Fortinet Secure SD-WAN

Nirav Shah – Senior Director, Products and Solutions
Fortinet Cybersecurity Platform
Enterprise Security Fabric

Zero-Trust Network Access
  - Endpoint Access
  - NAC
  - Identity

Security-driven Networking
  - Network Firewall
  - SD-WAN
  - Secure WLAN/LAN
  - SASE/SWG

Dynamic Cloud Security
  - Applications
  - Platform
  - Network

AI-driven Security Operations
  - Endpoint Security
  - Breach Prevention
  - Incident Response

Fabric Management Center
Revised as of August 30, 2020
Security-driven Networking Vision

Convergence of networking and security across all edges and users

Accelerated convergence of Networking and Security

Flexible, anywhere and anytime security
Recognized As a Leader for Network Firewalls and WAN Edge Infrastructure

Convergence of Security and Networking Using Single Platform

Sept. 2019 Magic Quadrant for Network Firewalls

Fortinet Recognized as a Leader
2019 was 10th time in a row that Fortinet is in the Gartner Magic Quadrant for Network Firewalls

Sept. 2020 Magic Quadrant for WAN Edge Infrastructure

Fortinet Recognized as a Leader
With Higher Ability to Execute and Further Completeness of Vision Than the Previous Year

Gartner Footnote Placeholder
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Secure SD-WAN
Market Trends for WAN Edge Infrastructure

1. **Gartner: Magic Quadrant for WAN Edge Infrastructure**

   - **Traditional** (MPLS) → **Broadband**
     - By 2023, to deliver flexible, cost-effective scalable bandwidth, 30% of enterprise locations will have only internet WAN connectivity, compared with approximately 15% in 2020.

   - **Legacy Routers** → **SD-WAN**
     - By 2024, to enhance agility and support for cloud applications, 60% of enterprises will have implemented SD-WAN, compared with about 30% in 2020.

   - **SD-WAN** → **SASE**
     - By 2024, more than 60% of software-defined, wide-area network (SD-WAN) customers will have implemented a secure access service edge (SASE) architecture, compared with about 35% in 2020.

   - **Manual** → **AI-driven**
     - By 2024, 20% of SD-WAN centralized configuration and troubleshooting will be touchless via an artificial intelligence (AI) assistant, compared with none in 2020.

1. Gartner: Magic Quadrant for WAN Edge Infrastructure
WAN Transformation Challenges

- Poor User Experience
- Limited Security
- High WAN Costs
- Manual Operations

Transform WAN Edge Operations

With better User Experience, consistent security posture, automated operations while reducing TCO
Fortinet Secure SD-WAN Scales to all Deployment Sizes

Centralized Management

Visibility and Reports

Cloud on Ramp

Data-Center

HQ

Scalable and Flexible

Better User Experience

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Gartner Recognized WAN Edge Infrastructure Use Cases

- **Large Global WAN**: Complex Infrastructure with focus on Best Application Experience
- **Small Footprint Retail**: Distributed Infrastructure with focus on Best TCO with simplification
- **Security Sensitive**: Direct Internet Access with focus on secure and reliable connectivity
- **Cloud First**: Cloud adoption with focus on optimized SaaS access
Fortinet Leads Gartner Critical Capability Report of WAN Edge

### #1 SD-Branch

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### #1 Secure SD-WAN

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### Top-3 SD-WAN for Large Enterprise

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As of 24 September 2020
Source: Gartner (September 2020)

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SD-WAN: Fortinet in Top 3 SD-WAN Vendors

SD-WAN Grew 110% from 2018 =>2019


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Fortinet Offers the Most Comprehensive SD-WAN Solution

Simplified Operations

Instant ROI Benefits

Improve User Exp.

Quick. Efficient Provisioning and Automation
- Zero Touch
- Management
- Orchestration
- Analytics
- Cloud connectors

Consolidation of Networking and Security
- Advanced Routing
- SD-WAN
- WAN Remediation
- VPN
- NGFW
- SSL Inspection

Innovation for Accelerated, Scalable and Flexible WAN
- SoC4
- 8.4
- vSPU
Secure SD-WAN Use Cases
Fortinet Secure SD-WAN Use-Case

Preserve Application Performance
Improve Business Application Experience with self-healing WAN

Large Global WAN

Secure WAN Edge
Secure DIA for Applications, Users and Devices

Security-Sensitive WAN

Optimize Cloud Edge
Accelerated Access to Multi-Cloud using Cloud-on-ramp

Cloud first WAN

Simplify Operations
Reduce cost, complexity and Automate WAN Operations using Orchestration

Small Footprint Retail

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Use Case 1: Improve Application Experience
Preserve Application Experience

Recommended for Large Global WAN

GOAL
• Improve Application Experience with self-healing SD-WAN

CAPABILITIES
• 5000+ Application Recognition
• Real-time WAN remediation for optimum performance
• Assured application performance over any WAN transport to reduce cost

BENEFIT
Enhanced User Experience
Self-Healing SD-WAN for Best Application Experience

- Application Identification
- Accelerated Switchover
- WAN Remediation
- Optimization at all Edges

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NSS Labs “Recommends” Fortinet’s SD-WAN

Highest Voice Experience in 2018

Highest Value in 2019 Test
Use Case 3: Simplify and Automate Operations
Simplify and Automate Operations

Deploy at scale across any Edge

GOAL

• Simplify deployment to scale at speed

CAPABILITIES

• Centralized Orchestration with ZTP
• Advanced Analytics & Reporting
• Branch Consolidation with SD-Branch

BENEFIT

Reduce CAPEX and OPEX
Intuitive Workflow with Centralized Orchestrator

Application Controls
- SLA based performance

Integrated Operations
- NOC & SOC enabled

Cloud Connectors
- Overlay & Native Integration

Automated Overlays
- Seamless full mesh
Optimize Cloud Edge
Accelerated Cloud and SaaS Performance

GOAL
- Provide comprehensive support for easy, automated and flexible cloud access

CAPABILITIES
- Cloud-on-Ramp for better application experience for cloud workloads
- Multi-Cloud SD-WAN for better visibility and control
- Vision with SASE for flexible security and SaaS optimization

BENEFIT
Accelerated Cloud Performance

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Fortinet Secure SD-WAN for Cloud

Use cases for connecting users, applications & clouds

**Cloud On-Ramp**
Connecting users to applications

**Multi-Cloud**
Connecting applications and workloads across multiple clouds

- **Transit Gateway**
- **Direct Connect**
- **Virtual WAN**
- **Express Route**
- **Interconnect**
- **FortiGate-VM**
- **FortiGate**
- **Branch Offices**
- **On-Prem Data Centers**

Use cases for connecting users, applications & clouds
Security for WAN Edge

Secure Direct Internet Access

**GOAL**

- Secure Applications, Users and endpoints from all threat landscape

**CAPABILITIES**

- Integrated NGFW or Cloud delivered SASE
- Advanced Threat Protection
- Intelligent Real-time FortiGuard Services

**BENEFIT**

- Flexible Security consumption models
Secure Connectivity for all Threat Landscape
Built-in Security at WAN Edge with Industry’s Leading Performance

Advanced Malware Protection
- Antivirus
- Advanced Threat Protection

Content Security
- Antispam
- Web Filtering

Application Security
- Application Control
- Web Application
Competitive
# FortiGate Secure SD-WAN - Comparison

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<th>Velocloud</th>
<th>Palo Alto</th>
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<td>✗</td>
<td>✗</td>
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<tr>
<td>In-built NGFW Security and Leader in Gartner MQ</td>
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<td>✗</td>
<td>✗</td>
</tr>
<tr>
<td>Advanced Routing and WAN Optimization</td>
<td>✅</td>
<td>✖</td>
<td>✗</td>
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<td>Extension to SD-Branch (AP and Switches)</td>
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<td>✖</td>
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<td>✖</td>
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Introducing New Secure SD-WAN Assessment

• **Replace** Legacy Routers
  - Fortinet partners help in running this tool
  - No changes to the network and collect the logs

• **Purpose:** Get Visibility into
  - Application Usage
  - Security Posture
  - Bandwidth Utilization

• **Outcome:** Enable WAN Edge Transformation with Fortinet Secure SD-WAN approach

Sources:
1. IDC. SD-WAN Infrastructure Forecast. 2018.
New Secure SD-WAN Assessment (CTAP SD-WAN)
SD-WAN Customers
A Gartner Peer Insights Customers’ Choice™
Recognized by 3,600+ Customers in Multiple Categories and Markets

Customers’ Choice

Enterprise Firewall
WAN Edge/SD-WAN
Wired and Wireless LAN Access Infrastructure

Top 5 Vendor in 8 markets 3600+ Reviews 14 Markets
Healthcare Provider Achieves Best User Experience

Preserve Application Performance even at high Volume by Remote Customers & Employees

Founded 2005
100 + Offices in North America
Secure DIA Connectivity for UCaaS Applications

Solution Requirements

Native Integration to Azure
Drastic Remote Users Increase
Contact Centers

Business Outcomes

Better Application Performance to Office365
Positive User Experience with Hybrid WAN
Secure DIA connectivity for Applications
Solution Requirements

Simplified
Intelligent
Future Proof

Application Aware
- VoIP & Video
- O365
- Business/Custom
- Pandora

Multi-Path Intelligence
- Availability
- Packet Loss
- Latency
- Jitter

Simplified Management
- Single Pane of Glass
- Simple to Procure
- Integrated Network & Security

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Rollins Secure SD-WAN adoption

- Fabric Management Center
- Centralized Provisioning
- Overlay Mesh
- Analytics & Alerts

Branch office
- Multicast
- Mobile Workforce

Data Center
- MPLS
- Private cloud

Overlay Mesh

Centralized Provisioning

Analytics & Alerts
Review

- SD-WAN is one of the fastest growing technology (40%+ Y/Y)
- SD-WAN is a top of mind technology for digital initiatives
- Extend SD-WAN to SD-Branch and simplify the entire branch

Resources: Where to Learn More [FUSE SD-WAN](#)

- Discovery Guide
- Fortinet Website
- SD-WAN Community on Fuse
- Playbook & Sales Guide
- Field Briefs
- Competitive Battlecards