 12/28/10 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of unified threat management (UTM) solutions -- today announced that new IDC research data confirms that the company continues its streak of being the No. 1 vendor in worldwide UTM factory revenue for Q3 2010. This solid leadership position is fueled by continued adoption of Fortinet's FortiGate® network security appliances by enterprises of all sizes, as well as managed security service providers (MSSPs) and telecommunications carriers. This data marks the 19th consecutive quarter Fortinet has garnered this coveted position. The company also leads in overall enterprise UTM revenue. IDC identifies the UTM market segment as the fastest growing segment of the broader network security market and expects UTM to represent approximately 30 percent of the network security appliance market by 2014.(i)

Data in the latest IDC Worldwide Quarterly Security Appliance Tracker, December 2010, indicated

- Fortinet is the overall leader in UTM factory revenue for all of Q3 2010
- Fortinet is the No. 1 vendor in one key enterprise price band -- \$50K-\$99.9K -- for both factory revenue and units shipped
- Fortinet is the No. 1 vendor for overall UTM revenue for Q3 2010
- Fortinet is the overall leader in UTM factory revenue for the United States, Western Europe, Asia Pacific, Japan and Rest of World (ROW)

"Fortinet continues to drive the trend of large enterprises moving toward consolidated solutions to improve their security and reduce their overall data center footprint," said Ken Xie, founder, president and CEO of Fortinet. "IDC's latest data supports this continued enterprise customer adoption of UTM appliances across the world, as well as the ongoing adoption by MSSPs, carriers and small to medium businesses."

According to IDC, UTM security appliance products include multiple security features integrated into one device. To be included in this category, as opposed to other Threat Management appliance segments, UTM appliances must contain the ability to perform network firewalling, network intrusion detection and prevention, and gateway antivirus. All of the capabilities need not be utilized, but the functions must exist inherently in the appliance. In addition to the mandatory applications, UTM appliances may also host other security or networking features.

Delivered via its flagship family of FortiGate® security appliances, Fortinet provides a flexible platform that enables enterprises and service providers of all sizes to consolidate critical security technology and services to maximize network protection and reduce total cost of ownership. These ASIC-accelerated security appliances integrate UTM features, including antivirus, firewall, VPN, intrusion prevention, as well as many other security and networking functions, such as Web filtering, anti-spam, WAN optimization, and data leakage prevention (DLP). FortiGate systems are kept up to date by Fortinet's FortiGuard® Network, which provides regular updates that help ensure protection against the most damaging, content-based threats from email and Web traffic such as viruses, worms, intrusions, other unwanted network traffic -- around the clock and around the world. FortiGate appliances are complemented by an array of messaging, web application firewall, database security, management and analysis systems and end-point security solutions.

For more information on Fortinet products, please visit: www.fortinet.com/products.

About Fortinet (www.fortinet.com)

Fortinet (NASDAQ: FTNT) is a worldwide provider of network security appliances and the 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 2009 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.

Copyright © 2010 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 and FortiWeb. Other trademarks belong to their respective owners. Fortinet has not independently verified statements or certifications herein attributed to third parties, such as statements attributed to IDC, and Fortinet does not independently endorse such statements. This news release may contain forward-looking statements, such as statements regarding trends of adoption by large enterprises and the ongoing adoption by MSSPs, carriers and small to medium businesses, that involve risks and uncertainties that could cause actual results to differ. Risks and uncertainties include, among others, changes in market dynamics, changes in demand for UTM and other solutions, the introduction of new competitive solutions, economic risks and uncertainties, execution risks and uncertainties related, for example, to new product introductions and innovations, and other risk factors set forth from time to time in our filings with the SEC, copies of which are available free of charge at the SEC's website at www.sec.gov or upon request from Fortinet's investor relations department. If the risks or uncertainties materialize or the assumptions prove incorrect, results may differ materially from those expressed or implied by such forward-looking statements and assumptions. 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 in the event actual results differ, and does not intend to update these forward-looking statements.

FTNT-O

(i) IDC, Worldwide Network Security 2010-2014 Forecast and 2009 Vendor Shares, Doc. 225381, Nov. 2010

[Add to Digg](#) [Bookmark with del.icio.us](#) [Add to Newsvine](#)

Media Contact:

Rick Popko

Fortinet, Inc.

+1 408 486 7853

rpopko@fortinet.com

Source: Fortinet

News Provided by Acquire Media