



## Fortinet Receives Top Honor by Channel Insider Bull's Eye Awards

### Fortinet Recognized for Partner Program of the Year for Channel Excellence

SUNNYVALE, CA, Jan 05, 2010 (MARKETWIRE via COMTEX News Network) -- Fortinet(R) (NASDAQ: FTNT) -- a leading network security provider and worldwide leader of unified threat management (UTM) solutions -- today announced that the company has been honored with the Channel Insider Bull's Eye award for Partner Program of the Year. Fortinet's FortiPartner (TM) program was named "Champion" in the Partner Program of the Year (Class B) category. The Channel Insider Bull's Eye Awards are a community-driven recognition that honors the excellence of the vendors, executives, solution providers, products, advocates and communities that comprise the channel.

"The Channel Insider Bull's Eye Awards go to companies and individuals that are hitting their targets dead-on," said Lawrence M. Walsh, vice president and group publisher of Channel Insider. "The award recipients demonstrate the best in planning, execution and innovation. They provide the shining example of how to succeed in technology business, and are worthy of emulation by their peers."

"It's a tremendous honor to be recognized by Channel Insider with the Partner Program of the Year award, which is a testament to our dedication to deliver the best quality products, services and support to our partners," said Michael Valentine, vice president, Americas Sales and Support for Fortinet. "Receiving this recognition further validates our commitment and investment into our FortiPartner program this year despite the tumultuous economy. Moving into 2010, we look forward to maintaining our strong partnerships in the channel and continue our focus of bringing the most innovative technology and solutions to help our mutual customers meet their security objectives."

The Channel Insider Bull's Eye Awards were conferred in 30 categories. Each category has three levels with "Champion" typifying channel excellence and outperforming all other nominees; "Challenger" exhibiting admirable qualities and momentum that shows promise for future success; and "Contender" demonstrating the qualities and characteristics of excellence in channel performance and commitment.

Specifically, the Partner Program of the Year Award (Class B) goes to the vendor with less than \$1 billion in gross revenue and exemplifies superior attributes in sales support, marketing, technical assistance, collaboration, channel conflict management and consistency in rules of engagement, within its partner program and provides a high return on investment for partner engagement.

For more information on the FortiPartner program, visit: <http://www.fortinet.com/partners/>.

#### About Channel Insider

Channel Insider is dedicated to providing IT resellers and the partner community with the technology and market intelligence to increase revenues and grow their businesses. Channel Insider addresses the \$450 billion marketplace populated by more than 225,000 solution providers, services companies, ISVs, distributors, custom application developers, system builders, managed services companies and technology consultants. Channel Insider's rich news and analytics Website, case study and technology review magazine, market trends research, and virtual and face-to-face events provide its readers with a 360-degree view of the North America reseller channel. As a result, Channel Insider services the most robust and engaged channel audience. [www.channelinsider.com](http://www.channelinsider.com)

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#### About Fortinet ([www.fortinet.com](http://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.

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