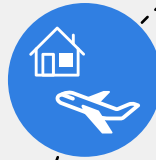# Fortinet Universal SASE

Herbert Teibler

SME Austria

Market Trends

TRENDS

Hybrid workforce
94% of organizations are allowing employees more flexibility as to where and when they work

From VPN to ZTNA
By 2025 at least **70%** of new remote access deployments will rely on ZTNA rather than VPN services

SaaS adoption
SaaS makes up the largest share of the cloud service market and more than **50%** of the overall software market

Vendor consolidation
75% of Organizations Are Pursuing Security Vendor Consolidation in 2022

https://www.gartner.com/en/human-resources/trends/how-organizations-are-supporting-a-hybrid-workforce
https://www.gartner.com/en/newsroom/press-releases/2022-10-13-gartner-identifies-three-factors-influencing-growth-i#
https://www.gartner.com/en/digital-markets/insights/saas-growth-strategy
https://www.gartner.com/en/newsroom/press-releases/2022-09-12-gartner-survey-shows-seventy-five-percent-of-organizations-are-pursuing-security-vendor-consolidation-in-2022

Key Trends Driving Security Transformation

Hybrid Workforce

84%

Source 1: 2023 Forbes Remote Work Statistics & trends.

Avg SaaS Applications

125+

Source 2: 2022 Gartner: Market Guide for SaaS Management Platforms
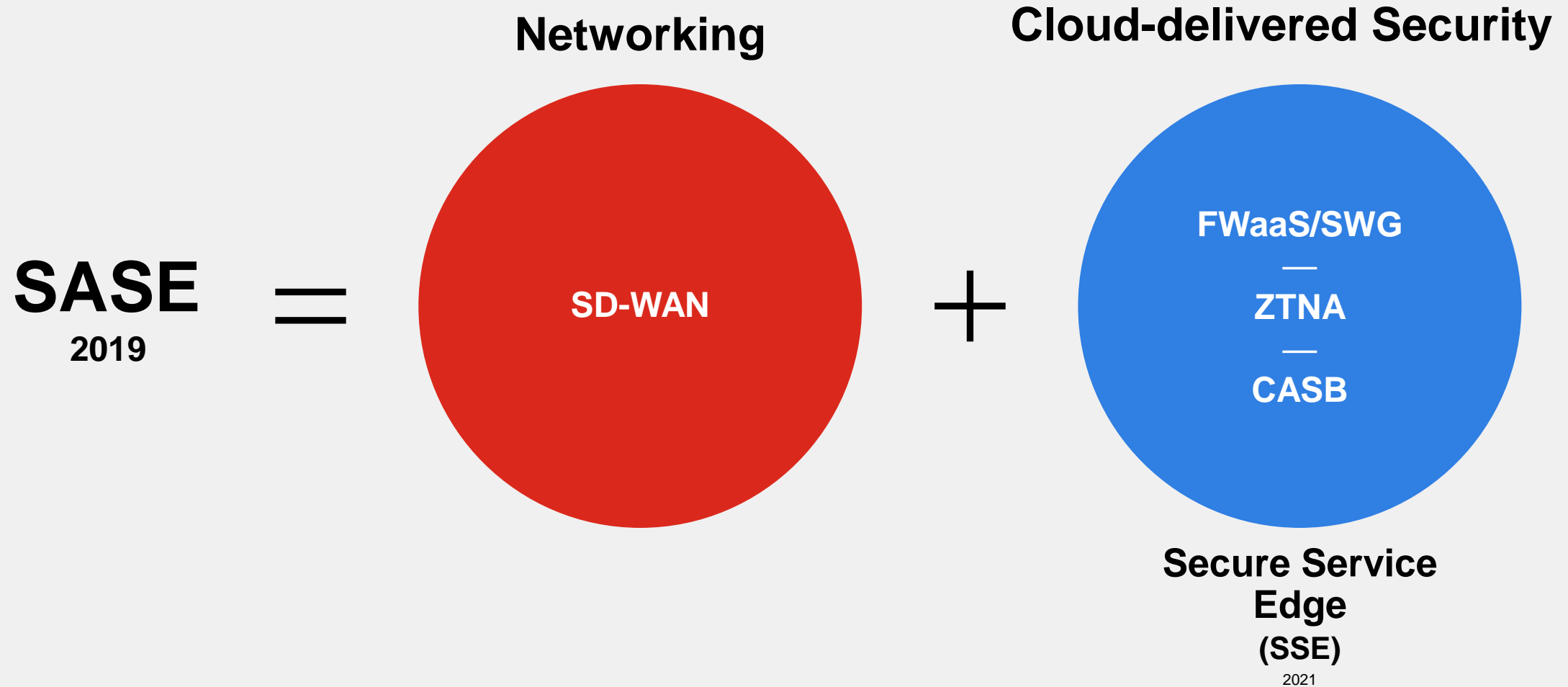
Active Vendor Consolidation

75%

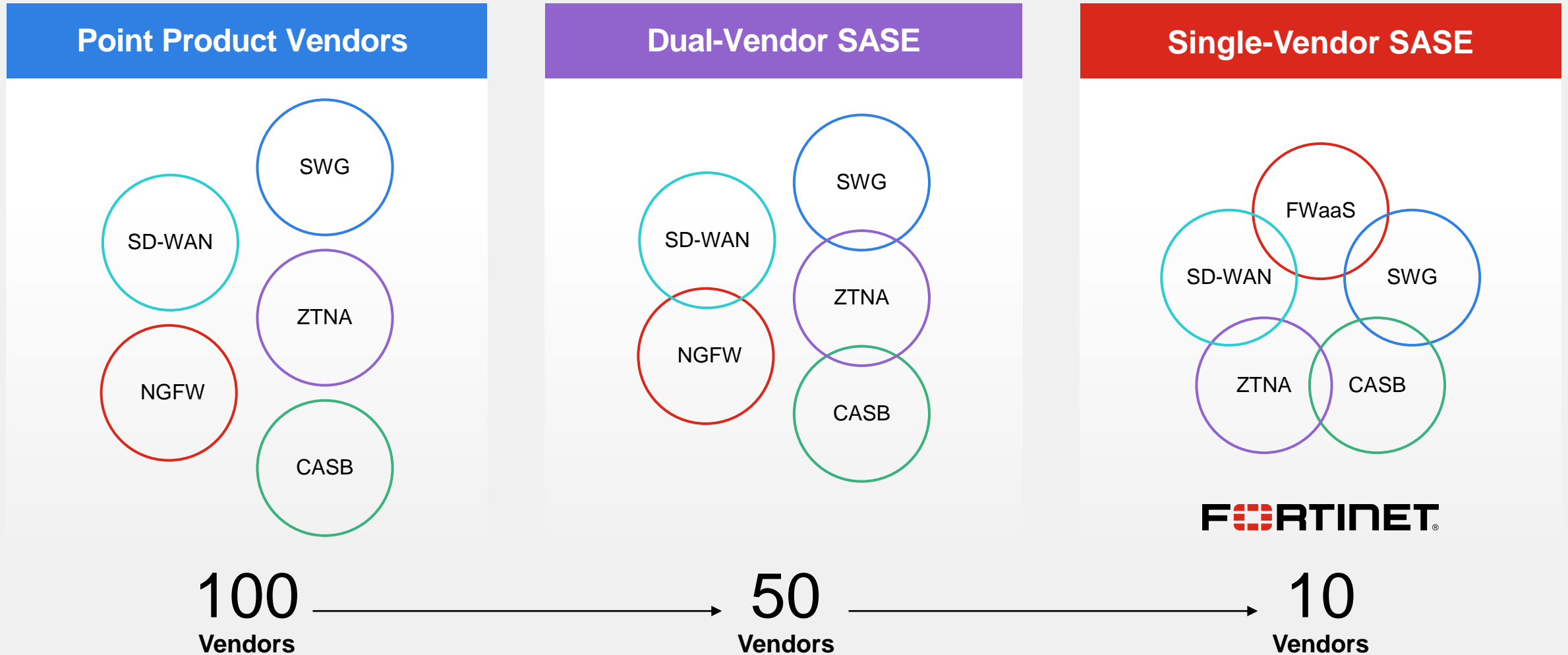Source 3: 2023 Gartner 2023 security summit Hillsonenet blog

What is SASE (Secure Access Service Edge)?

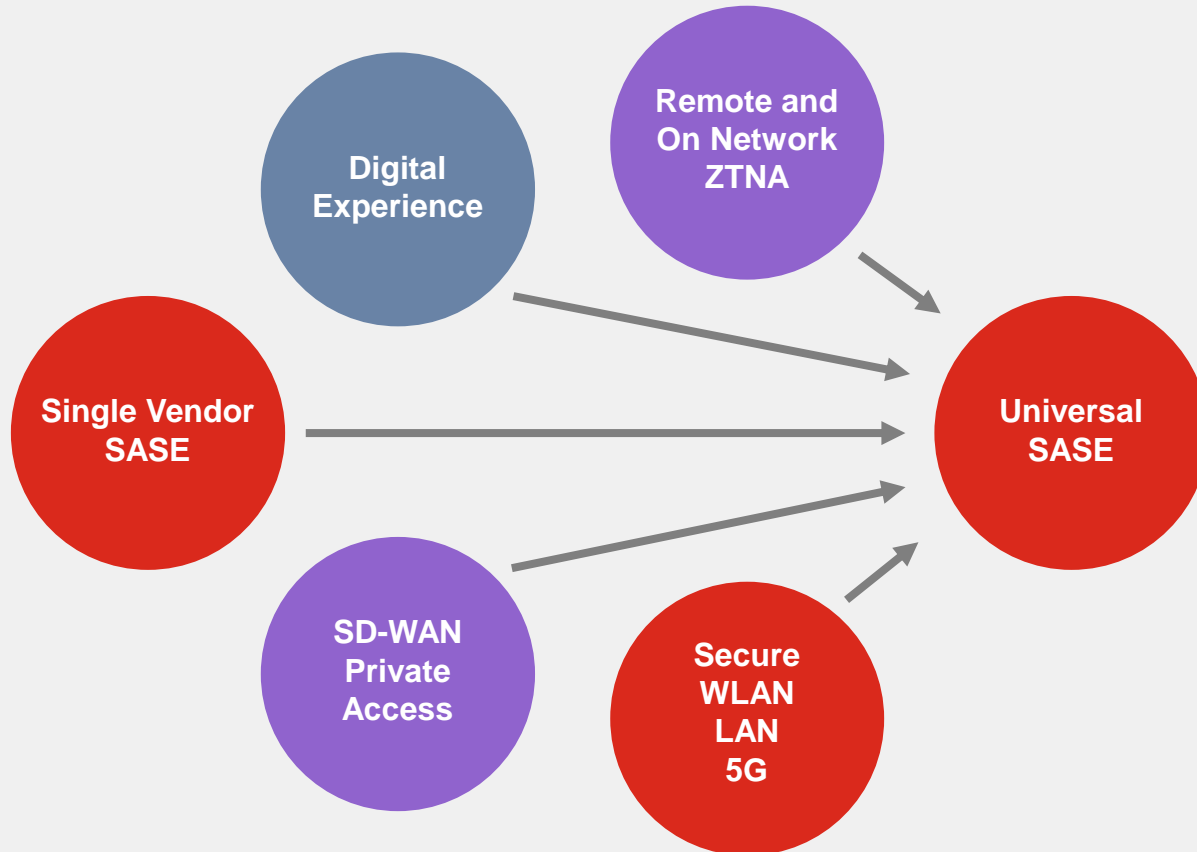Cloud-delivered network and security convergence solution for work-from-anywhere

Networking

Cloud-delivered Security

SASE
2019

=

SD-WAN

+

FWaaS/SWG
—
ZTNA
—
CASB

Secure Service Edge (SSE)

2021

Evolution of SASE Architecture

Fortinet's Vision: Universal SASE

Protects all edges

Digital Experience

Remote and On Network ZTNA

Single Vendor SASE

Universal SASE

SD-WAN Private Access

Secure WLAN LAN 5G

Function	Secure SD-WAN	SSE	Single Vendor SASE	Universal SASE
SD-WAN	●		●	●
Network Security	●		●	●
SWG		●	●	●
CASB		●	●	●
Remote ZTNA		●	●	●
Unified Management (Roadmap)			●	●
Unified Logging & Response			●	●
On Network ZTNA				●
SD-WAN Private Access				●
Digital Experience				●
WLAN/LAN/5G Connect to SASE (Roadmap)				●
IoT & OT Device Access Control				●

Key Projects Driving SASE Adoption

Secure Remote Access
Legacy VPN → ZTNA

Proxy Replacement
On-prem proxy → Cloud proxy (SWG + CASB)

Branch Transformation
Router → Secure SD-WAN
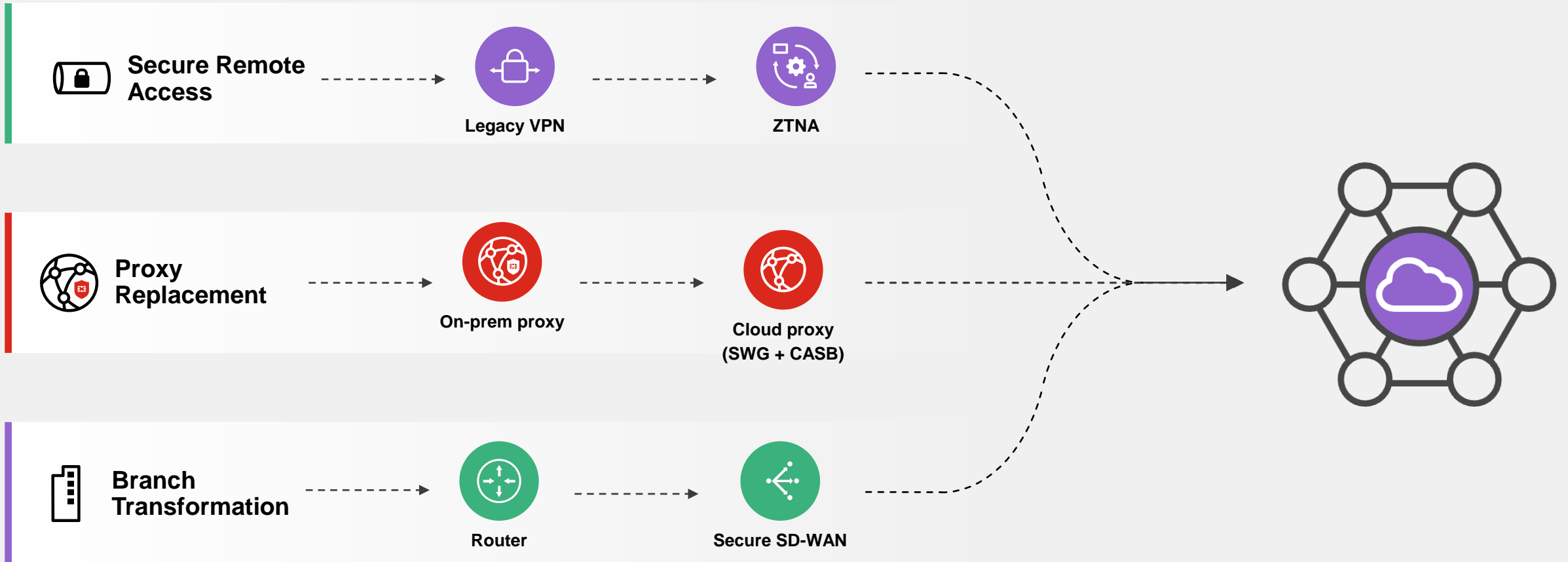
FortiSASE: cloud-delivered Security & Networking

Single-Vendor SASE

Consistent FortiOS with AI/ML Powered Security

Remote Users

Work-from-home users

Thin Edge Micro Branches

SWG FWaaS CASB ZTNA

Cloud-Delivered Security (SSE)

SD-WAN

SD-WAN

Internet

SaaS

Public Cloud

Data Center

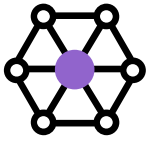*Fortinet Single-Vendor SASE Approach*
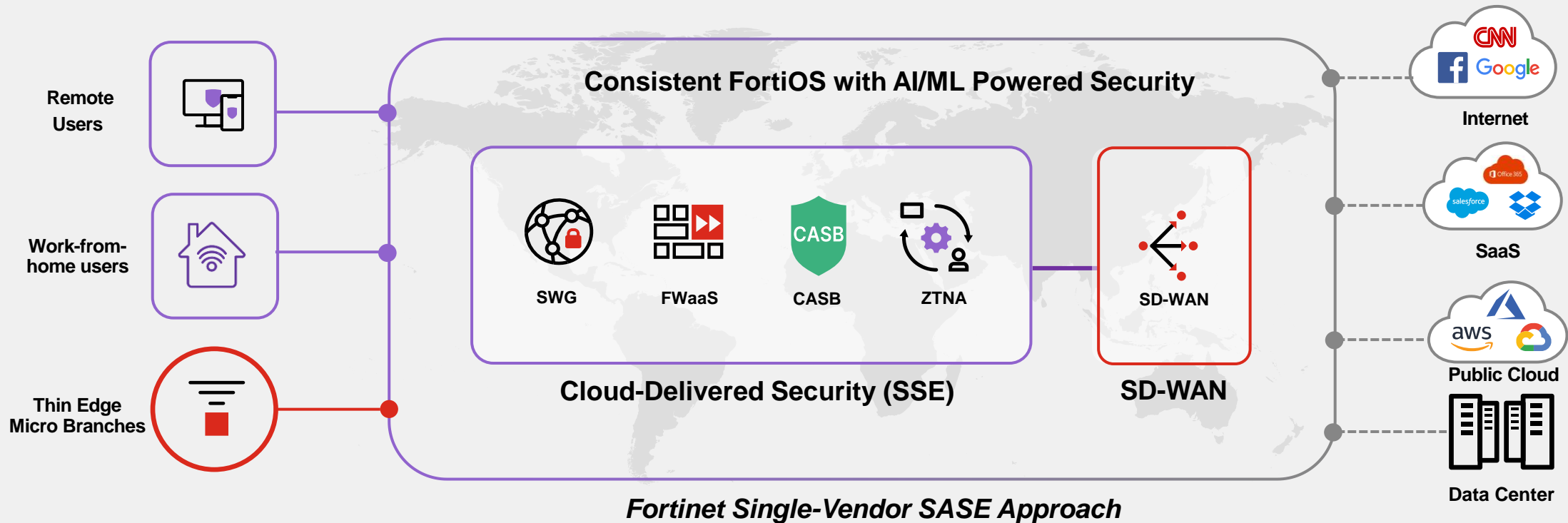
Secure Hybrid Workforce with Consistent Security

Superior User Experience with Operational Efficiency
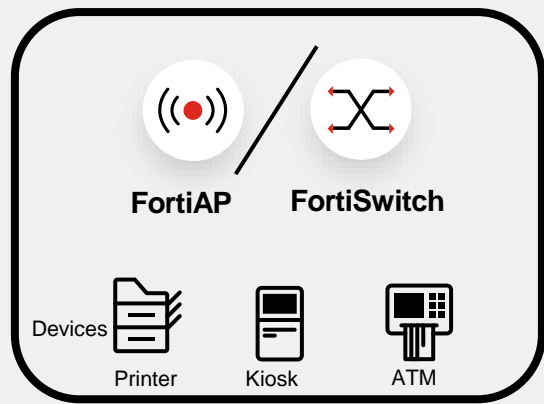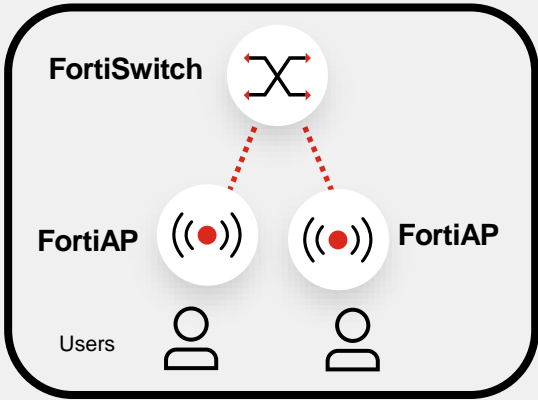
Shift from CAPEX to OPEX Based model
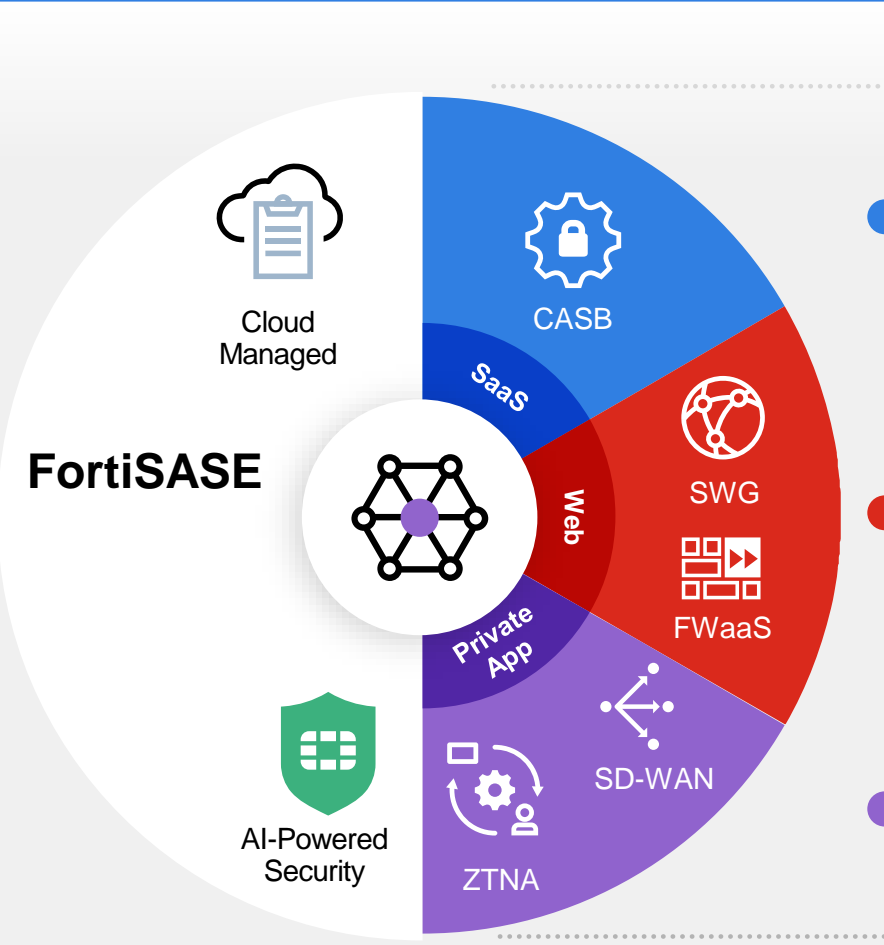
Seamless Secure Micro Branches with Fortinet SASE

Industry-leading WLAN/LAN products integration with SASE to secure Micro Branches
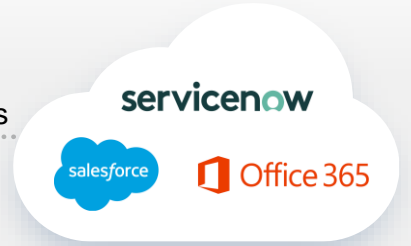

Microbranches

FortiSwitch

FortiAP   **FortiAP**

Users

Connectivity

FortiAP   **FortiSwitch**

Devices

Printer   Kiosk   ATM

Cloud-delivered Security & Networking

FortiSASE

Cloud Managed

SaaS

Web

Private App

AI-Powered Security

CASB

SWG

FWaaS

SD-WAN

ZTNA

Improved & secure User Experience

Secure SaaS Access

servicenow
salesforce   Office 365

Secure Internet Access

NETFLIX
The Weather Channel

Secure Private Access

Azure
aws   Data Center

Fortinet Universal SASE

Consistent Security and Superior User Experience Everywhere

Zero Trust Security Posture

Flexible Connectivity

Remote Users
- Unified Agent
- ZTNA
- Vulnerability
- EPP
- FortiClient

Micro Branch
- FortiAP
- FortiSwitch
- FortiExtender

Branch, Campus
- App steering
- WAN Remediation
- Adv. Routing
- ZTNA Gateway
- Secure SD-WAN

FortiSASE
- Unified Management
- NOC / SOC
- CASB/DLP
- SaaS
- Bi-directional Firewall
- Web
- Web
- SWG
- End-to-End Digital Experience
- User Exp
- Private App
- ZTNA

Secure SaaS Access
- servicenow
- salesforce
- Office 365

Secure Internet Access
- NETFLIX
- Wikipedia
- The Weather Channel

Secure Private Access
- Azure
- aws
- Google Cloud

Secure Private Access
- Data Center
- NGFW

Secure Application Access

FortiGate

Secure SD-WAN Network

Secure Internet Access (SIA)

For Remote Users & Locations

Safe browsing from anywhere

Malware & ransomware prevention
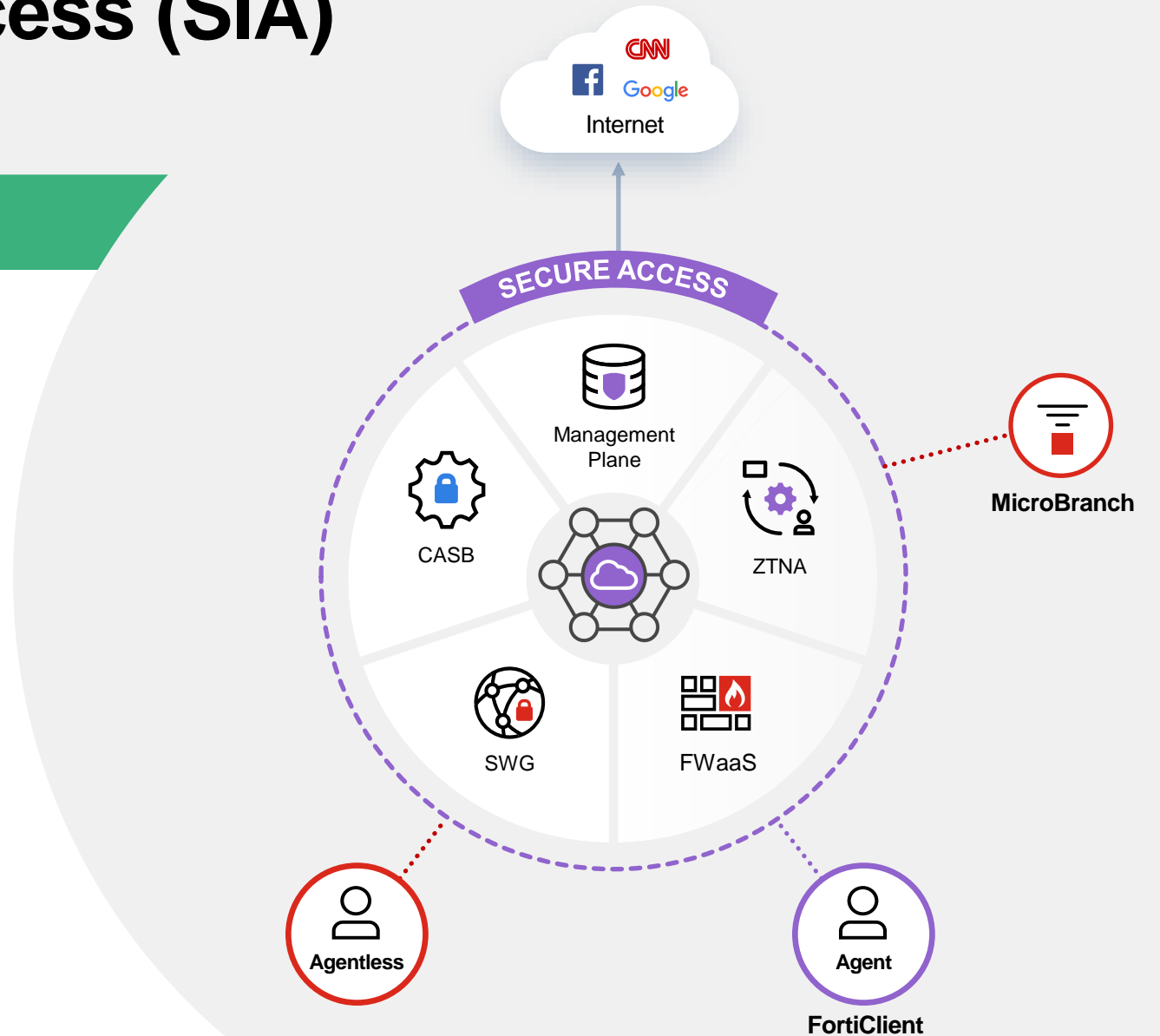Continuously assess the risks and automatically respond to counter known and unknown threats

Deep inspection of end-user activity
Constant inspection of web activity for threats, even when using secured HTTPS access

Market Leading Security as a Service
Fortinet best-in-class Cloud security efficacy powered by FortiGuard Labs

Internet

SECURE ACCESS

Management Plane

CASB

ZTNA

SWG

FWaaS

MicroBranch

Agentless

Agent

FortiClient

Security Configuration—
One Enforcement Location

1. Simplified FOS Security from single pane

2. Default profiles available for fast consumption

3. Web and Private App visibility

4. Security profiles can be customized

Secure Private Access (SPA)

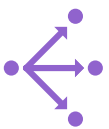With ZTNA and SD-WAN integration

Secure corporate app access

Secure Cloud & datacenter app access
Anywhere secure access to corporate apps for asset protection and compliance
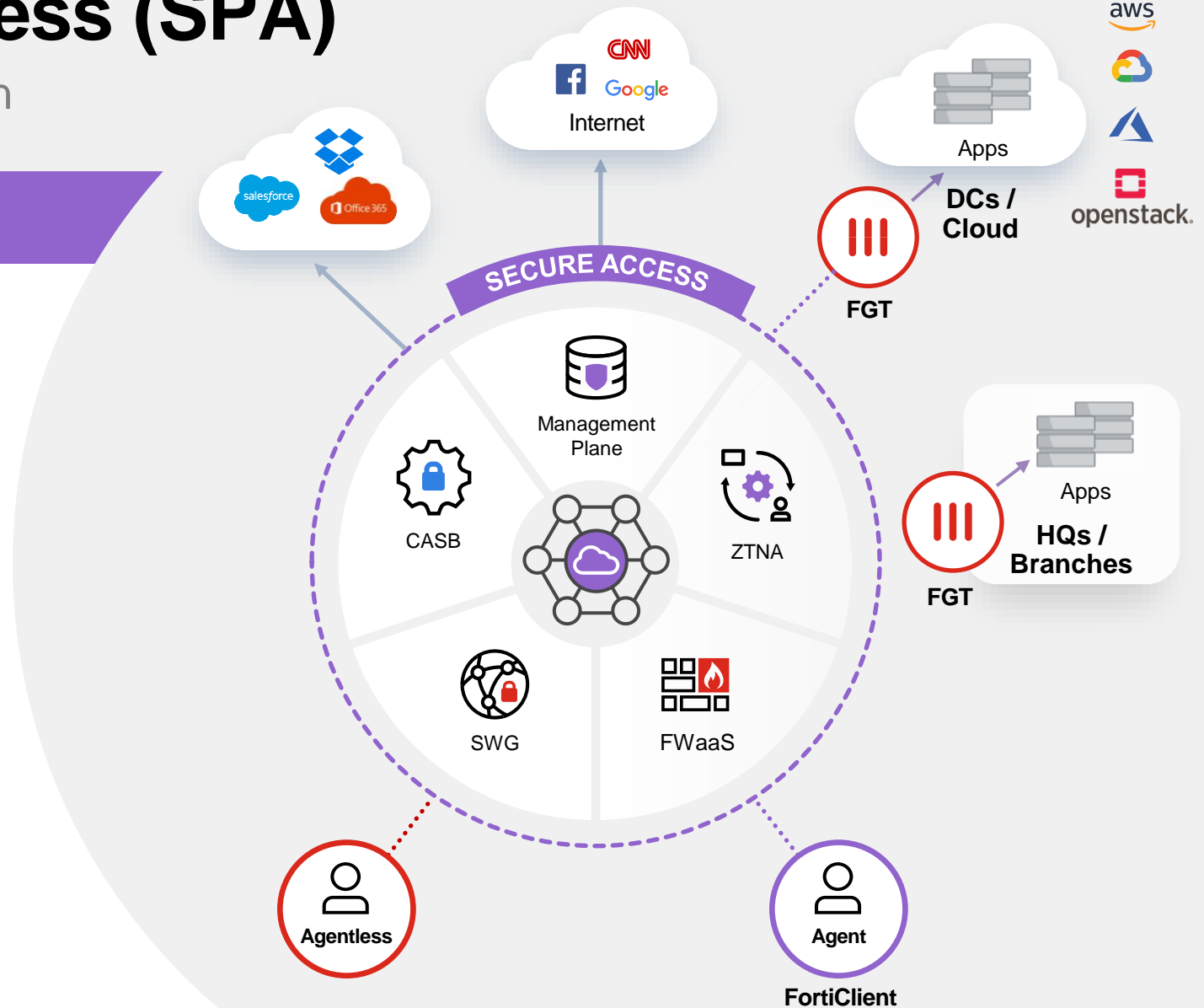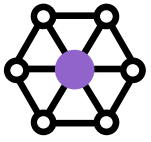
Highly granular Access Control
Context-based zero-trust access enforcement, app based and adaptive with AI/ML

On-prem SD-WAN integration
Superior user experience with full integration with Fortinet SD-WAN architecture

Internet

Apps

DCs / Cloud

FGT

openstack

SECURE ACCESS

Management Plane

CASB

ZTNA

SWG

FWaaS

FGT

Apps

HQs / Branches

Agentless

Agent

FortiClient

Secure Private Access

With natively integrated ZTNA
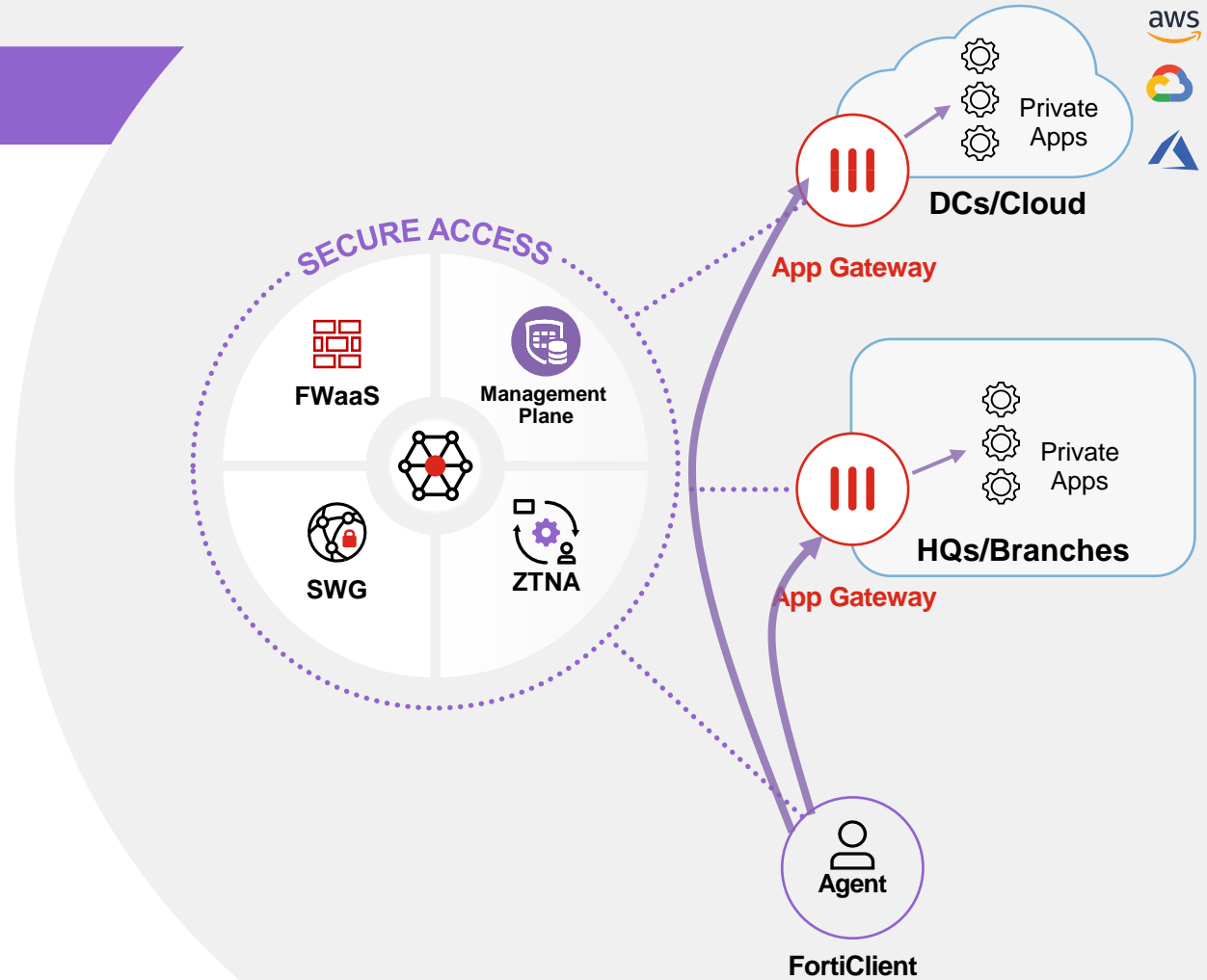
Enabling Universal ZTNA

Device attributes, **user** info, **posture-based** security

Granular per-session posture checks

Continuous posture re-assessment

SECURE ACCESS

FWaaS

Management Plane

SWG

ZTNA

App Gateway

DCs/Cloud

Private Apps

aws

App Gateway

HQs/Branches

Private Apps

Agent

FortiClient
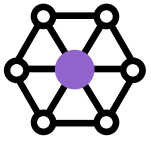
Secure Private Access

With seamless SD-WAN integration

SD-WAN Private Access

Augment to existing **SD-WAN**

Intelligent routing & steering

Broader app support
(UDP-based VoIP, video, UC)

SECURE ACCESS

Management Plane

ZTNA

SD-WAN

SWG

FWaaS

IPsec

Data Center

Private Apps

aws

IPsec

Private Apps

Data Center

Agent

FortiClient
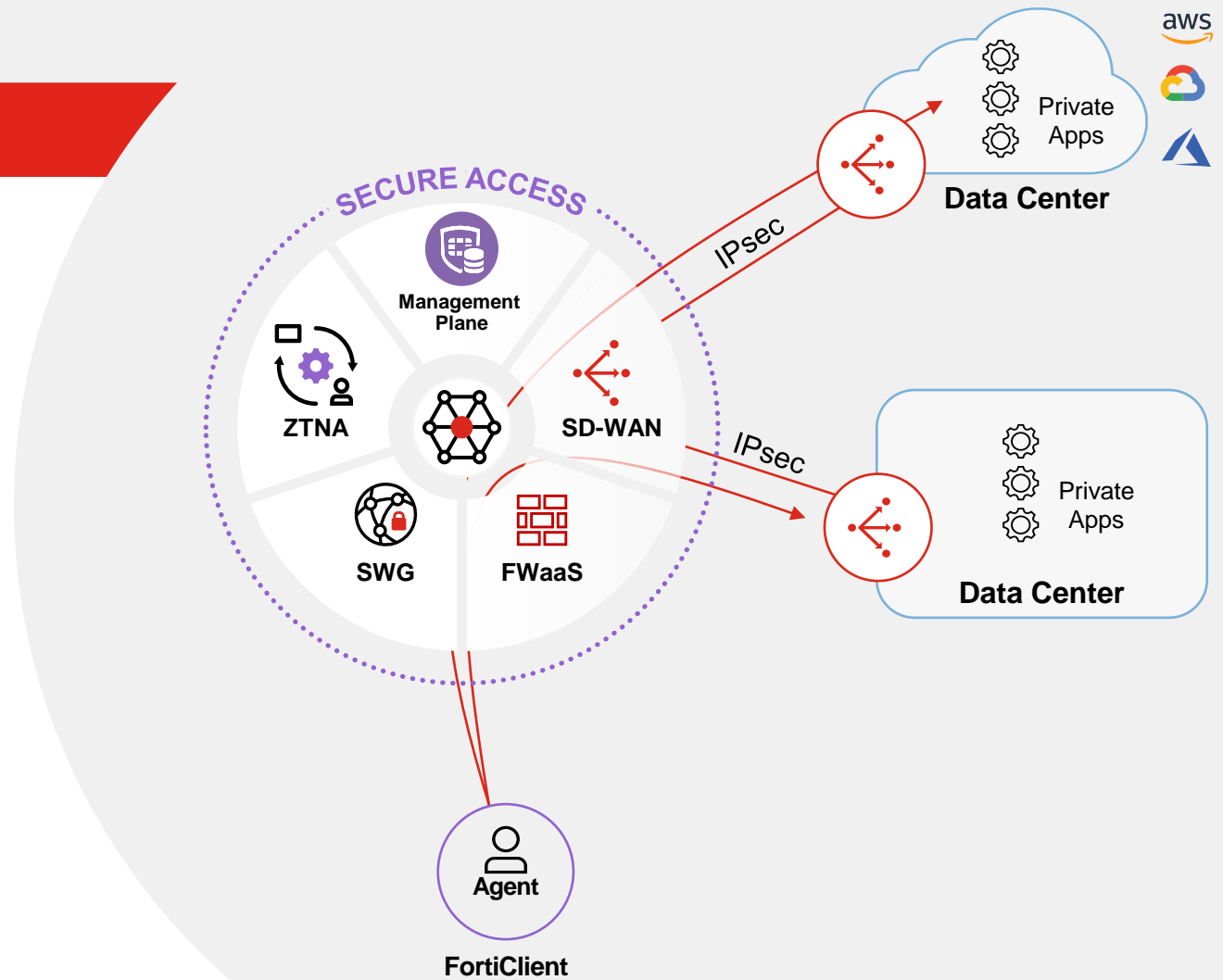
Comprehensive Visibility across Remote Users & Locations

Bridge to securely connect remote users to their private applications

SD-WAN Datacenters

Available PoPs

Remote User
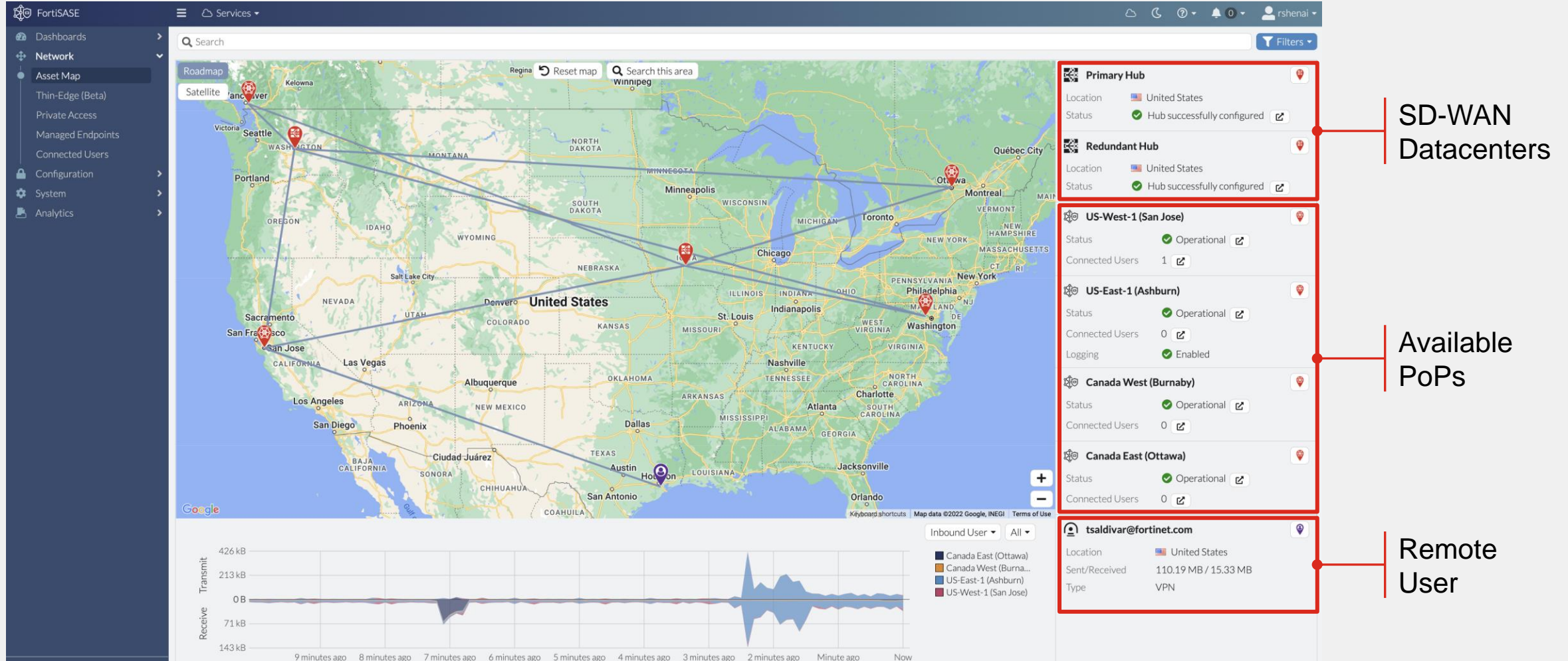
Secure SaaS Access

For Visibility and Control

Secure Access to Cloud apps and files

Cloud App Access Control
Safe Cloud Application access and blocking of malicious apps with in-line CASB feature

Deep control & view of apps content
Control over app content and files with API-based CASB for enhanced security and threat detection

Unified agent for anywhere detection
FortiClient Agent covers all the use-cases from SASE, Zero-trust, SaaS security, and End-Point Protection

Internet

SECURE ACCESS

API-CASB

Management Plane

CASB

ZTNA

SWG

FWaaS

Agentless

Agent

FortiClient
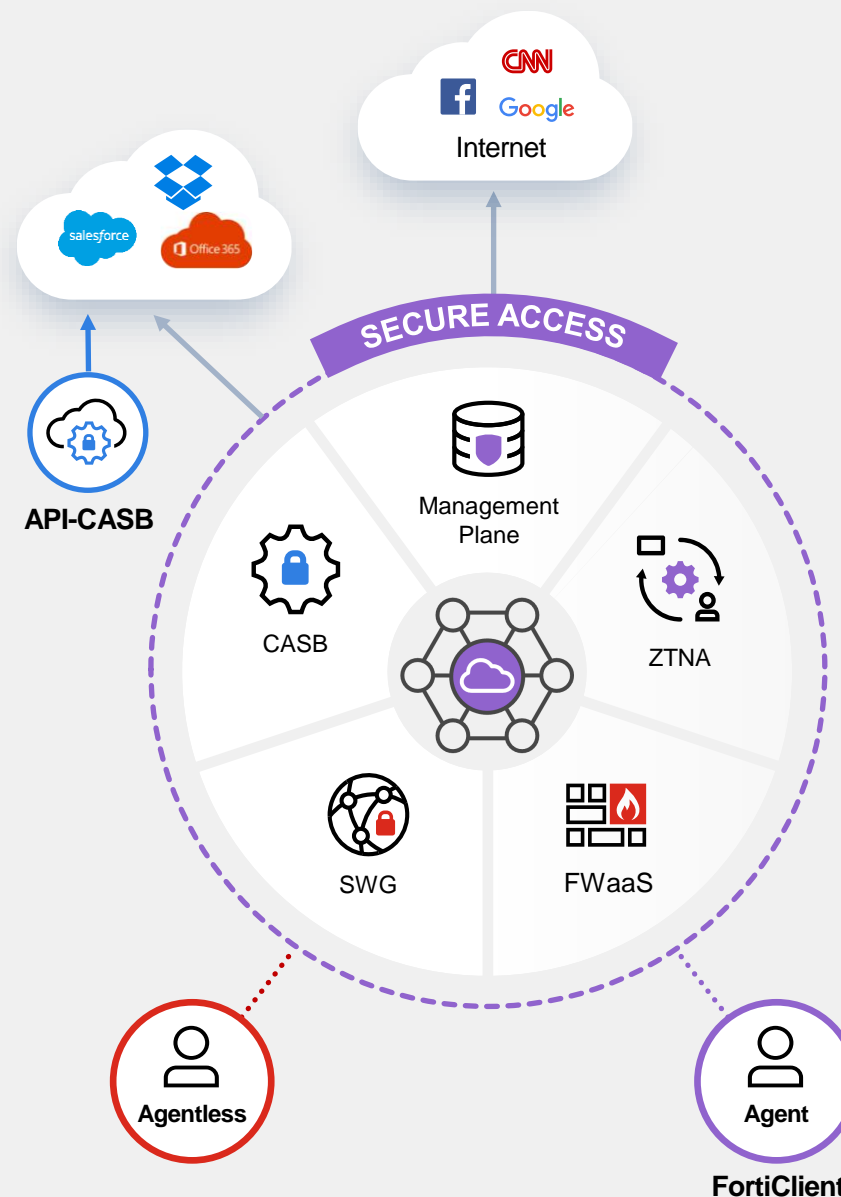
CASB: Both Inline and Out of Band for SaaS applications
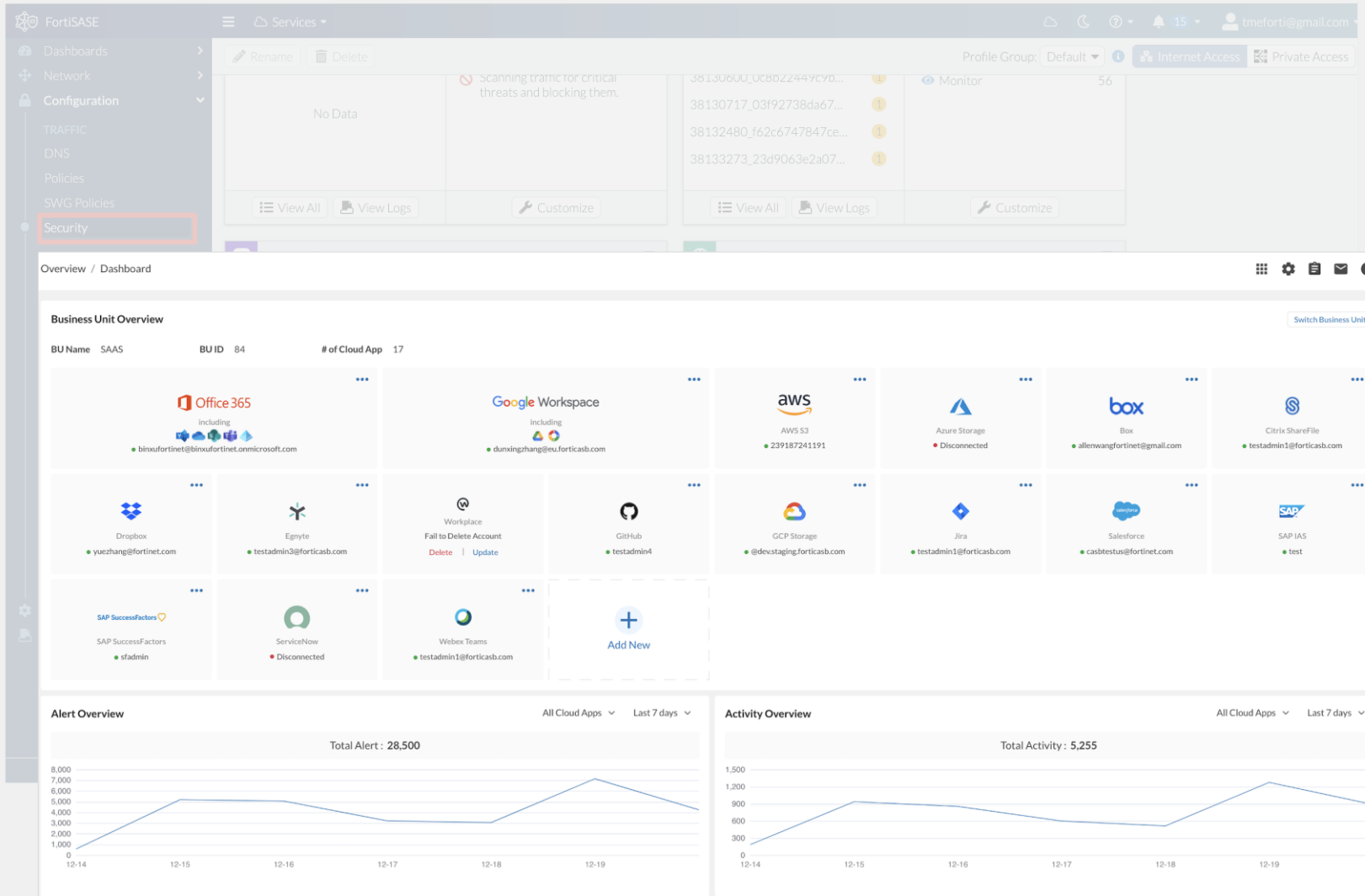
- Application status

- Activity history

- Risk statistics

- Highest risk users, files, triggered policies & countries

- Risk/usage trends

User based Licensing with Unified Agent

**SASE
Standard Offering**

Simple Turnkey Offering for Single-vendor SASE Solution

FWaaS & SWG: L3-7 Firewalling, URL-Filtering, Anti-Malware

ZTNA : Cloud-Provisioned, Device Posture checking, Continuous assessment

CASB : In-line CASB and API-Based for Managed and unmanaged devices

Endpoint Security : EPP, Sandboxing, Vulnerability Management

Cloud Logging

Cloud Managed

24 x 7 Support

Supports 3 devices per user

New: Advanced License Tier

Standard Offering

Includes:

FWaaS & SWG
ZTNA
CASB
EndPoint Security

+

Dedicated IPs
Includes dedicated IPs for the 4 regions included.

Digital Experience Monitoring
Last-mile monitoring to ensure fastest connection from each cloud location, and first-mile monitoring to easily pinpoint issues down to user's local network.

Endpoint Forensics Service
Existing FortiClient Forensics service for incident triage, investigation and response.

SOCaaS integration
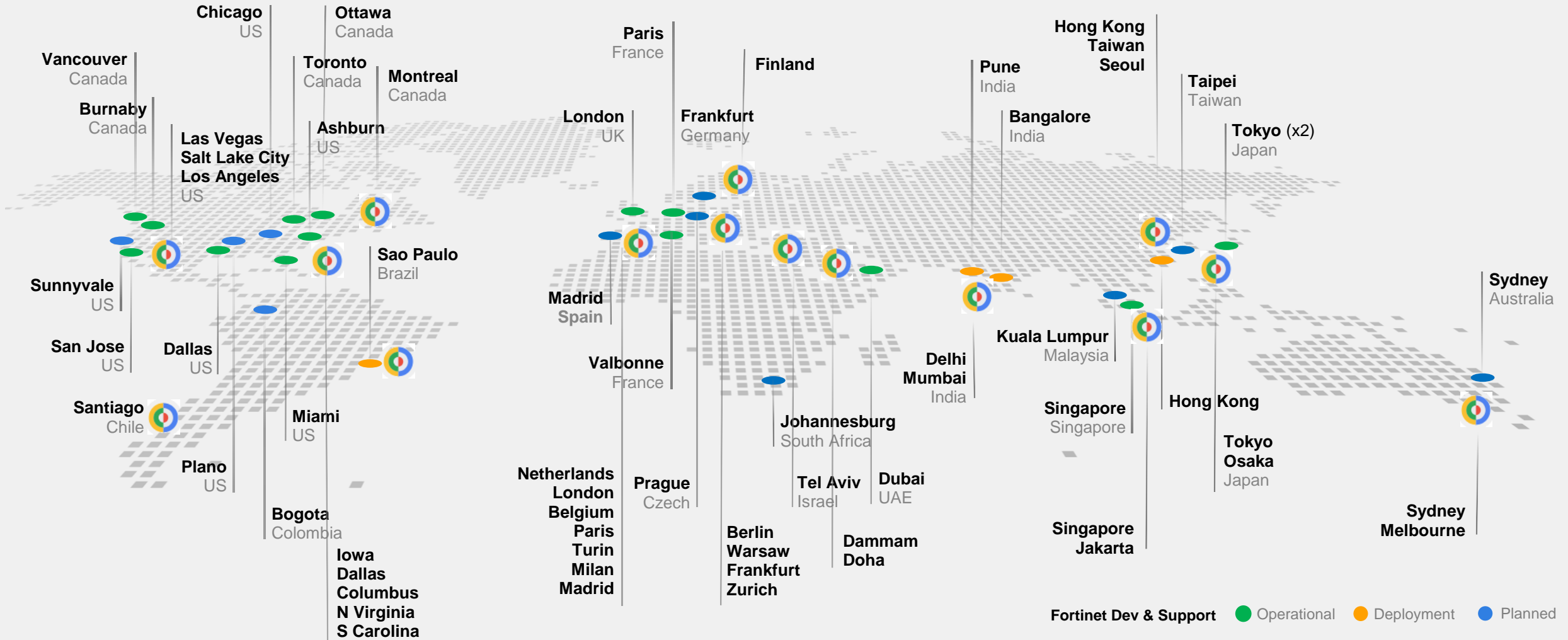On-boarding of SASE logs and use cases to SOCaaS.

Assisted on-boarding
Service delivery assistance to get up & running quickly.

Global Coverage with 100+ Locations

Chicago US
Ottawa Canada
Vancouver Canada
Burnaby Canada
Toronto Canada
Montreal Canada
Las Vegas **Salt Lake City** **Los Angeles** US
Ashburn US
Sunnyvale US
Sao Paulo Brazil
San Jose US
Dallas US
Santiago Chile
Miami US
Plano US
Bogota Colombia
Iowa **Dallas** **Columbus** **N Virginia** **S Carolina**

Paris France
Finland
London UK
Frankfurt Germany
Madrid Spain
Valbonne France
Johannesburg South Africa
Netherlands **London** **Belgium** **Paris** **Turin** **Milan** **Madrid**
Prague Czech
Berlin **Warsaw** **Frankfurt** **Zurich**
Tel Aviv Israel
Dubai UAE
Dammam **Doha**

Pune India
Hong Kong **Taiwan** **Seoul**
Bangalore India
Taipei Taiwan
Tokyo (x2) Japan
Delhi **Mumbai** India
Kuala Lumpur Malaysia
Sydney Australia
Singapore Singapore
Hong Kong
Tokyo **Osaka** Japan
Singapore **Jakarta**
Sydney **Melbourne**

Fortinet Dev & Support   ● Operational   ● Deployment   ● Planned

Foundational Elements for Fortinet Universal SASE

1 FortiOS Powered Convergence

OS

FortiOS

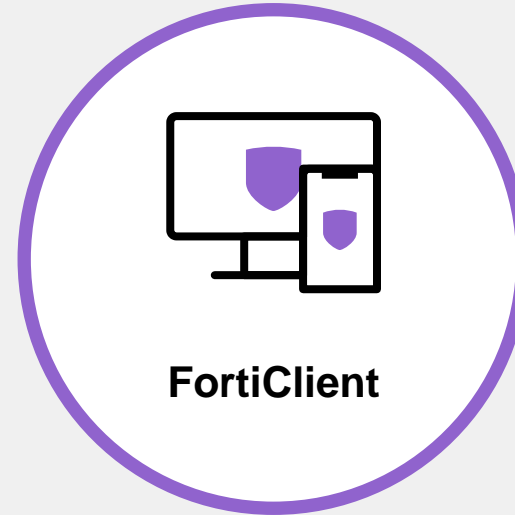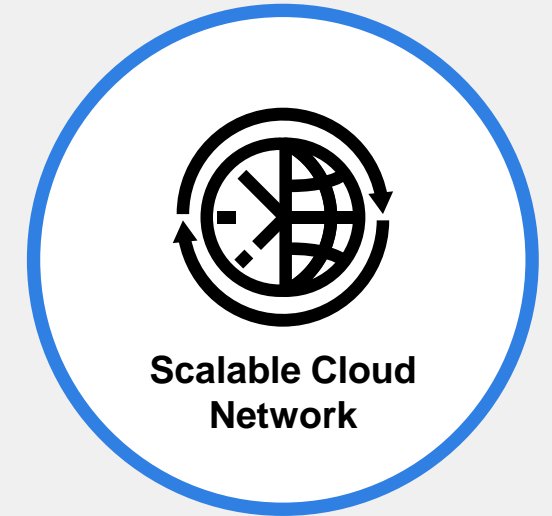**2** AI / ML Driven FortiGuard Security

AI-Security

3 Unified FortiClient Agent

FortiClient

4 Full Security Stack Per PoP

Scalable Cloud Network

Simplifying Operations and Cost Savings

Consistent Security Posture

Better User Experience

Analyst & Customer Validation

Recognized by Industry Analysts

Gartner Single-Vendor SASE

Aug. 2023 Magic Quadrant for
Single-Vendor SASE

Fortinet Recognized as a Challenger

Forrester SASE/ZTE

Aug. 2023 Forrester Wave
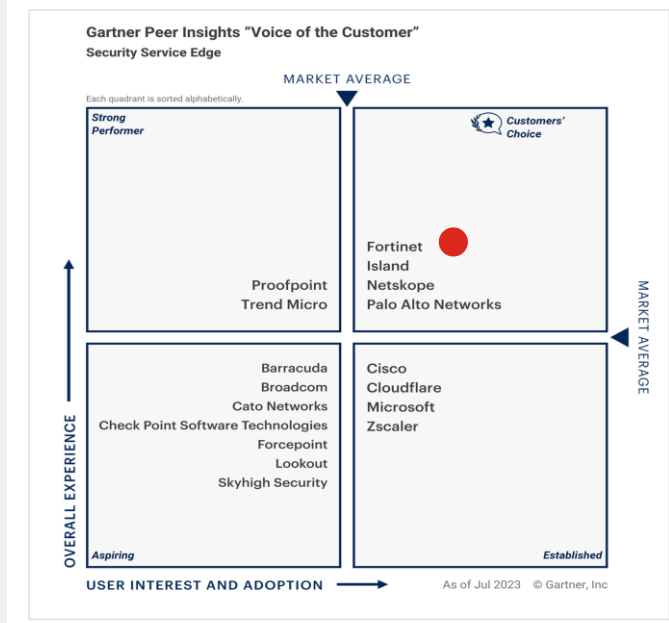Zero Trust Edge Solutions

Fortinet Recognized as a Leader

Gartner SSE Customer Choice

Oct. 2023 Gartner SSE Peer Insights
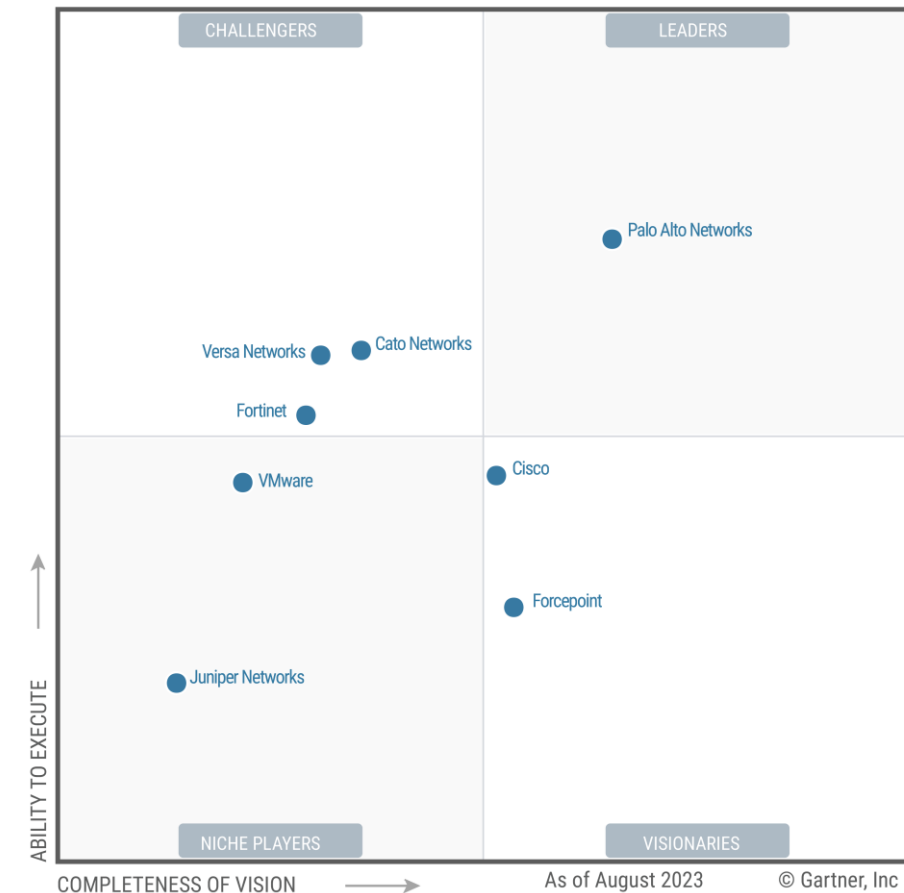
Fortinet Receives Customer Choice Award

Unified Management, Universal Zero Trust and Consistent AI-Powered Security

Fortinet Recognized as a Challenger in the Inaugural 2023 Gartner® Magic Quadrant™ for Single-Vendor SASE

Figure 1: Magic Quadrant for Single-Vendor SASE

Fortinet named a Challenger in this report, 1st ever Magic Quadrant™ for Single-Vendor SASE

Gartner, Magic Quadrant for Single-Vendor SASE, Andrew Lerner, Jonathan Forest, Neil MacDonald, Nat Smith, Charlie Winckless, 16 August 2023

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Fortinet Named a Leader in the Forrester Wave™: Zero Trust Edge (ZTE) Solutions, Q3, 2023
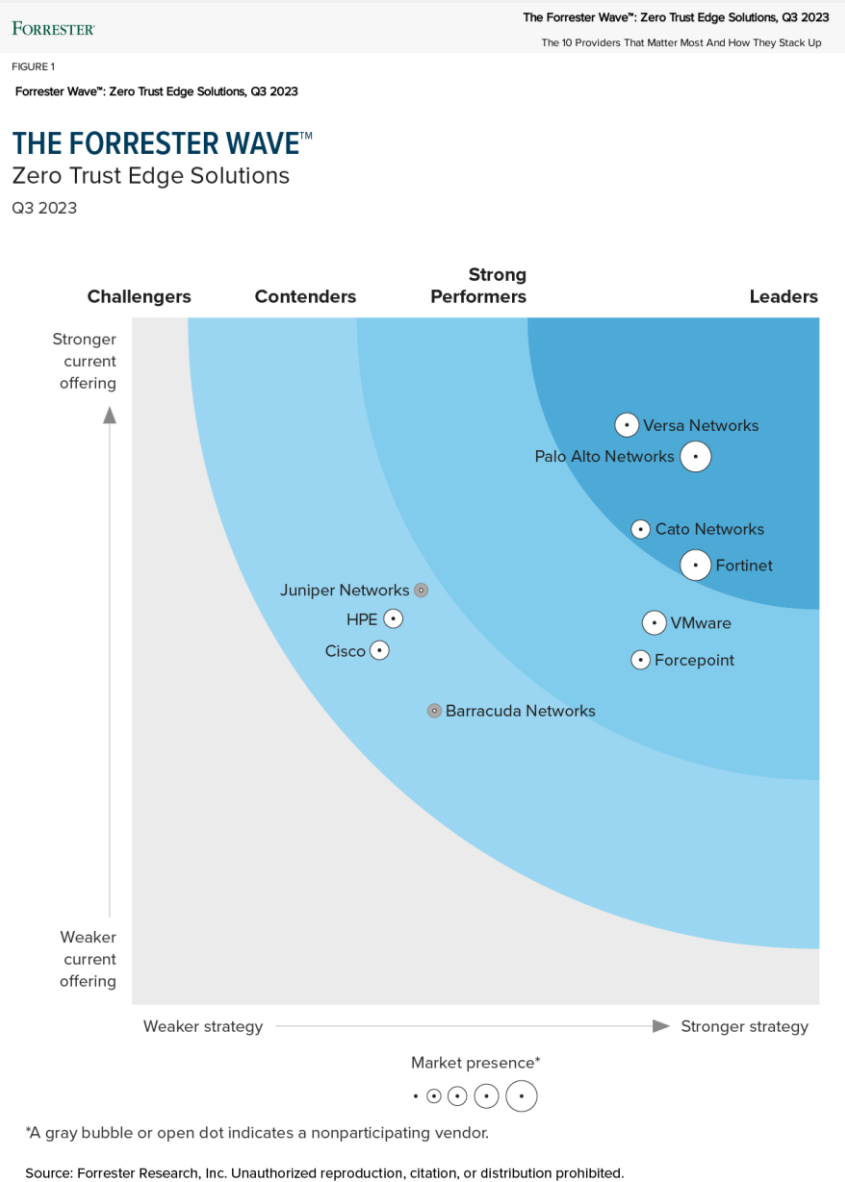
Fortinet Received the Top Score in the Strategy Category (Tied) and the Second Highest Score in the Market Presence Category

"Fortinet balances security and networking with eye-popping value"

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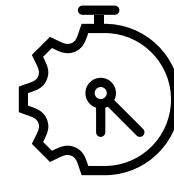# Key Business Outcomes

Not all SASE solutions are created equal…

Consistent Security Posture

Overcome security gaps and minimize the attack surface with AI-powered security

Better User Experience

Intelligent steering and dynamic routing via Cloud-Delivered SD-WAN

Operational Efficiency

Consolidate point products with Single-Vendor SASE approach and shift to OPEX based model