

ANALYST RECOGNITION BRIEF

Fortinet Secure SD-WAN and Unified SASE Continually Received Analyst and Peer Recognition



Fortinet Secure SD-WAN and Unified SASE have caught the attention of industry analysts. Our Unified SASE uniquely converges networking and security to support today's hybrid workforce. It expands network edges and new microbranches to enable secure access to applications. Our SASE solution also provides high ROI through consolidation and improved digital user experience. We offer a robust network of over 100 global SASE locations to enable broad coverage and scalability.

FortiGate appliances deliver the world's only ASIC-accelerated secure SD-WAN solutions. This transforms the WAN experience by delivering high-performance, reliable, and secure connectivity with self-healing capabilities and scalability without compromising security. Fortinet Secure SD-WAN is the only solution that truly integrates SD-WAN, next-generation firewall (NGFW), advanced routing, and ZTNA application gateway functions. Nearly 42,000 organizations are realizing the benefits of a unified WAN edge with our solution.

The Fortinet Secure SD-WAN platform empowers IT teams to:

- Deliver superior quality of experience (QoE) at scale with seamless, reliable, and high-performance connectivity to applications (regardless of location) and self-healing capabilities
- Build simpler and faster secure networks with consolidated networking, security, advanced routing, and ZTNA application gateway
- Improve operational efficiencies with automation of configuration, deployment, orchestration of policies, analytics, and reporting using the Fortinet Fabric Management Center

In addition, according to a Fortinet commissioned study, organizations can realize business benefits¹ that include up to:



300%
ROI over three years



8 Months
Payback



65%
Reduction in the number of
network disruptions



50%
Increase in productivity of
security and network teams

The Fortinet Unified SASE empowers IT teams to:

- Deliver consistent security across on-premises and remote users with unified management and analytics
- Provide the most integrated and comprehensive networking and security solutions for all edges, users, and devices
- Save up to 5x lower TCO compared to other offerings

In addition, organizations can realize business benefits that include up to:



10x
user experience



50%
Total cost of ownership



3 to 1
vendor consolidation

"As organizations across the globe look to securely optimize their digital business operations, platforms that converge networking and security are becoming increasingly important. Fortinet offers a range of highly integrated network and security capabilities across the company's hardware, software, and management tools in its portfolio of switches, access points, wireless WAN, and SD-WAN. Fortinet's global cloud-based and powerful on-premises security combine with robust SD-WAN capabilities, putting the company in a strong position to compete in the SD-Branch and single-vendor SASE markets."

Brandon Butler
IDC Research Manager
Enterprise Networks



SD-WAN, Single-Vendor SASE and Hype Cycle for Zero Trust Networking

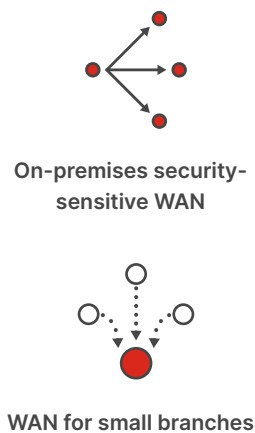
Gartner® Magic Quadrant™ for SD-WAN, 2023

Named a Leader four times in a row and the only Leader that received the highest placement in Ability to Execute for three consecutive years in the Gartner® Magic Quadrant for SD-WAN.²



Gartner® Critical Capabilities™ for SD-WAN report, 2023

Ranked #1 in two use cases three years in a row.



Gartner® Peer Insights™ Customers' Choice for SD-WAN

"Gartner® Peer Insights Customers' Choice distinctions recognize vendors and products that are highly rated by their customers. The data collected represents a top-level synthesis of vendor software products most valued by IT Enterprise professionals."³



Four years in row. 96% of reviewers willing to recommend.

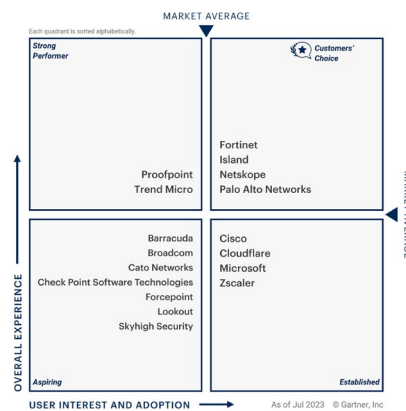
Gartner® Magic Quadrant for Single-Vendor SASE

Fortinet named a Challenger in the inaugural 2023 Gartner® Single-Vendor SASE.⁴



Gartner® Peer Insights™ Customers' Choice for SSE

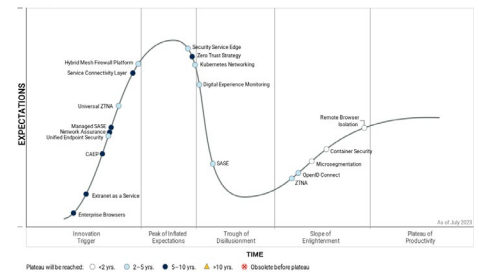
Fortinet is not only recognized as a Customers' Choice in the Voice of the Customer for Security Service Edge, but 96% of respondents are willing to recommend with a 4.7 out of 5 overall rating based on 84 reviews as of July 2023.⁵



Source: Gartner (September 2023)

Gartner® Hype Cycle™ for Zero Trust Networking, 2023

Fortinet is a Sample Vendor in the Universal ZTNA, Hybrid Mesh Firewall Platform, Digital Experience Monitoring, SASE, ZTNA, and Microsegmentation technologies.⁶

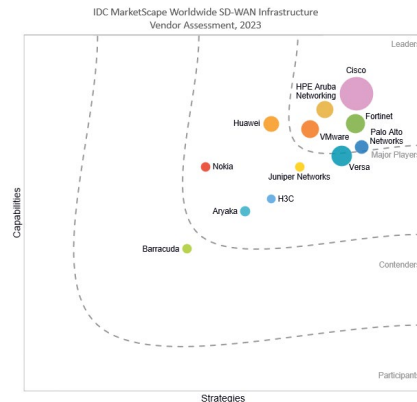




Fortinet is named a Leader for the second time in a row in the IDC MarketScape: Worldwide SD-WAN Infrastructure Vendor Assessment, September 2023.
(Doc#US50471623)⁷

IDC MarketScape: Worldwide SD-WAN Infrastructure

"IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons."⁸



FORRESTER®

Fortinet named a Leader in the Forrester Wave™: Zero Trust Edge Solutions, Q3 2023



The Fortinet SD-WAN handled all use cases with ease and proved to be highly reliable and capable and should be on everyone's short list.

The Forrester Wave™: Zero Trust Edge Solutions, Q3 2023

According to the Forrester report, "Fortinet balances security and networking with eye-popping value. The company differentiated itself in the market by developing and integrating networking functions such as routing into its remote office firewalls, which eases the rollout of its ZTE solution with a unified management interface."⁹

CyberRatings.org conducted independent testing of SD-WAN solutions against its SD-WAN Test Methodology v2.0 at its lab in Austin, Texas. Fortinet received a "Recommended" rating (highest rating level) from CyberRatings.org for our Secure SD-WAN solution.¹⁰



Source: Forrester Research, Inc. Unauthorized reproduction, citation, or distribution prohibited.



¹ [Forrester Total Economic Impact \(TEI\) Study for SD-WAN](#). Results are for a composite organization based on interviewed customers.

² [Gartner, Magic Quadrant for SD-WAN](#)—27 September 2023—ID G00778908—By Jonathan Forest, Naresh Singh, Andrew Lerner, Karen Brown.

³ [Gartner, Voice of the Customer for SD-WAN](#)—15 March 2023—ID G00768719.

⁴ ["Gartner Magic Quadrant for single-vendor SASE, 2023."](#)

⁵ [Gartner Peer Insights Customers' Choice 2023 for Fortinet SSE](#).

⁶ ["Gartner Hype Cycle for Zero Trust Networking, 2023"](#).

⁷ [IDC MarketScape: Worldwide SD-WAN Infrastructure 2023 Vendor Assessment](#)—September 2023, IDC #US50471623 by Brandon Butler.

⁸ Ibid.

⁹ [The Forrester Wave: Zero Trust Edge Solutions, Q3 2023](#).

¹⁰ [CyberRatings.org Enterprise SD-WAN Report, Q3 2023](#).

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