



Secure SD-WAN

Powered by One OS, One Management Transforming and Securing Your WAN

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Challenges Driving SD-WAN Transformation

69%

Digital Acceleration



Inconsistent User X

52%

Work from Anywhere



Explosion in Unsecure Network Edges

67%

Ransomware Target

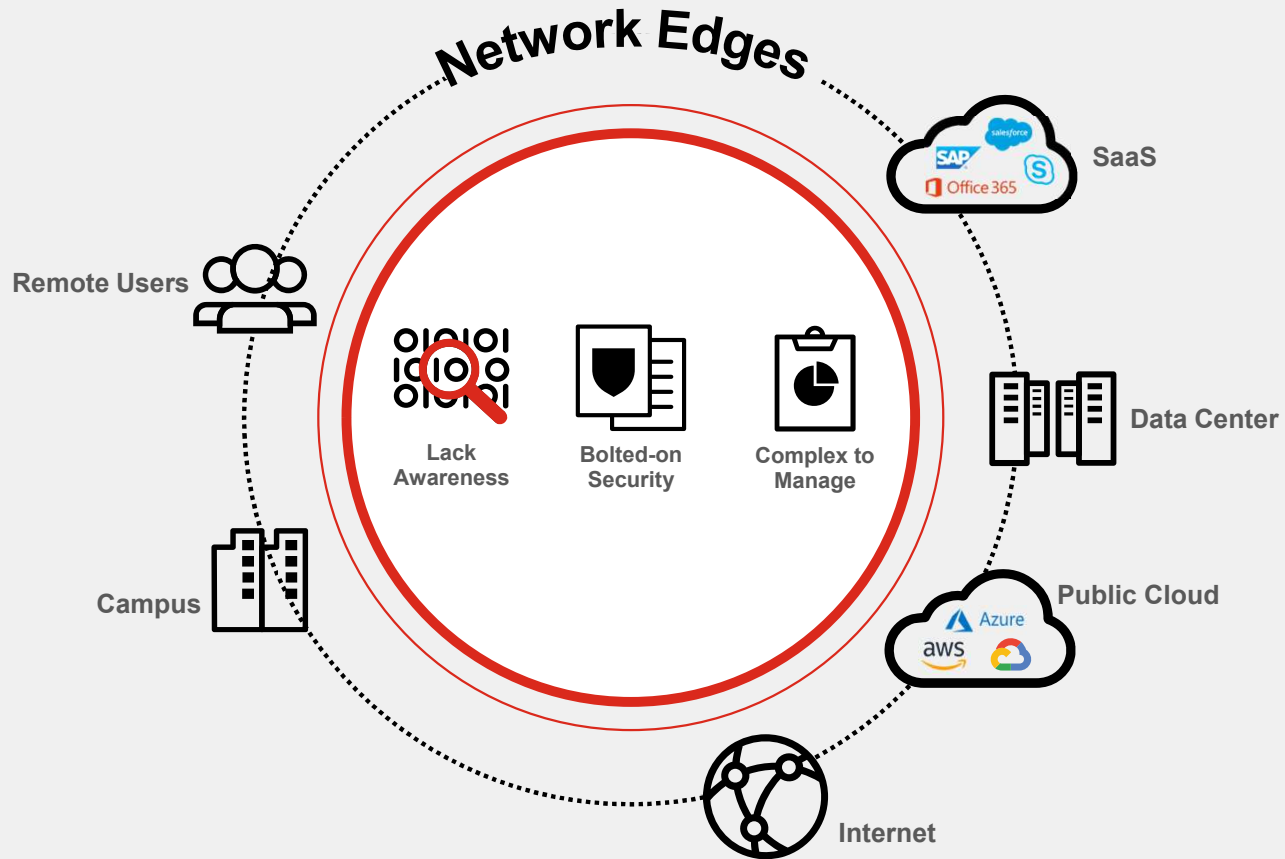


Decrease in Business Uptime & Productivity



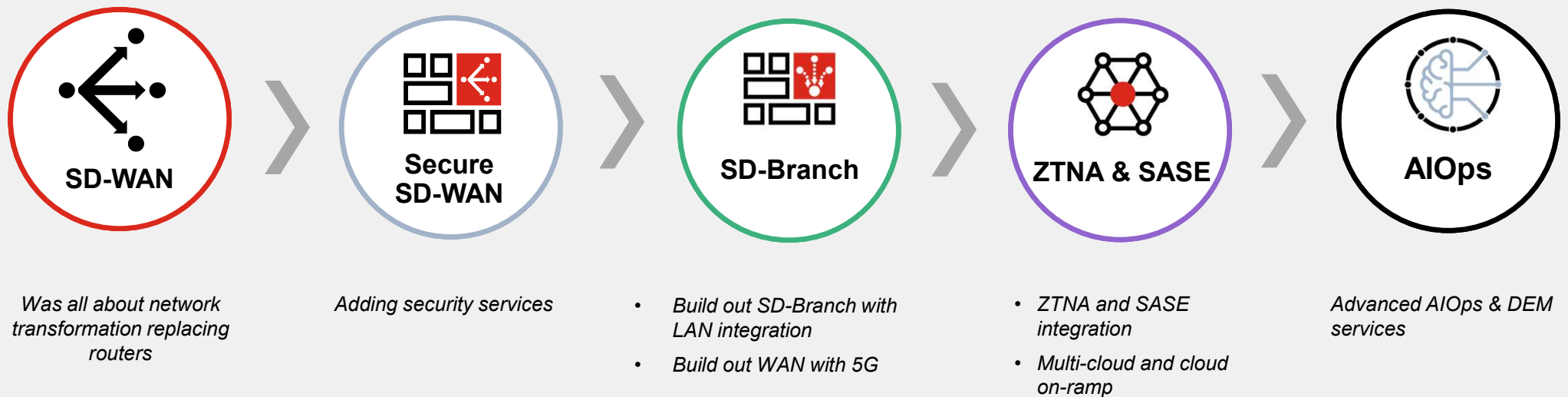
Disjointed Products Cause Complexity and Inefficiency

Network edges lack awareness, sufficient security & cohesive management



Evolution of SD-WAN from Point Product to The Platform

Gartner: Two Most Topics Discussed with SD-WAN in 2021 – Security and Cloud

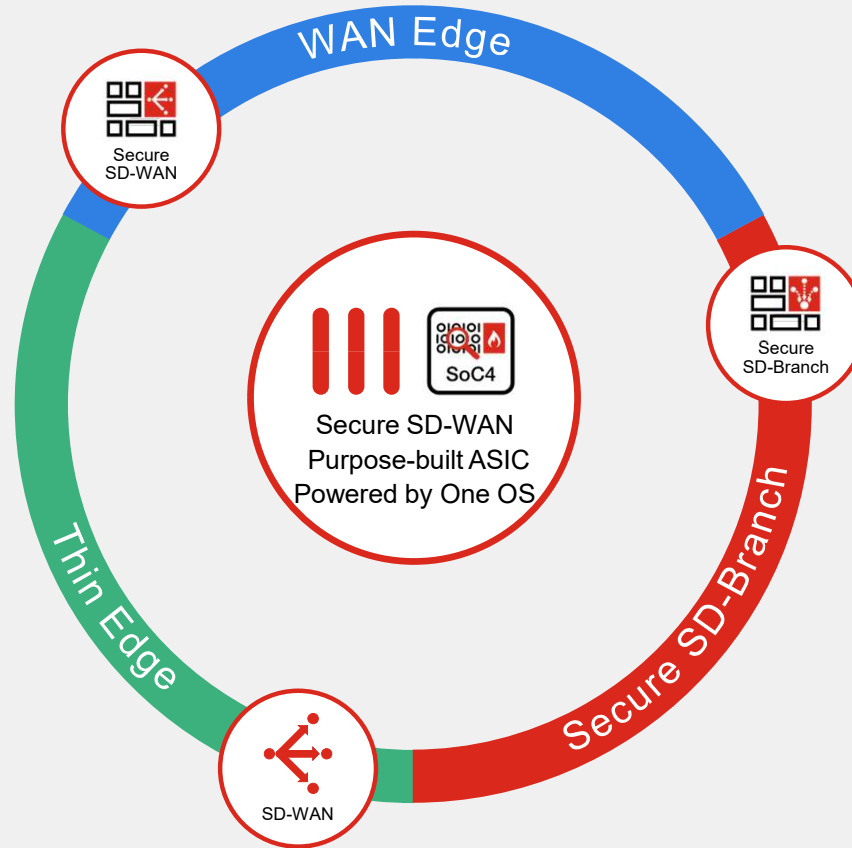


FORTINET[®]



Fortinet SD-WAN as a Foundational Network Technology

Transition at your own pace



Accelerated and Flexible Deployment for Thin, WAN and SD-Branch Edges



Key SD-WAN Capabilities Enhancing User Experience and Operational Efficiencies

Application SLA



Secure local Internet breakout;
5,000+ Application Identification



WAN SLA optimizing SaaS



MOS-based SLA for VoIP traffic



Application steering options



Cloud on-ramp



Packet based steering

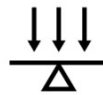
WAN Resiliency



[Adaptive] FEC &
packet duplication



Sub-second link failover



Tunnel bandwidth aggregation



High availability architecture

Visibility and Operations



Single management/dashboard,
unified view for NOC & SOC



Per-application real-time monitoring,
visibility, analytics



Customizable reports



Simplified
orchestration & ZTP
at large scale



Key Advanced Security Capabilities

Security Services



FortiGuard AI-security threat intelligence



FortiGuard Security Rating Service



Zero Day Protection



Compliance

NGFW



SSL inspection including TLS 1.3



IPS



Integrated ZTNA app gateway



Reputation



Content filter

Segmentation/ Secure Connectivity



Multi-tenancy Virtual Domains [VDOMs]—complete isolation of NGFW, routing and management



Multiple Virtual Routing instances per VRF



User-based applications segmentation



Scalable and dynamic VPN overlay



Converged Networking and Security Powered by One OS



First vendor to organically deliver SD-WAN, NGFW, Advanced Routing, ZTNA App Gateway in One WAN Edge

Fortinet Secure SD-WAN



Fortinet Secure SD-WAN Powered by **One OS**, **One Management**

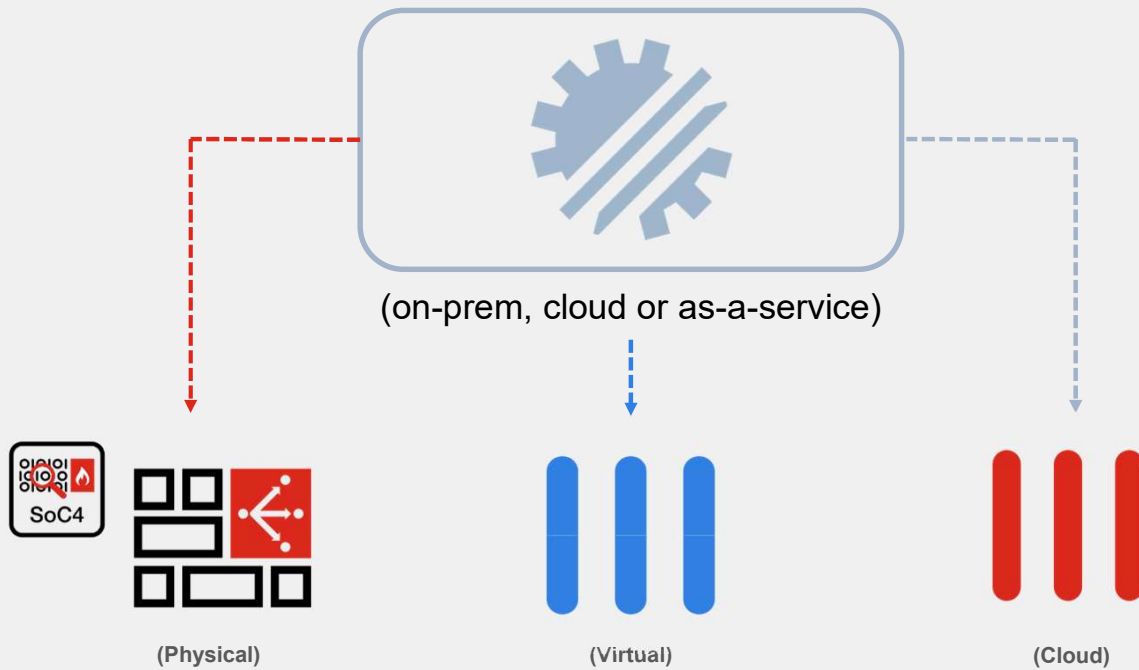


Fortinet Secure SD-WAN

One platform designed for all use cases



Fabric Management Center



Fabric Management Center

Centralized policy orchestration, visibility, and analytics

- Single dashboard for NOC and SOC
- Real-time monitoring
- Historical analytics and reporting

FortiGate

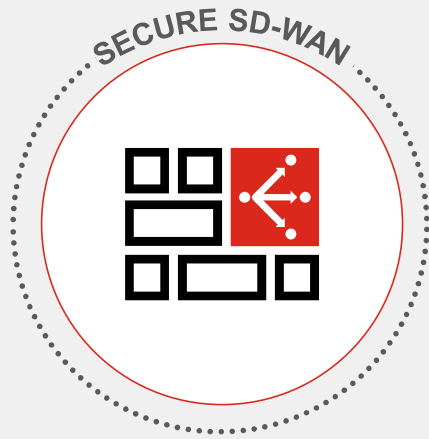
One WAN edge powered by One OS: SD-WAN, NGFW, advanced routing, ZTNA enforcement

- Purpose built ASIC for scale and performance
- Integrated SD-WAN, NGFW, advanced routing and ZTNA enforcement
- First packet steering including encrypted traffic for secure local Internet breakout

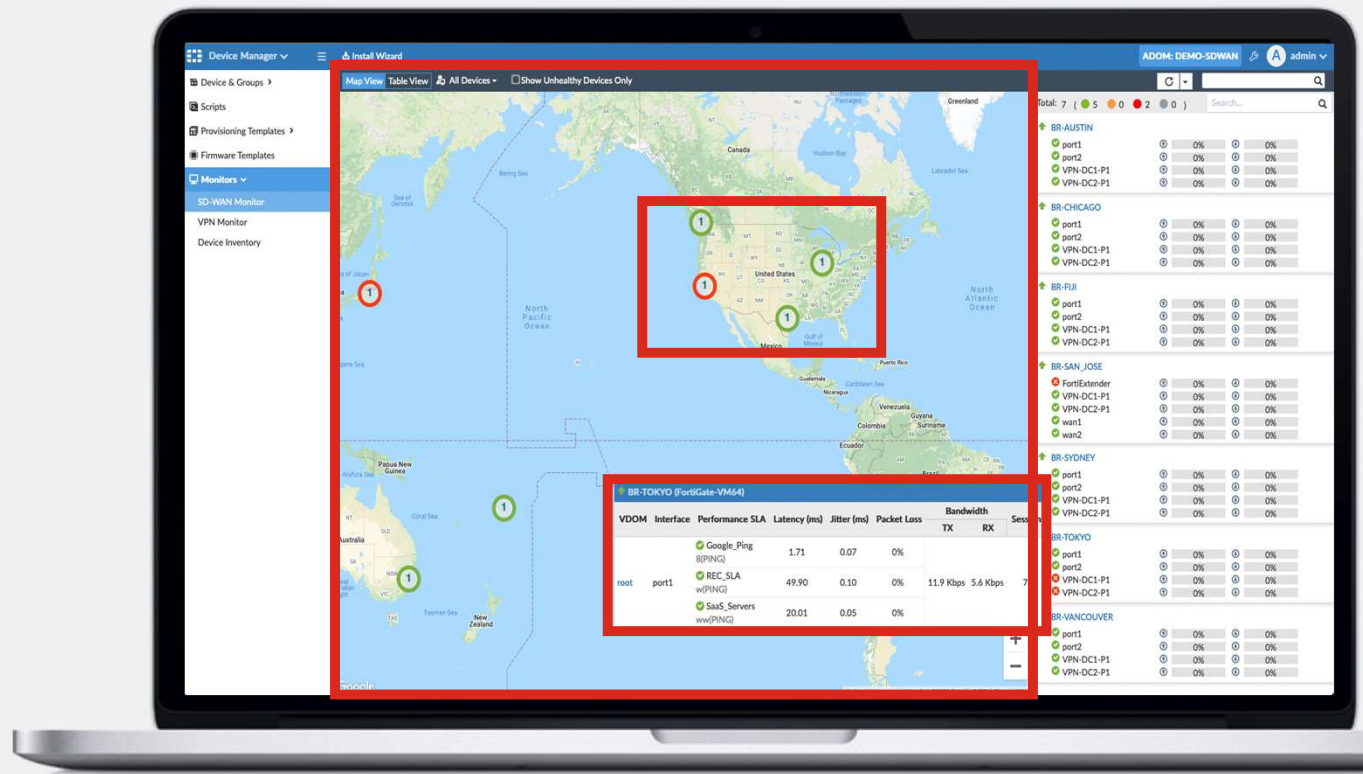


Global Dashboard for Networking and Security

Network wide management, visibility, analytics



- Single map correlating site health at-a-glance
- Color-coded site health for ease of troubleshooting
- Real-time per-site performance SLA health metrics (latency, jitter, packet loss)



Massive Scale, Performance and Application Identification

Purpose-built secure SD-WAN processor



Key Benefits

Fortinet vs. Industry Average

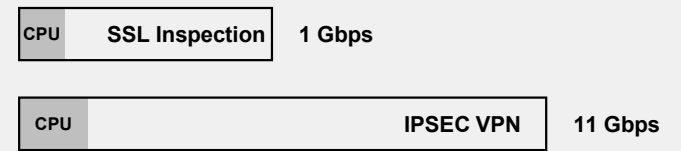
ACCELERATION

Full threat protection with better user experience



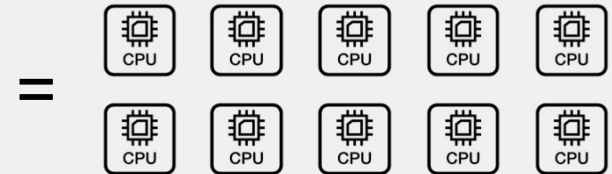
PERFORMANCE

Most accurate application steering with SSL Inspection



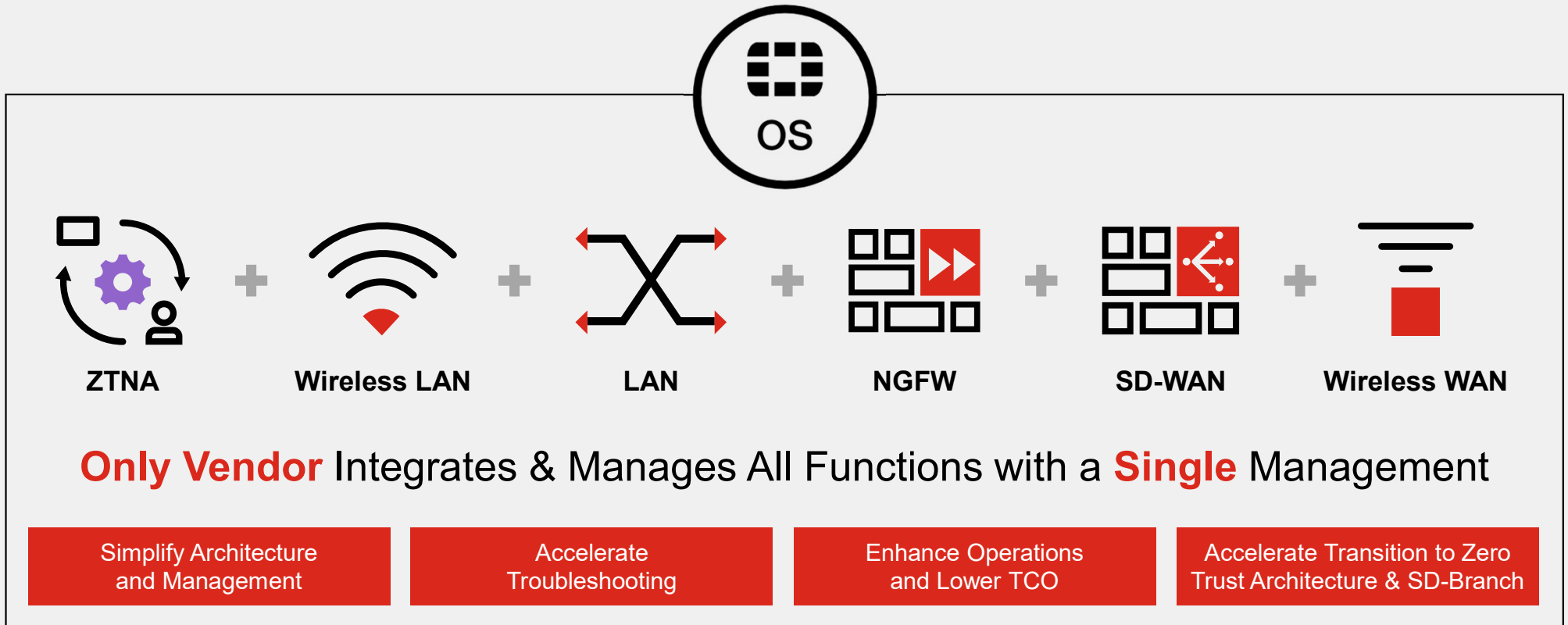
EFFICIENCY

Cleaner future with most efficient energy consumption



Tight Integration With LAN, WLAN, WWAN, ZTNA

Transition to support SD-Branch, SASE and Zero Trust Edge



Recognized as a Leader in the 2022 Gartner® Magic Quadrants™ for SD-WAN

Figure 1: Magic Quadrant for SD-WAN



Source: Gartner (September 2022)

Named a Leader for the 3rd time in a row and Highest in Ability to Execute

Gartner Magic Quadrant for SD-WAN, Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng, 15 September 2022. Gartner and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fortinet. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

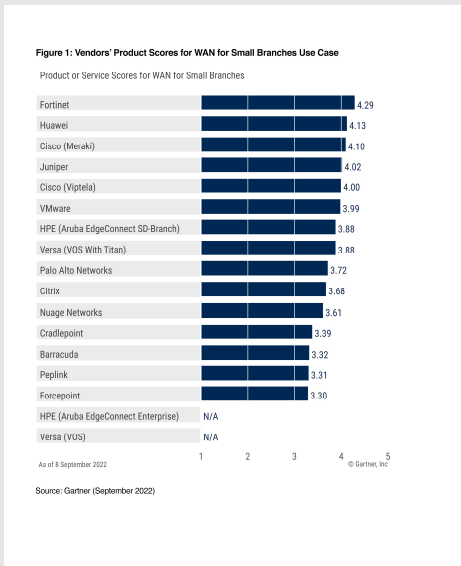


Two Years in a Row, Ranked #1 in 3 Out of 5 Use Cases in 2022 Gartner® CC

WAN for Small branches, Security-Sensitive WAN and Remote Worker Use Cases

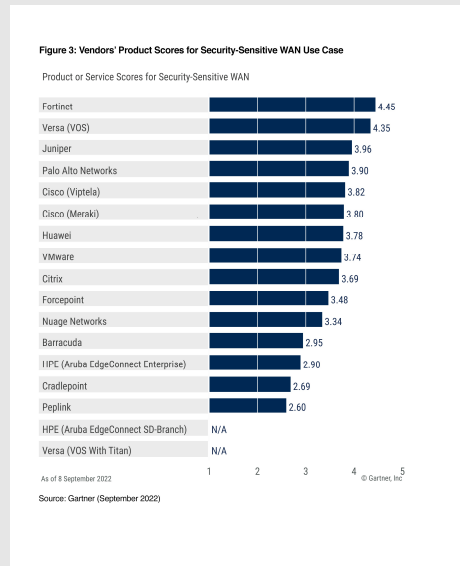
Ranked #1

WAN for Small Branches Use-Case



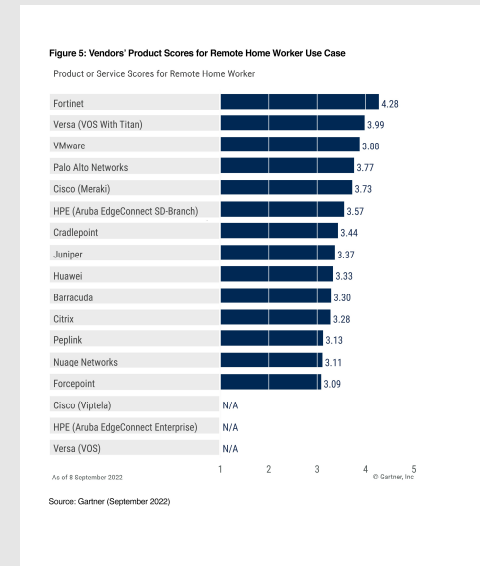
Ranked #1

Security-Sensitive Use-Case



Ranked #1

Remote Worker Use-Case



Gartner, Critical Capabilities for SD-WAN, Jonathan Forest, Andrew Lerner, Naresh Singh 19 September 2022.

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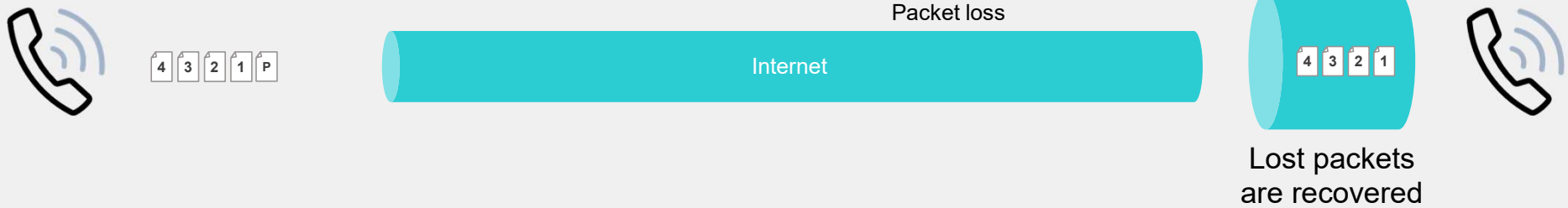
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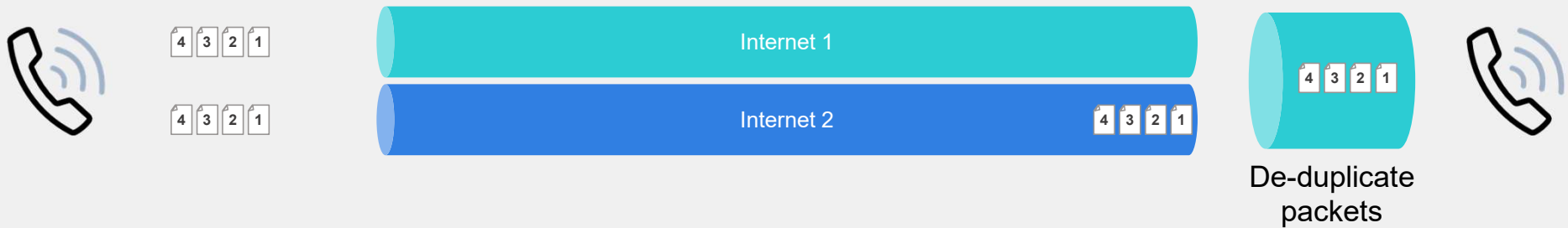
Delivering QoE For Real-time Application

WAN Remediation—FEC & Packet Duplication

FEC Corrects for Lost Packets

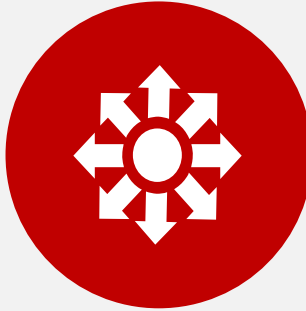


Packet Duplication Corrects for Latency and Packet Loss



The SD-WAN Opportunity for Service providers

From Resistance to Embracing to Accelerated adoption



Enterprise Demand
2x adoption by 2024
(30% → 60%)



Increase Revenue
\$8.3 Billion by 2024
50%+ looking for managed services



Competitive Differentiation
Service Catalog differentiation
with other SPs



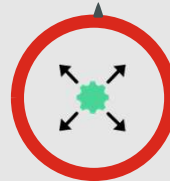
Why Service Providers are leading with Fortinet for managed SD-WAN Services



Broad & Integrated Products & Services to deliver differentiated value



Security-Driven Networking



Open & Extensible API-driven Ecosystem



Flexible consumption models (different form factors & PAYG)

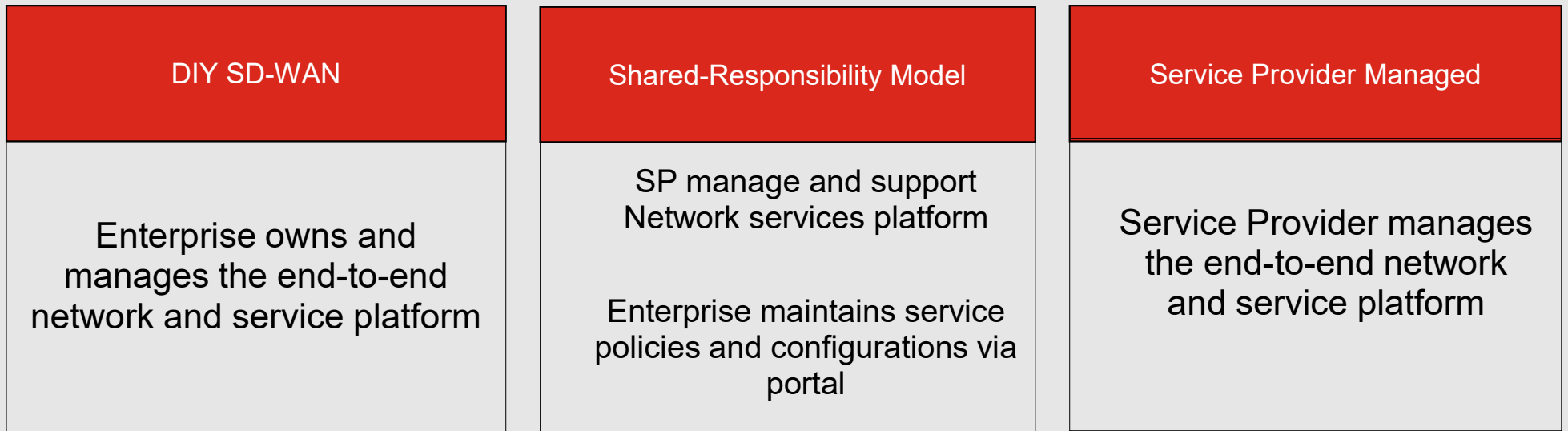


Joint GTM strategy and Training



Different approaches to SD-WAN adoption

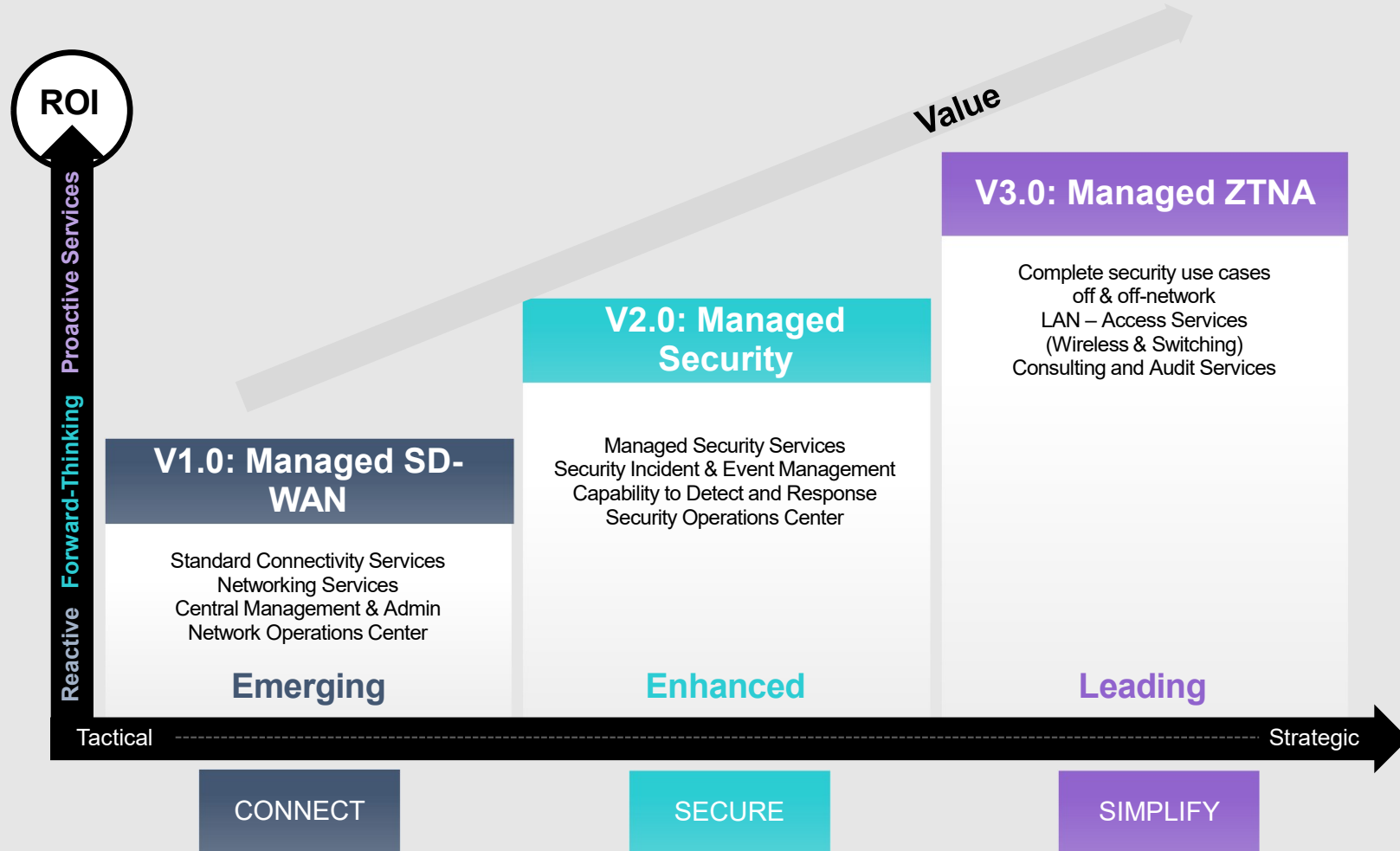
Shared-Responsibility model gaining momentum



Increased responsibility by the Service Provider equates to less risk for the Enterprise



Managed SD-WAN Services Journey with Fortinet



FORTINET®