

CERTAINTY for Uncertain Times

Network Security  
**Consolidation**



# The point solution philosophy is behind the times

Ever wondered why organisations are abandoning standalone point solutions, and what they are pursuing instead? The new goal is far greater flexibility, without any compromise on performance.

Credibility is draining away from purely point-product based security strategies, and makes no sense in today's poor economic conditions. Enterprise-grade technology has advanced to such a level that point solutions hold no discernible performance or security effectiveness advantage.

## Point solutions are:

### Difficult to manage

- Requiring multiple management interfaces.
- Adding to management overhead as there is no integration between vendors.

- Issues cannot be resolved, as problems cannot be isolated.

### Expensive to deploy and maintain

- Multiple vendor contracts must be negotiated, arranged and maintained; no opportunities to 'virtualise' or 'rationalise'.
- Costly support licensing is needed, typically on a per user basis and laboriously replicated for each security function.
- Dedicated data resource allocation must apply to each solution in turn, i.e. power, rack space, cooling.

### Lacking in integration, which leads to performance and security challenges

- Multiple inspection steps impinge network performance, as IP packets must be sequentially disassembled/reassembled for each and every security 'function'.
- Beware the 'latency tax', as reduced network performance equates directly to diminished business accountability and reputation.
- Software-only solutions further reduce performance.

## Solutions to today's and tomorrow's challenges

Explore the Fortinet range of solutions: the most compelling security technology available for your enterprise-grade business.

Fortinet's FortiGate is the new generation of secure gateways that enable organisations of all sizes to obtain the highest levels of security and application level control over network traffic. Built from the ground up, FortiGate systems start with a purpose-built hardware platform for unmatched performance.

Consolidation via the FortiGate platform reduces the capital and operational expenses of purchasing, managing and maintaining a multitude of different solutions and provides a scalable, flexible path for future adoption of additional security functions without the need to purchase additional hardware. This enables reduced total cost of ownership (TCO) and preservation of your security investment.

To compliment the FortiGate product line, Fortinet also offers:

- FortiMail specialised email security appliances, for complete email security including content archiving and the highest levels of antispam and antivirus capabilities
- FortiDB database security appliances
- FortiManager appliances, which enable customers to manage all Fortinet products from a centralised console
- FortiAnalyzer appliances, for centralised analysis, forensics, archiving and graphical reporting
- FortiWeb, a web application firewall and XML security appliance
- FortiClient software, for unified endpoint security for desktops, laptops and mobile devices.

# These are painful times, but we can help you *flourish*

Expected to make cost cutbacks, at the same time as meeting even stiffer performance benchmarks and increasing protection against an avalanche of cyber threats? Here's what you should do...

Consolidation is an intelligent strategy at the best of times, but especially now. Whatever the eventual outcome of the present downturn, organisations are bracing themselves now in preparation for tough and uncertain economic conditions that may last several years.

Consolidation is driven by a desire to control costs; costs both for procuring new investments and for operating/managing them. But if the protection of your network assets cannot be

compromised, must you look elsewhere for cost savings? Or is it worth looking again at meaningful ways of squeezing security spend?

Fortinet believes that you can. Fortinet believes now is the optimum time for a strategy of *Network Security Consolidation* that can make dramatic savings for your organisation – all without compromising network protection levels, nor impinging any network performance.

## What the experts say

*“The most important way information security organisations will save money is by leveraging the convergence of established security functions into network, or host-based security platforms that provide multiple layers of security in a single product to protect against an evolving multitude of network and content threats. In fact, Gartner estimates that, by 2010, only 10% of emerging security threats will require tactical point solutions, compared with 80% in 2005.”*

Gartner: Cost Cutting While Improving IT Security, March 20, 2008

## Three step guide to operating optimum security in a downturn

Simple in theory, difficult in practice. We can show you how to achieve them.

# 1

### Protect Your Network

Leverage application and network layer protection across all security functions; don't compromise on security effectiveness or network performance.

# 2

### Preserve Your Investment

Make it work harder, lower OpEx, lower CapEx, better management, increase functionality without increasing hardware.

# 3

### Reduce Your Footprint

More robust security capabilities with less hardware, more powerful protection with less power consumption, more network defence with less cost of ownership, rationalise infrastructure, eliminate wastage.



# Market drivers agree: Network security consolidation is the way

Market conditions are converging to make the consolidation of your network security assets as compelling as ever. We examine the reasons to implement this smartest of security strategies.

## Consolidation in the network security space is being driven by:

### An increasingly dynamic threat landscape

- Continued increase in sophistication and prevalence of threats which require multiple security protections.
- Increased enterprise adoption of Web 2.0 applications and IP-based services provide new methods of attack.
- Evermore stringent, disruptive and complex regulatory compliance pressures (SOX, PCI, etc.) .

**Conclusion** - evolving threats are best protected against by a consolidated network security solution which improves security, management and analysis through true integration, as opposed to simply “cobbling together” a solution via acquisitions or partnerships.

### Tightening of IT budgets

- IT budgetary growth has slowed, and in many cases will reverse.
- The complexity/cost of managing and maintaining multiple security solutions is worsening; organisations need workable options.
- There is increased pressure on IT managers to improve security service while reducing TCO; some may feel there is no choice but to render their networks less secure.

**Conclusion** – network security consolidation offers you a host of financial benefits, to make far more efficient use of existing resources, budgets and skills.

### More pressure upon reducing both the physical and carbon footprint of IT infrastructure

- Trend toward virtualising data functions, including networking and security; large businesses are doing this, many small/medium organisations would like to.
- Increased drive to reduce the number of appliances installed on the network; this means less procurement, less maintenance, less consumption of operating resources.

**Conclusion** – network security consolidation directly reduces power and space overheads, shrinking your infrastructure estate without harming its effectiveness

## It's a team game

Not all integrated security solutions were created equal.  
Only one has the right approach to deliver the results you depend upon.

### What the experts say

*“Frost & Sullivan is proud to present the 2008 Award for Market Leadership in Unified Threat Management (UTM) solutions market to Fortinet for their continued leadership through innovative technology. Fortinet's UTM appliances were built from the ground up, incorporate proprietary ASICs, and use a common operating system to meet the growing threat of blended based attacks head-on, while also addressing the performance and scalability needs of enterprises of all sizes. For these reasons and more, Fortinet is our top pick for this prestigious and competitive award category.”*

Frost & Sullivan, December 8, 2008

If any team is going to perform, teamwork is essential. Ask Real Madrid how much success their mega-expensive squad of ‘Galacticos’ has won them, and you get the picture...

The most successful teams grow up together, learn together and can communicate extremely effectively. Communication underpins teamwork, which is why relay races typically result in calamity, and why market leading products rarely interoperate.

Running an alignment of point products creates obstacles to ‘teamwork’, but many integrated network security approaches also fall foul of this problem.

Not Fortinet however; our ‘true’ integrated network security approach derived from a truly uniform architecture approach, in which each security

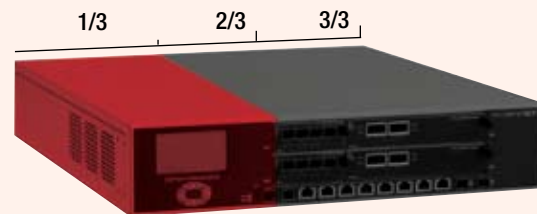
function has been developed on the same source code, and can optimise security performance by eliminating redundant traffic processing.

Only Fortinet's truly integrated approach can deliver on the promise of network security consolidation strategy. That's because our approach has been literally to ‘keep it in the family’.



# Save around a third on capital and operating costs

Check us against the competition. Costs dramatically diminish, our performance easily keeps pace, the complexity goes away, and the security protection cannot be surpassed.



Taking a typical 1,500 user site requirement for firewall, AV, IPS and web filtering, we can demonstrate the bottom-line benefits of network security consolidation.

For example, deploying two FortiGate-3810A appliances in a HA cluster, easily delivers the following performance throughputs simultaneously for less than 108 000 euro:

- Firewall = 7 - 37 Gbps
- AV = 500 Mbps
- IPS = 4 Mbps

The combined hardware and fully licensed software components for an equivalent point product deployment costs more than 155 000 euro. This requires the management and implementation of more components, and

there is no room for additional failover contingencies. The result? **Fortinet delivers a 30% cost saving for exactly the same performance, less management overhead and superior security protection.**

Contact us to see how much network security consolidation could benefit you.

## Network security consolidation in action

Two recent examples of enterprise-grade Fortinet deployments that deliver on the promise of network security consolidation.

### Pembrokeshire College

With 8,000 students and 700 teachers/staff, Pembrokeshire College needed network firewall, AV, web content filtering and VPN capabilities for its wired and open public wireless infrastructures. Various different legacy investments were creating a bottleneck on the College's 34Mbps Internet link.

*“Running AV and firewall in tandem, we were also able to utilise the (FortiGate) platform for VPN. None of this extra load diminished network performance. It was easy to switch off and remove our separate web content filtering solution (as well), and use the FortiGate's WCF functionality instead. Again, no performance impingements arose from this. We were able to consolidate our security infrastructure while increasing security functionality and traffic load – all without hitting performance anywhere near as much as the old solution... the CPU usage status never go much higher than about 45% even when it's being hammered”*

Matthew Marl, IT Manager (October 2008)

### TNS

Taylor Nelson Sofres (TNS), the leading global market information provider, is using Fortinet's FortiGate™ multi-threat security systems as the cornerstone of its worldwide IT security strategy, protecting 15,000 employees across 80 countries.

TNS recognised the multiple benefits of Fortinet's integrated security solution and decided to deploy for IPS, Web filtering and antivirus functionality in every office across the world.

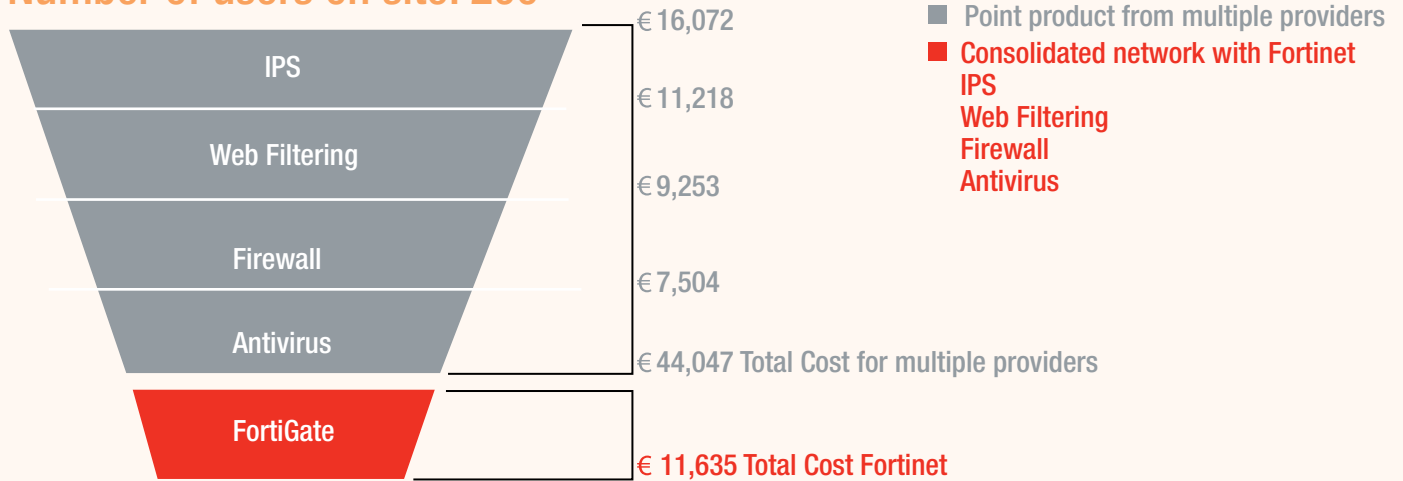
*“Fortinet was the only vendor with the capability to provide all three in a single security solution, while meeting our high expectations in terms of performance and cost effectiveness. Moving forward, Fortinet's integrated approach means that other security functions such as SSL VPN, firewall and traffic shaping can be switched as per a country's individual requirements”*

Kevin Braim, Group IT Services Director (April 2008)

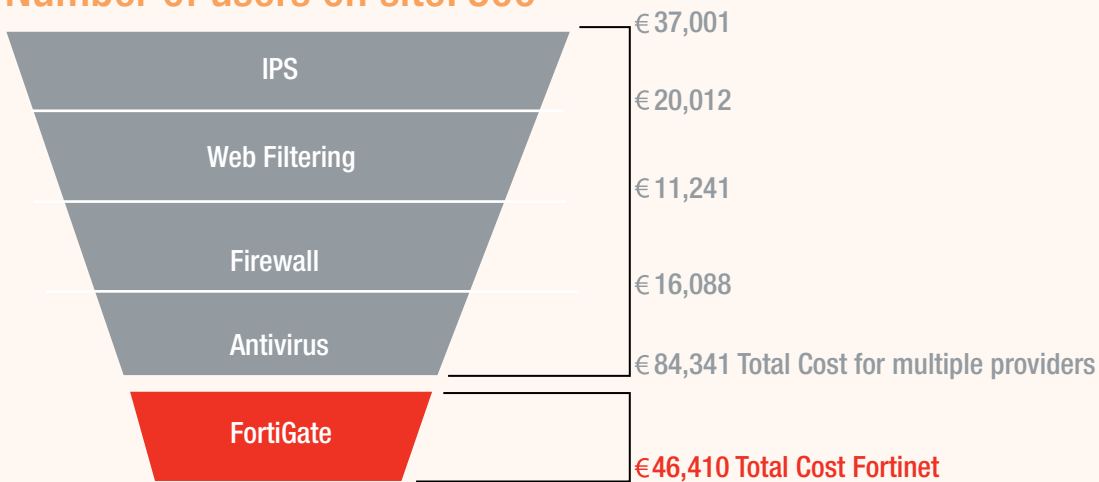


# Estimated Cost Comparison for Consolidated Network with Fortinet

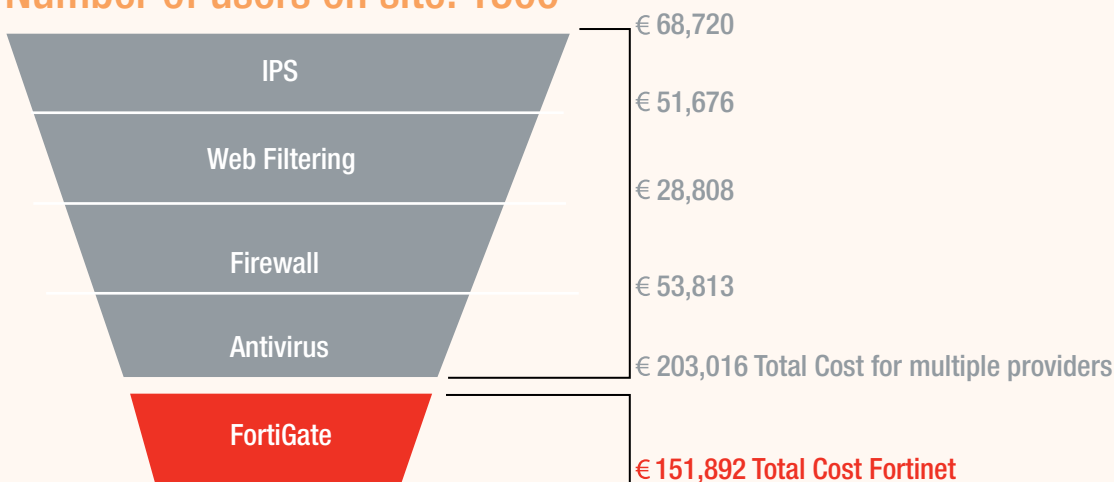
## Number of users on site: 200



## Number of users on site: 500



## Number of users on site: 1500



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