FORTINET.

Secure Access
ARCHITECTURE

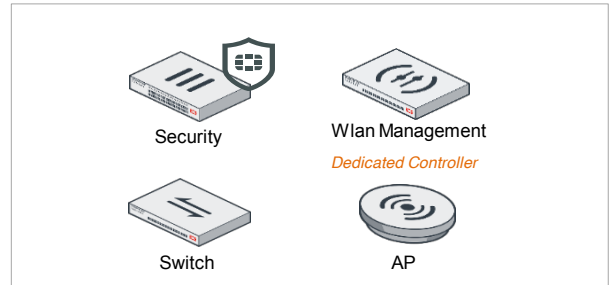Complete Security for Network Access

INFRASTRUCTURE

Independent wireless infrastructure solution with the ability to be combined with FortiGate.

Mobile: Best in class for density, voice and roaming environment

Deployment Flexibility: Choice between Multi-channel and Single-channel

Dedicated: Perfect fit for wireless focused opportunities and a door-opener for additional security business

Performance: High end performance solution both indoor/outdoor

ARCHITECTURE COMPONENTS:

Security   Wlan Management
Dedicated Controller

Switch   AP

TARGET CUSTOMERS:

Healthcare   Education   Retail   Campus Enterprise   Hospitality Public Venues
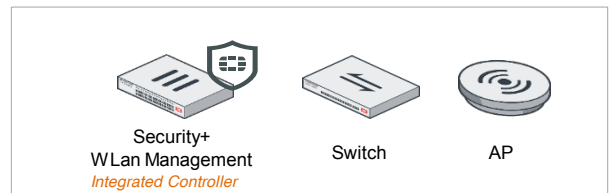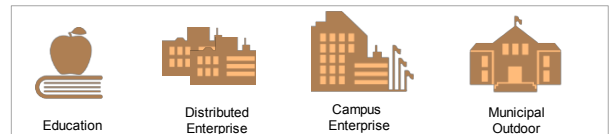
INTEGRATED

Secure, wired and wireless network managed by an integrated single pane of glass solution.

Security and access: All in one—scalable solution

Unified security and wire/wireless: One set of policies

Unified Threat Management: Same control for wired and wireless

FortiGuard: Real time security

ARCHITECTURE COMPONENTS:

Security+
WLan Management
Integrated Controller   Switch   AP

TARGET CUSTOMERS:

Education   Distributed Enterprise   Campus Enterprise   Municipal Outdoor

CLOUD

Cloud wireless management through Smart FortiAP.

Smart: Industry's only NGFW/UTM + AP in one

FortiGuard: This service is built into every Smart FortiAP

Cloud: Roll out remote sites in minutes—ease of deployment

Controller-less: Wi-Fi without the complexity of on-premises controller

FortiCloud: Free subscription license

ARCHITECTURE COMPONENTS:

Cloud
Cloud Management   Security   AP

TARGET CUSTOMERS:

Small Enterprise   Distributed Enterprise   Municipal Outdoor

COMPETITIVE BENCHMARK

SECURE ACCESS ARCHITECTURE

FortiPresence	FortiAuthenticator
FortiManager	FortiWLM
FortiClient	FortiWiFi
FortiWLC	N
FortiGate Controller	S
FortiSwitch (POE)	FortiAP

Wireless LAN Competitive Landscape

Vendor	Platform			Integrated Security Capabilities					
	Controller	Integrated Sec + Ctrl	Cloud Mgmt	Rogue AP	WIDS/ WIPS	Web Filtering	App Control	AntiVirus	Network IPS
FORTINET	☐	☐	☐	☐	☐	☐	☐	☐	☐
CISCO	☐	X	☐	☐	☐	☐ *	☐ *	X	X
aruba	☐	X	☐	☐	☐	☐ *	☐ *	X	X
Aerohive NETWORKS	☐	X	☐	☐	☐	☐ *	☐ *	X	X
Ruckus WiFi	☐	X	☐	☐	☐	X	X	X	X
UBIQUITI NETWORKS	☐	X	X	☐	X	X	X	X	X

*Basic Functionality *Basic Functionality

SUPPORTIVE MATERIAL

Below is a listing of exciting SAA collateral, comparison documents and the new SAA campaign-in-a-box, now available for you to use.

COLLATERAL:

DeploymentGuide-FortiAP-S-v4.pdf:

http://www.fortinet.com/resource_center/solution_briefs/cloud-managed-wifi-deployment-guide-fortiap-s.html

Secure WLAN Solution Guide:

http://www.fortinet.com/resource_center/solution_briefs/secure-wlan-solution-guide.html

SAA K-12 Education Solution Brief:

http://www.fortinet.com/resource_center/solution_briefs/fortinet-wifi-k12-education.html

ALL SAA RESOURCES:

https://partnerportal.fortinet.com/English/EMEAReseller/solutions/secure-access-architecture.aspx

ENABLE
- Webinar: Your Network is a Back-Door for Hackers!
- SAA Channel Value Proposition
- SAA Toolbox Overview
- SAA Technical Presentation

PROMOTE
- Infographic
- Web Banner
- Solution Guide: Secure Access Architecture Wireless Solution
- Fortinet Secure Access for Higher Education Solution Brief
- Wireless Security Survey 2015
- Video: Tame the Internet of Things with SAA
- SAA Customer Presentation
- SAA Emails (HTML Format)
- Accelerate 2016 Secure Access Presentation

SELL
- Talking Points
- Fortinet vs Ruckus Battlecard
- Fortinet vs Aerohive Battlecard
- Fortinet vs Aruba Battlecard
- Telemarketing Script
- Secure Access Architecture - FAQ