



Polish Telecom Selects Fortinet(R) for New Managed Security Services Offering

Poland's Leading Telco Provider Chooses FortiGate(R) Multi-Threat Network Security Appliances to Strengthen Internet Security Among Enterprises

SUNNYVALE, CA -- (MARKET WIRE) -- 11/14/11 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of unified threat management (UTM) solutions -- today announced that Telekomunikacja Polska (Polish Telecom) (TPSA.WA), the leading national telecommunications provider in Poland, has chosen Fortinet's FortiGate multi-threat network security appliances as the cornerstone of its new "Managed UTM" offering, designed for small, medium and large enterprises to help secure their internal networks against external threats.

Polish Telecom decided to market customer premise equipment (CPE)-based managed security services in order to help businesses increase their protection against Internet threats. The provider also wanted to give businesses the opportunity to benefit from its management support, eliminating the need for in-house IT security resources to install, manage and maintain the deployed security solution.

After conducting a thorough analysis of the different security solutions available on the market, Polish Telecom selected Fortinet's FortiGate integrated security platform for the robust and broad suite of security functions it delivers on a single device and the strong support level provided by Fortinet. The Fortinet solution also is designed to ensure high service availability, the best quality/price ratio and ease of management.

"With our new 'Managed UTM' services, we help our customers secure their networks security and give them peace of mind," said Izabela Bialek, Director - Data Transmission Services and Integration, TP Group Business Segment Marketing at Telekomunikacja Polska. "We found that Fortinet is uniquely positioned to provide broad security solutions that are highly reliable, easy to manage, maintain and scale according to our clients' needs. With Fortinet's appliances, our customers can enjoy maximum security and minimal complexity."

Polish Telecom managed security services use a number of different FortiGate appliance models and delegate them based on the size of a customer's deployment. Each FortiGate includes the following key security functions: antivirus, firewall, intrusion prevention (IPS) and Web filtering.

Polish Telecom offers two Managed UTM services options. In the basic model option, the FortiGate appliances are managed by the customers themselves, with Polish Telecom providing maintenance and servicing. Installation and configuration of the device in that case may be offered by Polish Telecom for an additional fee. In the advanced model option, Polish Telecom manages the entire security deployment, from consulting, installation and configuration to 24/7/365 management, maintenance, replacement and remote monitoring of Fortinet's appliances. In addition, Polish Telecom also manages device configuration backup and recovery.

"By choosing Fortinet, Polish Telecom further demonstrates the value our FortiGate devices offer in terms of security, price/performance and ease of management," said Patrice Perche, senior vice president of International Sales & Support at Fortinet. "Fortinet has become the preferred partner for the largest telecom and service providers around the world because our technology is uniquely designed to help provide value-added security services while preserving a highly profitable business model."

About Telekomunikacja Polska (<http://www.tp-ir.pl/>)

Telekomunikacja Polska, a leading Polish telecommunications carrier, is one of the pillars of TP Group, the largest telecommunications group in Central Europe. It also includes PTK Centertel (mobile telecommunications market leader, operator of the Orange network) and Wirtualna Polska (one of the most popular Internet portals). The Group offers several hundred services for individual and business customers, including landline and mobile telephony services, broadband Internet access, data transmission and multimedia TV services. TP Group is a part of the global telecommunications group, France Telecom.

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 2010 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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Media Contacts:

Rick Popko

Fortinet, Inc.

408-486-7853

rpopko@fortinet.com

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