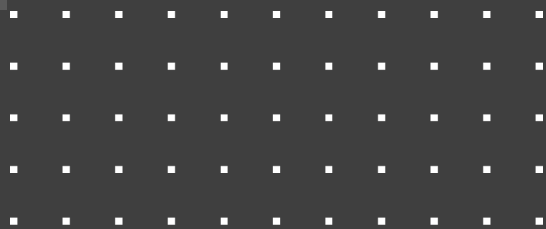


FortiSASE: Sicherer und agiler Netzwerkzugang für die Zukunft der Unternehmens-IT

Patrick Burmester



Market Trends

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

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



From VPN to ZTNA

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

Vendor consolidation

75% of Organizations Are Pursuing Security Vendor Consolidation

<https://www.gartner.com/en/human-resources/trends/how-organizations-are-supporting-a-hybrid-workforce>

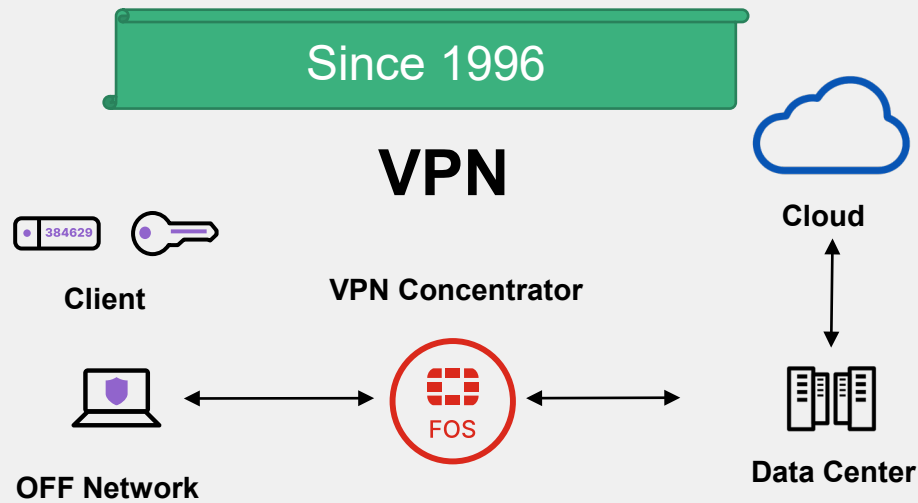
<https://www.gartner.com/en/newsroom/press-releases/gartner-identifies-three-factors-influencing-growth-#>

<https://www.gartner.com/en/digital-markets/insights/saas-growth-strategy>

<https://www.gartner.com/en/newsroom/press-releases/gartner-survey-shows-seventy-five-percent-of-organizations-are-pursuing-security-vendor-consolidation>



Evolution from Traditional VPN to ZTNA



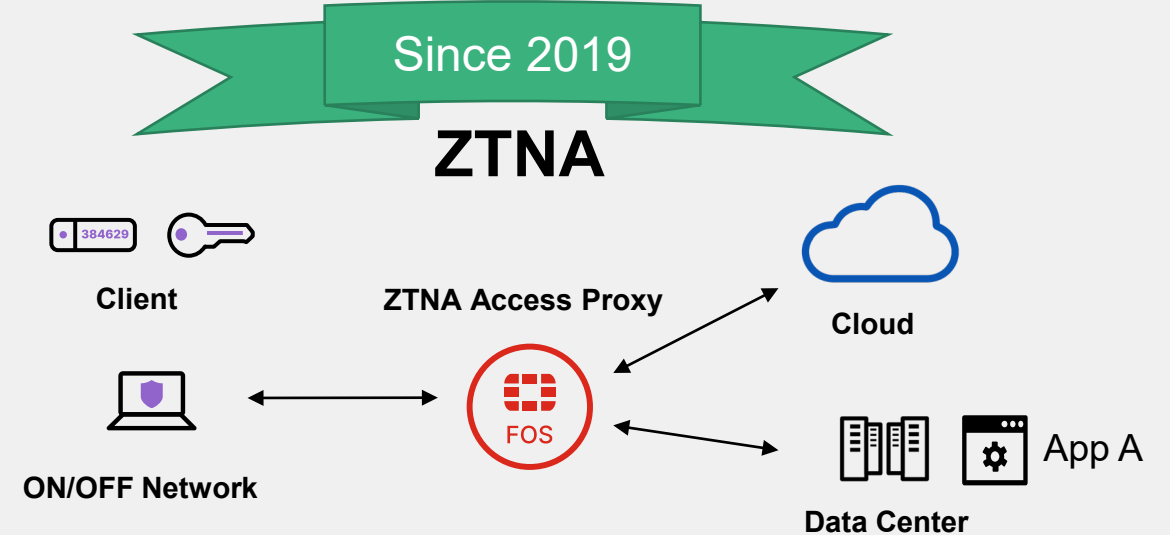
One Time Trust Check

No Device Check

Access Network

Generic Rule Set

For Remote User



Continuous Trust Check

Full Posture Check

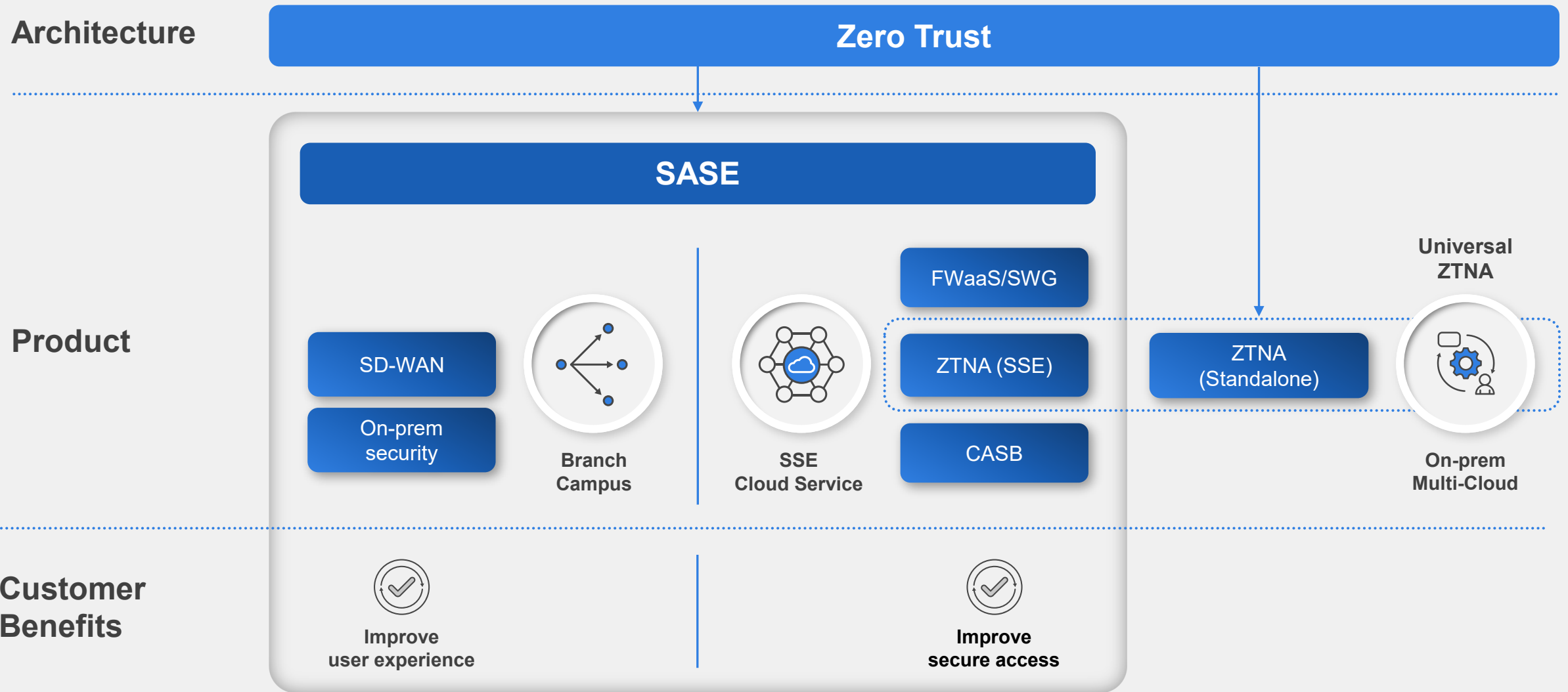
Access Specific Application

User Contextual Rule Set

For All User

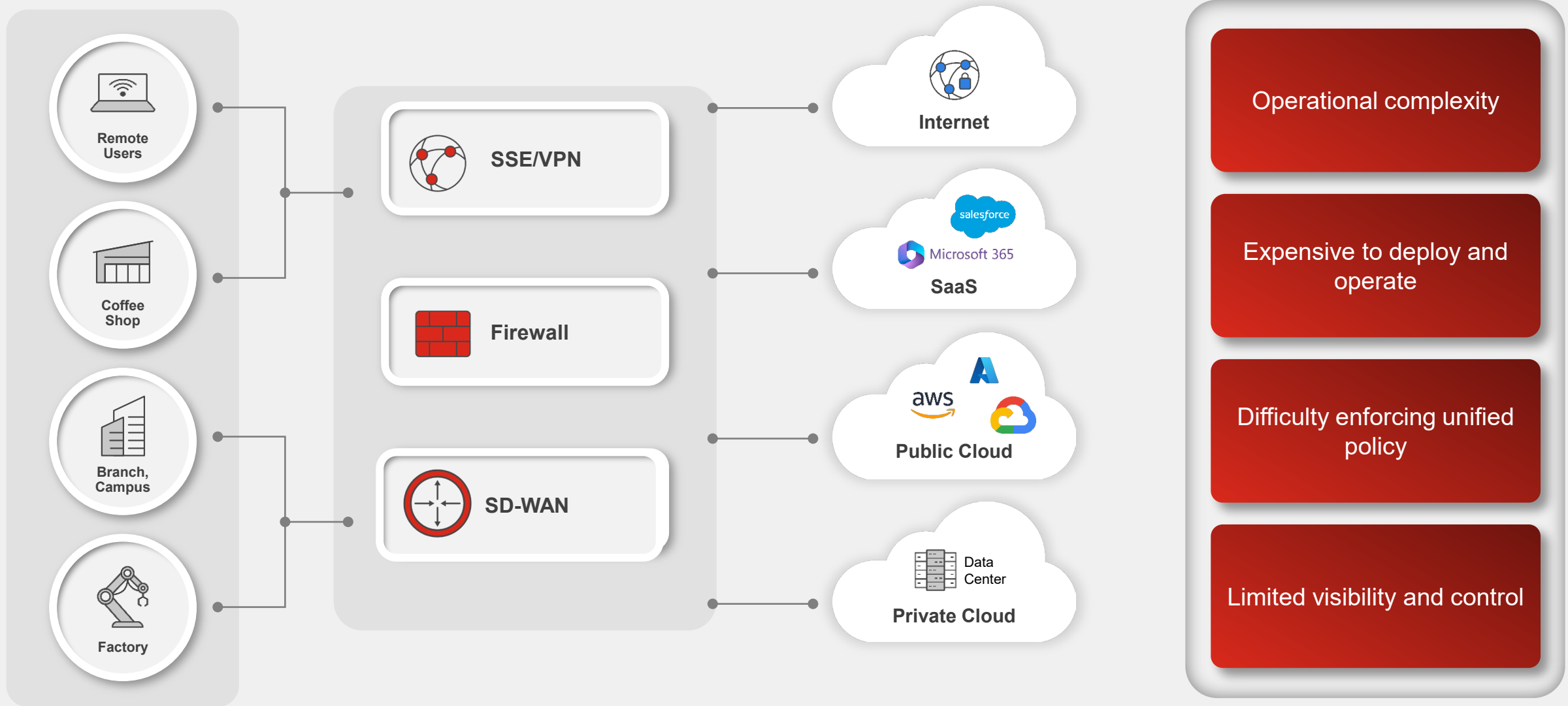


What is Secure Access Service Edge (SASE)?



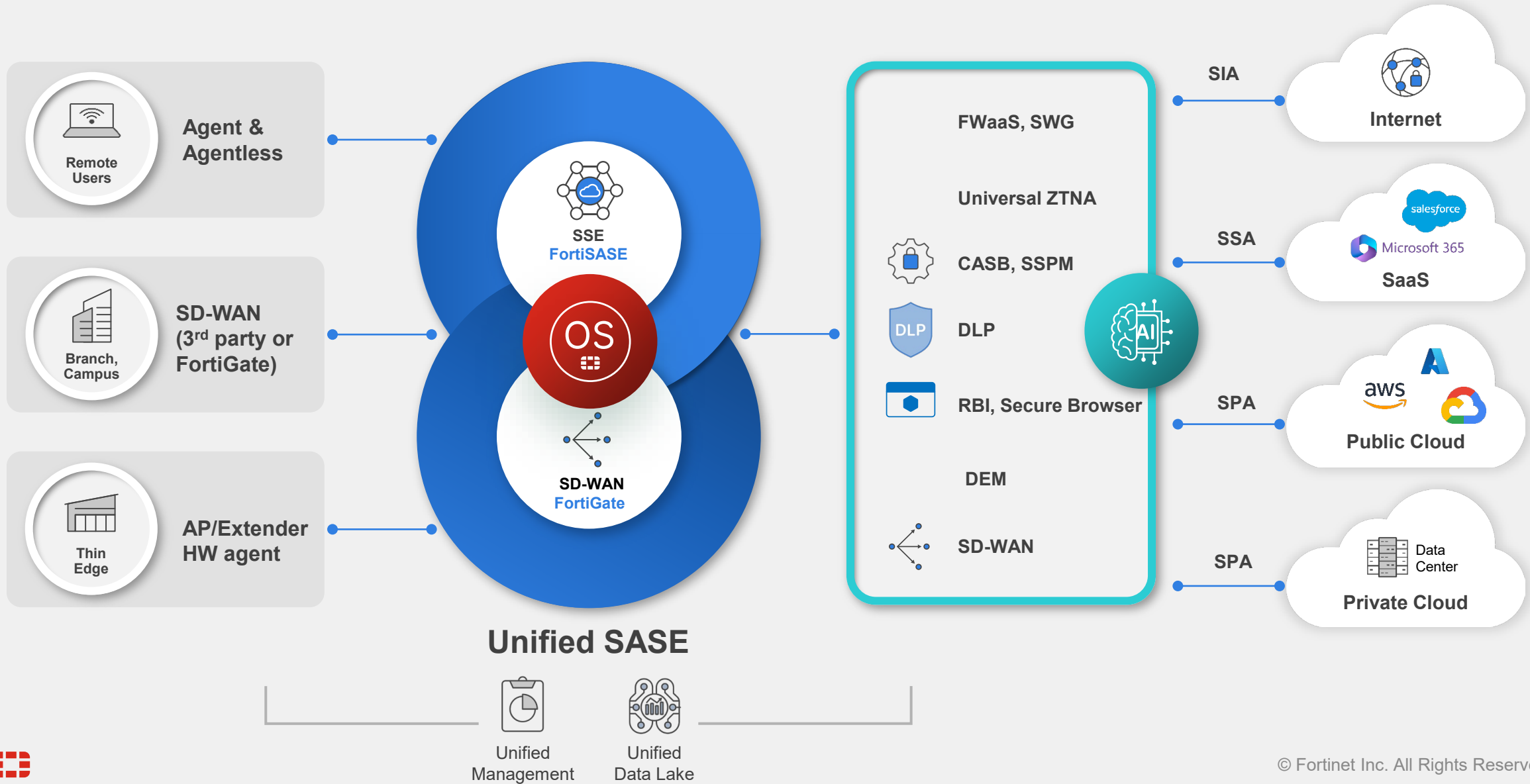
- SWG = Secure Web Gateway / FWaaS = Firewall-as-a-Service, which protect users and devices from web-based threats.
- ZTNA = Zero Trust Network Access, providing secure, identity-based access with explicit control.
- CASB = Cloud Access Security Broker, which ensures secure access to SaaS applications and safeguards sensitive data.

Point products bring complexity and additional costs



Most Unified, Flexible, Intelligent SASE Solution

3 in 1 consolidation of point products with Unified SASE



FortiSASE Use Cases



Business Outcomes of Unified SASE Solution

CONSISTENT SECURITY

REDUCING COST

BETTER USER EXPERIENCE

Unified Secure Access for Hybrid Workers

Fortinet Secure Access Service Edge (SASE) solution enables secure access to web, cloud, and applications for hybrid workforce, simplifying operations and universal Zero Trust



50%

Reduction in man hours for operations with consistent security

Eliminated gaps in security for remote users by providing same level of security as in office



68%

Reduction in TCO with consolidation

Reduced TCO and simplified operations using single console to centrally manage all components



10x

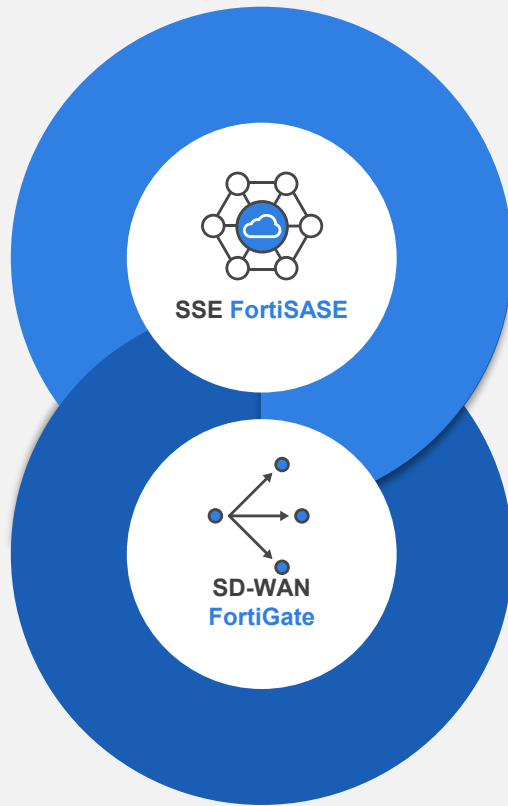
Improvement in performance

Improved user and guest experience with accessing applications



Unified SASE – Key Use-cases

Key Use-cases



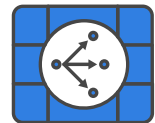
Secure Internet and SaaS Access

Ensures safe and controlled access to the internet by enforcing security policies, threat protection, and data loss prevention for hybrid workforce.



Secure Private Access

Enables secure, explicit access to private applications using zero trust mindset. It replaces traditional VPNs with a flexible policy enforcement and better user experience.



Single Vendor, SD-WAN to SASE Expansion

Transforming SD-WAN to SASE with a Single Vendor simplifies network and security integration. It enables unified policy enforcement, enhancing performance and reducing complexity.

Customer #1

FIRMOGRAPHICS

Fortune 300

Automotive Retailer

200+ Locations

15,000+ Employees



Need for Securing
Managed Devices

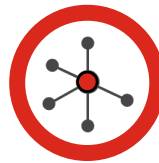
Remote users bypass
VPN

Breach and incumbent
EDR vendor outage

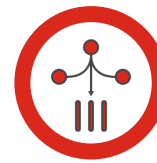
Business Objective/Desired Outcome

As a Fortinet on-premise Firewall customer, the CISO sought new cloud security initiatives to protect the remote workforce accessing the internet, private applications and SaaS

Technical Requirements



Integration
with
FortiGate



Simplify
Operations



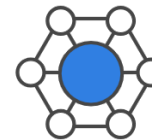
Secure SASE for
Chromebooks



- Remote employees
- Solution to secure LAN
- Integration with FortiGates

- Ease of Operations
- Infrastructure simplification
- Uniform security posture

Fortinet Solution



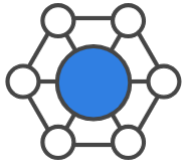
FortiSASE

- Secure Internet Access
- Secure Private Access
- Secure SaaS Access



Secure Internet and SaaS Access

SOLUTION SPECS



FortiSASE

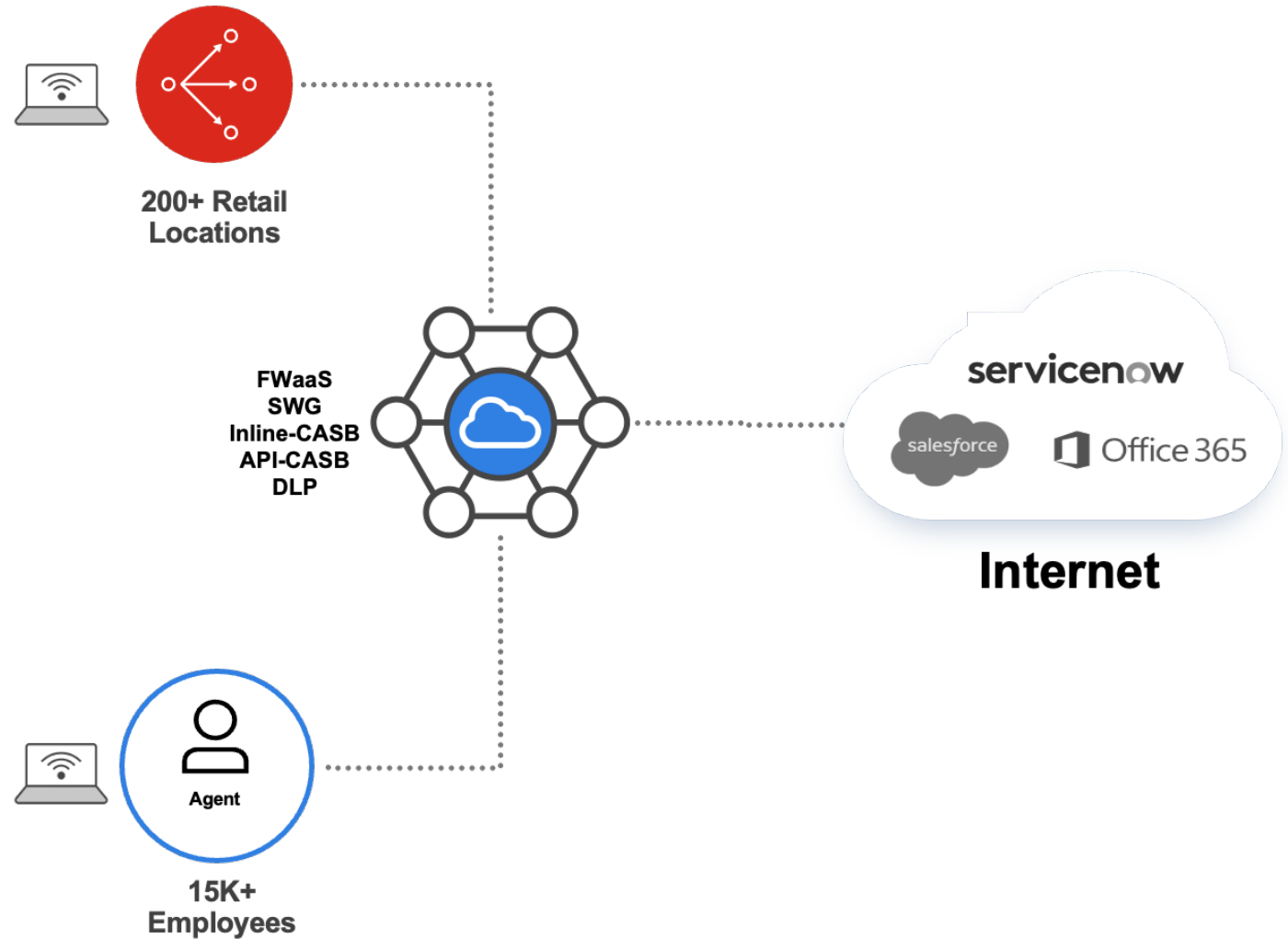
Use Case:

**Secure remote
workforce access**

15,800 Managed
Licenses

Thin Edges

Connect to FortiGate
NGFWs in the DC



Business Outcomes

Benefits of Unified SASE

Integration, consolidation, comprehensive visibility

Infrastructure Simplification

Reduce vendor footprint by moving to Fortinet SD-WAN and LAN

Simplified operations and cost reduction

Consolidation and integration

Tight integration between networking and security with unified management

Limited new learning curve

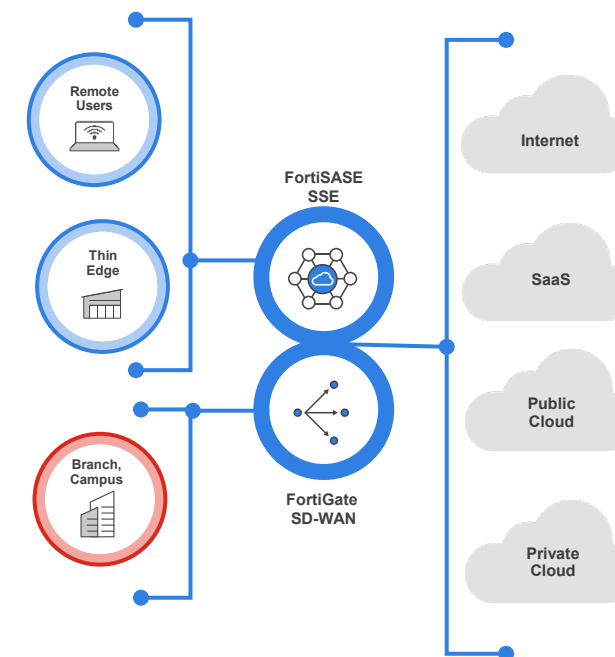
Future proof security

Secure all employee Chromebook through industry leading cloud delivered security

AI/ML driven security efficacy

Unified SASE

Unified SASE Secures Access and Protects Networks, Applications, and Data On Any Cloud



Customer #2

FIRMOGRAPHICS

Engineering services firm

1300 employees

3 countries



Improve security of
current VPN access

Lack of endpoint posture
validation

Risks with exposure of
services to Internet

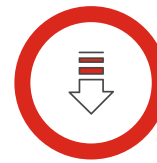
Business Objective/Desired Outcome

VPN replacement solution to reduce risk with endpoint posture validation, limited application exposure and provide low latency access

Technical Requirements



Endpoint
Posture
Validation



Low Latency
Access



Multi-Factor
Authentication



- Endpoint posture validation
- Location independent access
- Low latency access

- No steering to cloud for on-prem access
- Limit application exposure to Internet
- Multi-factor authentication

Fortinet Solution



- Secure Access from anywhere
- Continuous Posture Validation
- Multi-factor Authentication



Secure Private Access with ZTNA

SOLUTION SPECS



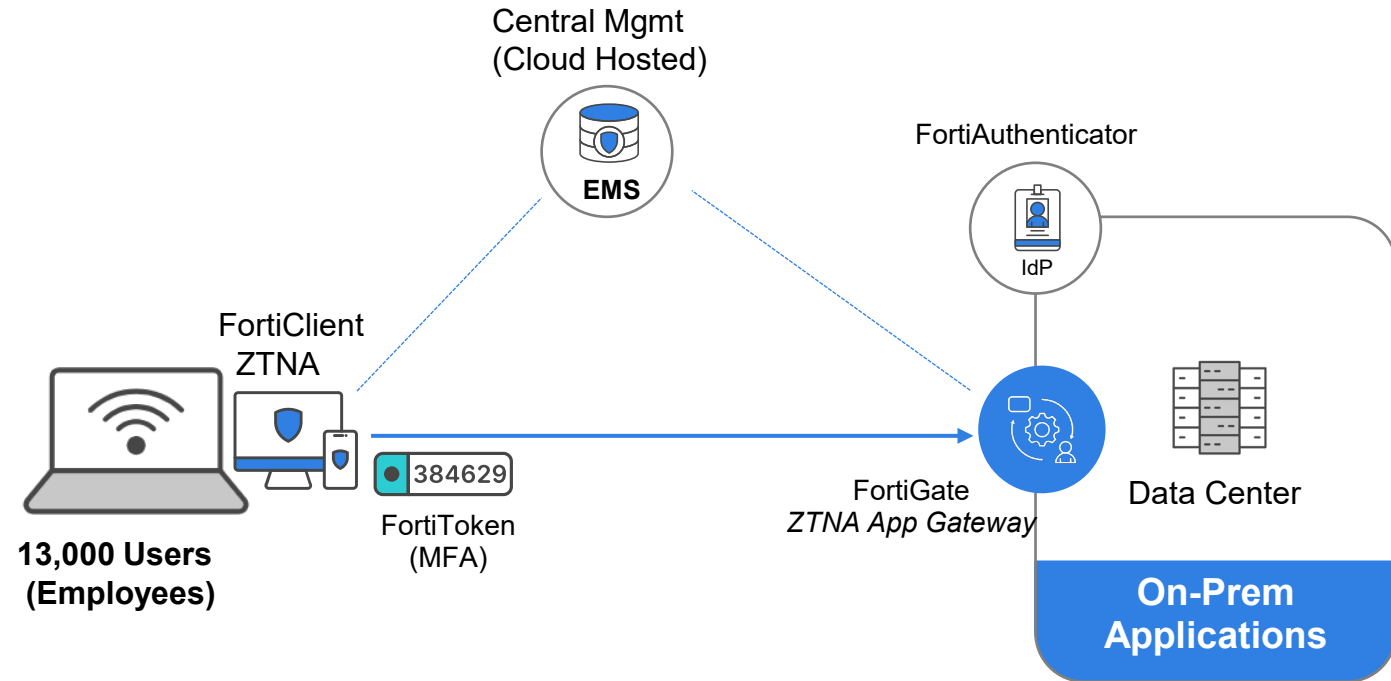
Use Case: VPN Replacement

1300 user licenses

FortiClient ZTNA

FortiAuthenticator

FortiToken



Business Outcomes – Customer #2

Benefits of Universal ZTNA

Reduce attack surface, Low latency access, Integration

Reduced attack surface

Endpoint posture validation, limited exposure of applications to Internet

Reduce risks, prevent data breaches

Low Latency access

Avoid steering all traffic to cloud for on-prem access

Better user experience from any location

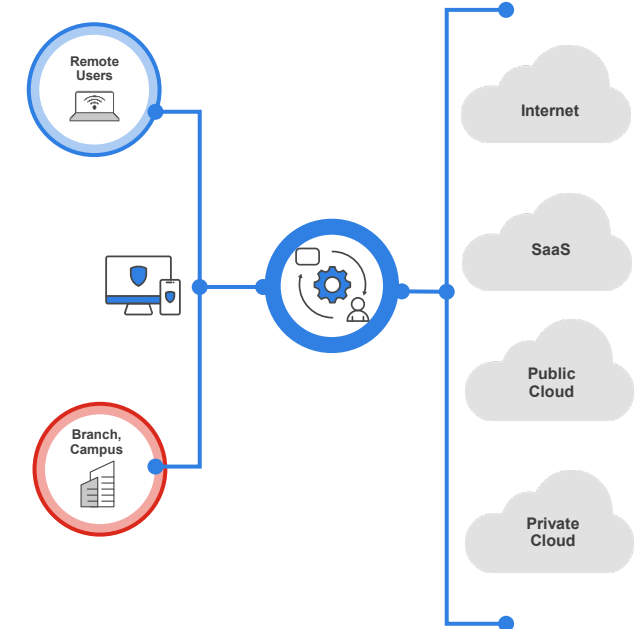
Integrated solution

Turn-key solution including MFA and Identity management

Lower TCO and faster deployment

Universal ZTNA

Universal ZTNA provides Secure, Fast Access to Users from any location to applications anywhere



Customer #3

FIRMOGRAPHICS

Healthcare

15 Locations



Burned by incumbent vendor price hikes

Poor visibility and support

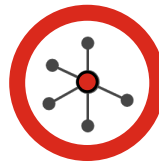
Complex to deploy and manage

Customer

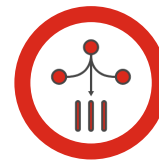
Business Objective/Desired Outcome

The CISO's initial focus was on replacing the aging firewalls, but with an increased emphasis on Zero Trust, FortiSASE proved to be a valuable solution

Technical Requirements



Zero trust
for all users



Simplify
deployment



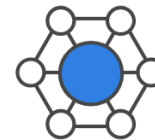
Ensure Compliance
for PII and PHI



- Compliance at all locations
- Zero trust for all users
- Ease of Operations

- Secure SD-WAN
- Unrestricted bandwidth with SD-WAN
- Empower lean IT team

Fortinet Solution



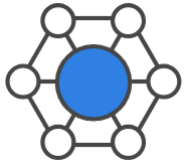
FortiSASE

- Secure Internet Access
- Secure Private Access
- Secure SaaS Access



Single-vendor – SD-WAN to SASE Expansion

SOLUTION SPECS



FortiSASE

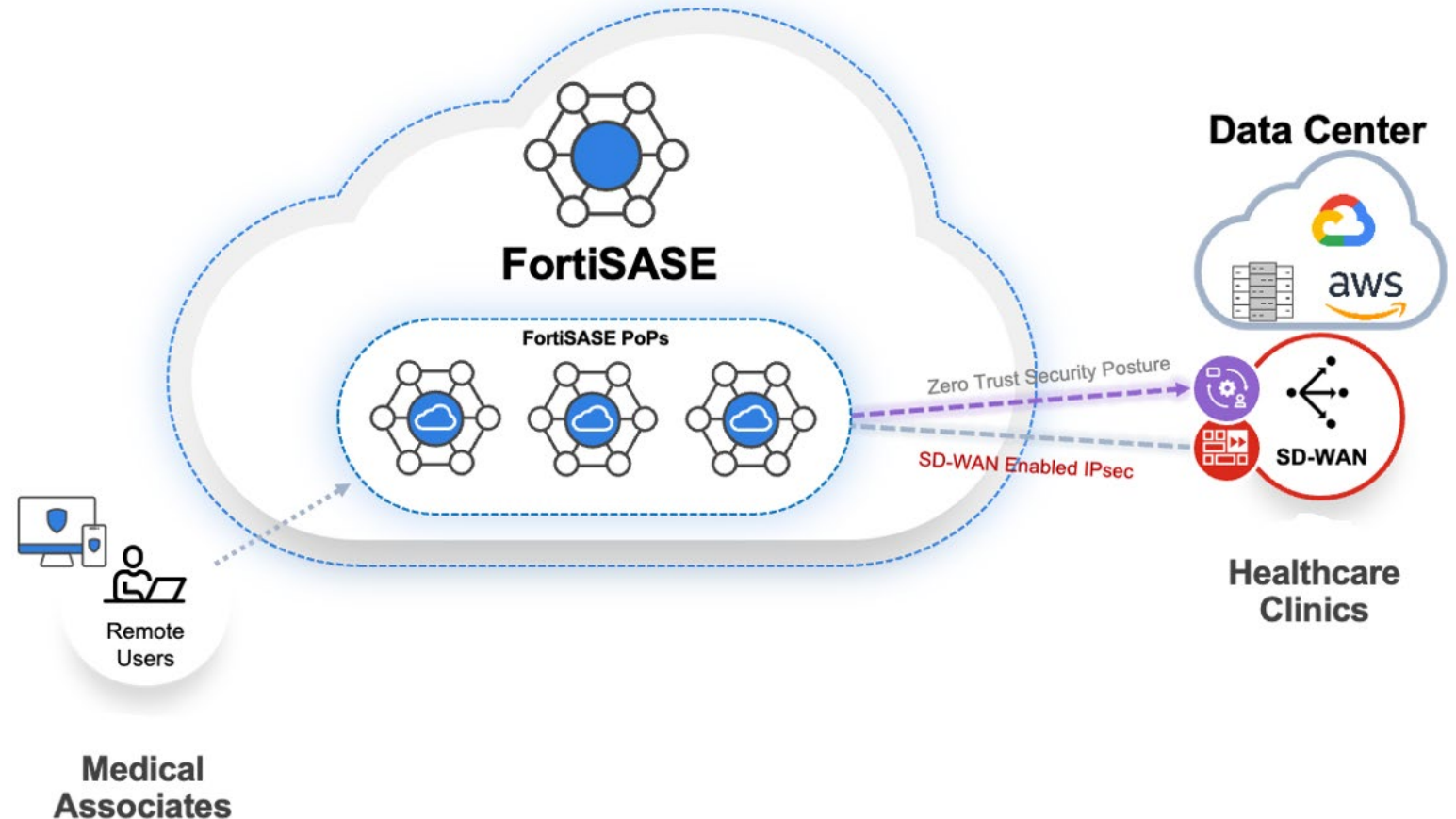
Use Case:

**Secure all health
care associates**

500 Managed Licenses

Secure SD-WAN

ZTNA



Business Outcomes

Benefits of Unified SASE

Integration, consolidation, comprehensive visibility

Universal Zero Trust

Uniform and consistent ZTNA policies for all users either in clinic or remote

Secure with Zero Trust Strategy

Empower lean IT team

Simple deployment and operations, integrated SD-WAN, native SOCaaS

SOCaaS with FortiSASE

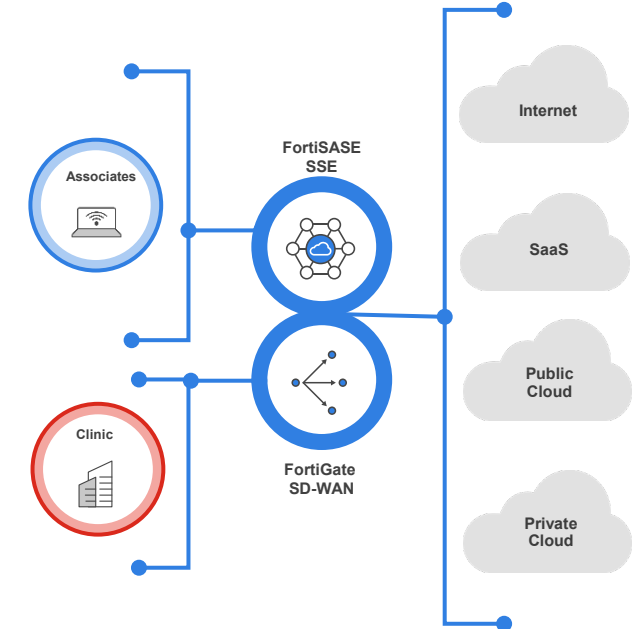
Strong security with best TCO

Reduction in cost by 4X with AI/ML driven FortiGuard threat intelligence

AI/ML driven security efficacy

Unified SASE

Unified SASE Secures Access and Protects Networks, Applications, and Data On Any Cloud



FortiSASE Technologys



Unified SASE Largest Global Network of POPs



Owned Infrastructure

5M+
Total sq ft

Lower TCO

Cost savings for customers

High Availability

99.999%
FortiSASE SLA Target

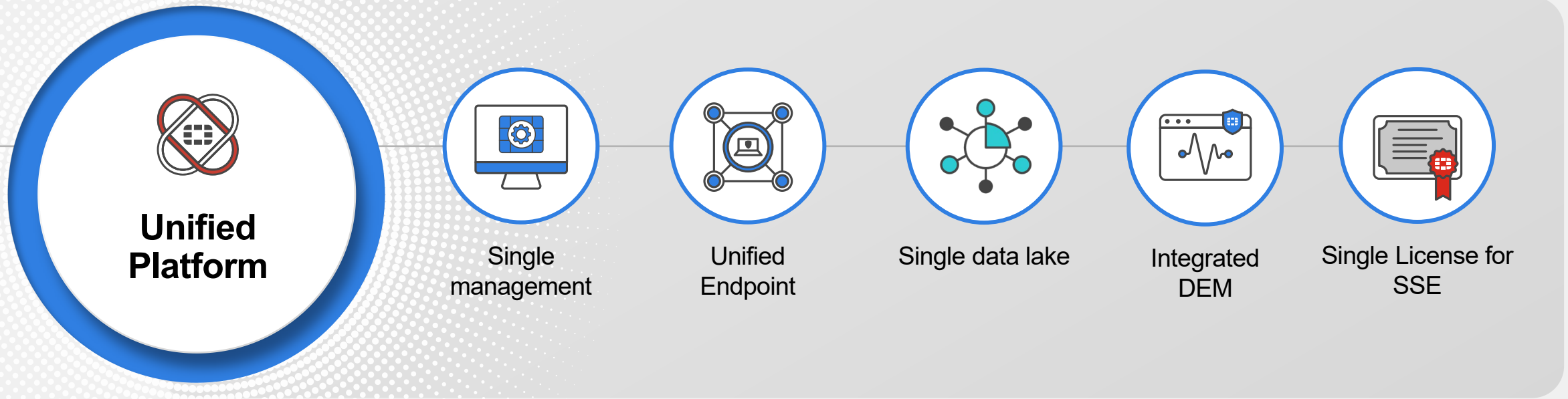
Scale

170+ global cloud locations.
Flexibility to choose
cloud provider.



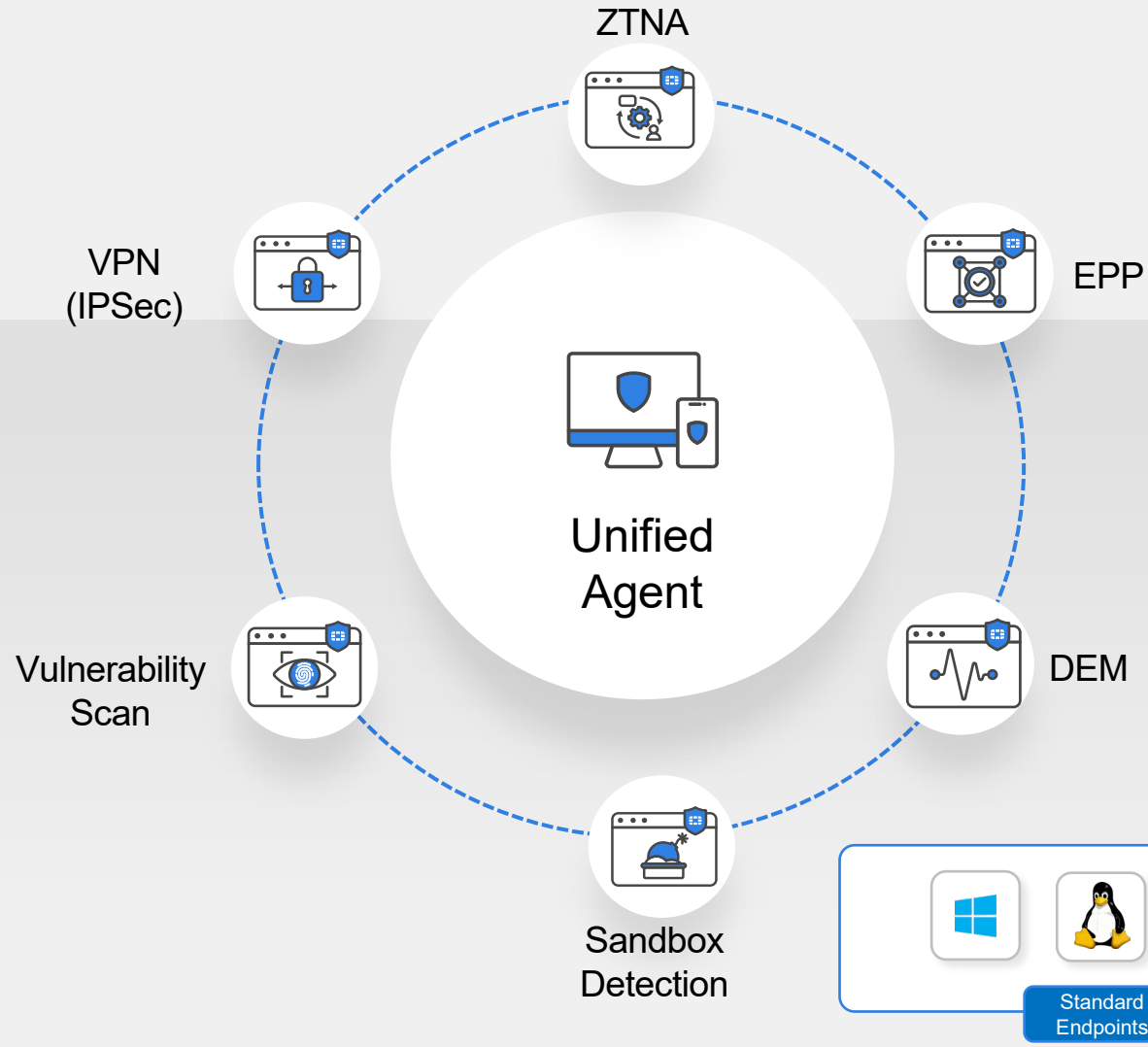
Truly unified and organically developed SASE solution

Single OS, unified agent, unified management, unified data lake, 3 in 1 consolidation



Industry's 1st Unified Endpoint Agent with SASE

Condense multiple capabilities into a single agent for ease of deployment and operations



Eliminate agent sprawl

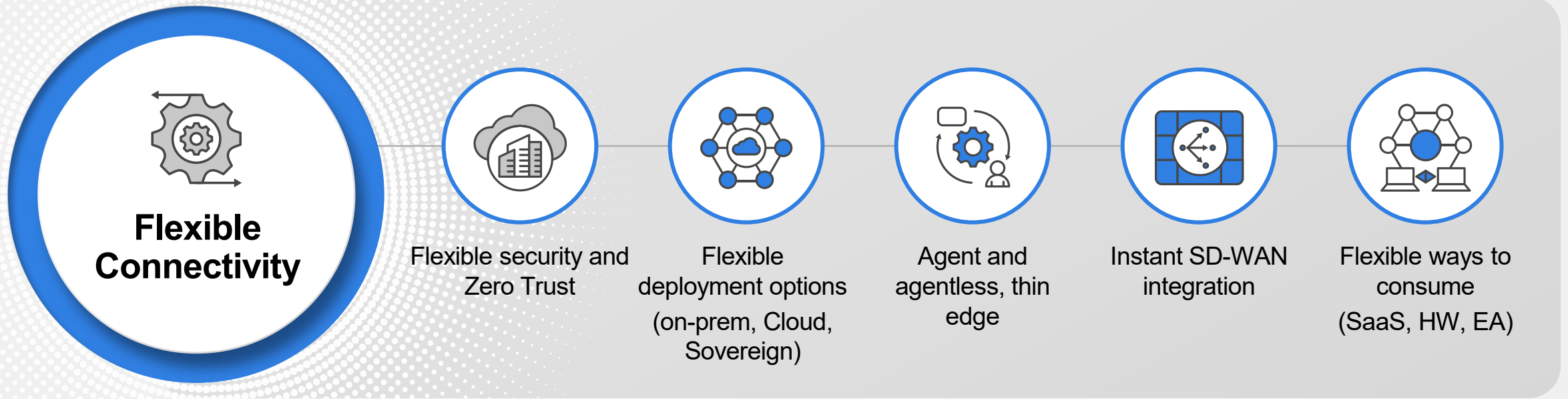
Simplify operations

Improve security posture



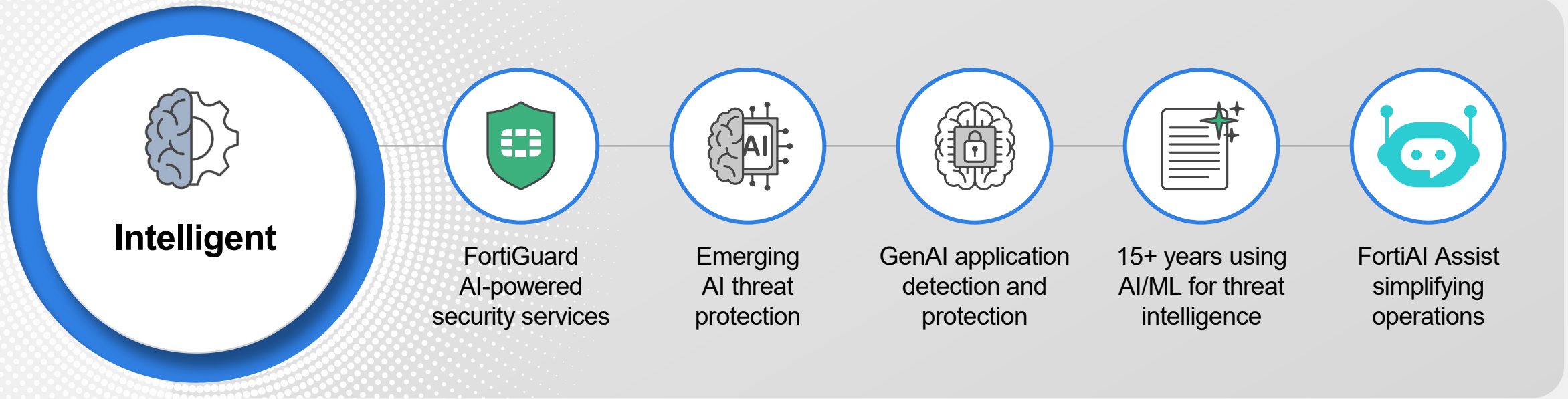
Most flexible deployment and capabilities

Flexible branch connectivity, unmanaged devices, global PoPs, flexible consumption



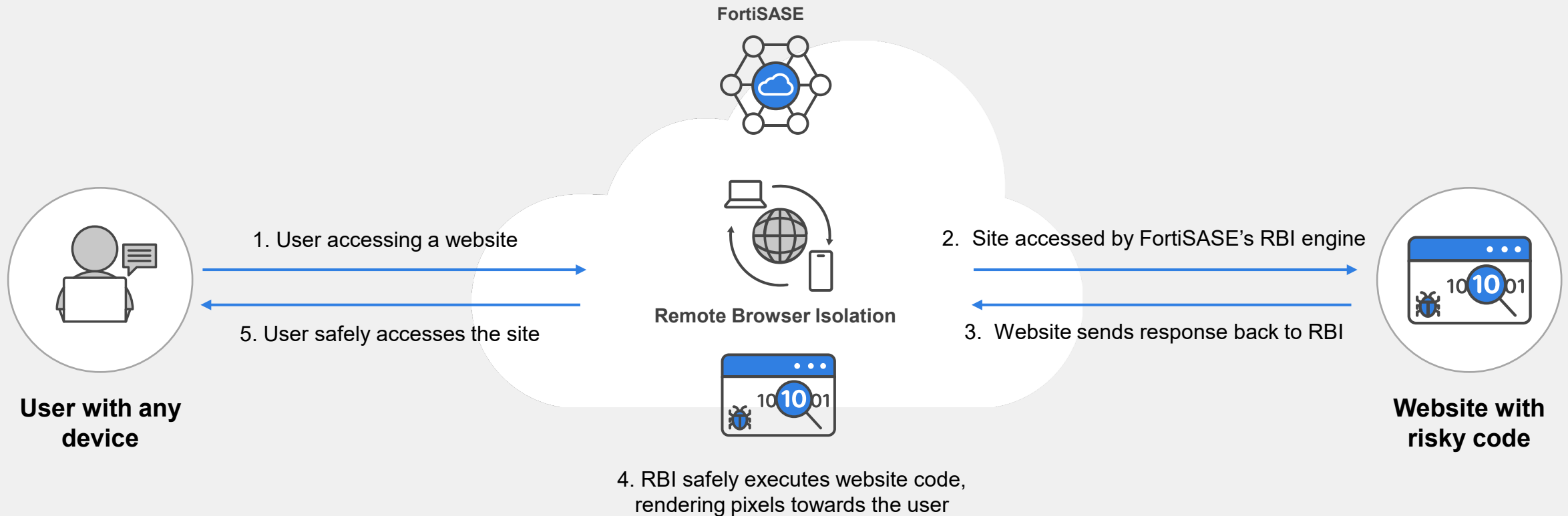
Intelligence at every level for best protection

AI-powered threat protection, GenAI security, fast troubleshooting and simplified operations



Remote Browser Isolation integration in FortiSASE

Optimum performance and enhanced security with native RBI



Stop Zero-day web threats

RBI as a feature of FortiSASE

Protect from data exfiltration



SOC As a Service integration with FortiSASE

Seamless integration



Say No to False Positives!

24x7 Human based Monitoring and analysis with weekly summary reports, alerts and notifications



Respond: Act Fast

Fortinet security experts notify **within 15 mins** – IOCs, remediation, why and what



Improve: Maximize Investment

Cloud-based portal with intuitive dashboards, on-demand reports and quarterly Fortinet expert meetings





Assisted Onboarding

Define

- Understand your environment and any unique requirements
- Capture relevant configuration for the Deploy phase

Deploy

- Embedded guides will assist you through the deployment of common scenarios:
- *Enable Authentication*
- *On-board Users & Devices*
- *Link with SD-WAN network*

The screenshot displays the FortiSASE Onboarding interface. On the left, a sidebar lists navigation options: Dashboards, Network, Configuration, System, and Analytics. The main content area is titled 'FortiSASE Onboarding' and features a table with columns: Name, Profile Group, Source, User, Destination, Action, Hit Count, Status, Bytes, Packets, and Service. Below the table, a 'FortiSASE Onboarding' modal window is open, showing a guided setup process with three numbered steps:

- 1. Onboarding one user group with SSO**
 - Preparation
 - SSO configuration
 - ▶ Verify SSO configuration
 - Onboard endpoints
 - Verify endpoint access
- 2. Endpoint profile customization**
 - Preparation
 - Connection options
 - Vulnerability scan schedule
- 3. Initial security posture**
 - Preparation
 - Web filter categories

On the right side of the modal, three task cards are displayed:

- 1. Confirm event log**
Analytics > Logs > Events
Generally, configuration changes, such as adding an SSO authentication, are logged as system events.
- 2. View user and user group tree imported from IdP**
Configuration > Access > Users & Groups
The same user/group directory from your identity provider is available to view via FortiSASE. This will be helpful for assigning user groups and endpoint profile rules.
- 3. Log in with a test account**
Configuration > Authentication Sources > VPN User SSO
Click on the Start Test button. Stay on this page throughout the duration of the test and ensure that no pop-ups are disabled.

At the bottom of the modal, there are buttons for 'Back', 'Next', and 'Later'.





Sovereign SASE Comparison

FortiSASE

Sovereign SASE

Technology		
Model	Public	Private
Software	FortiOS	FortiOS
Endpoint Security	FortiClient	FortiClient
Infrastructure		
Management Portal	Fortinet Datacenter	Fortinet Datacenter
Security Inspection Infrastructure	Fortinet Datacenter	Customer Datacenter
Log / Data Storage	Fortinet Datacenter	Customer Datacenter
Control and Management		
Lifecycle Management	Fortinet	Customer with Fortinet Guidance
Resource Allocation	Fortinet	Customer with Fortinet Guidance
Firmware Updates	Fortinet	Customer with Fortinet Guidance
Backups	Fortinet	Customer
Archiving	Fortinet	Customer



FortiFlex Consumption-Based Security

Flexible, points-based usage licensing for FortiSASE and many more Fortinet products



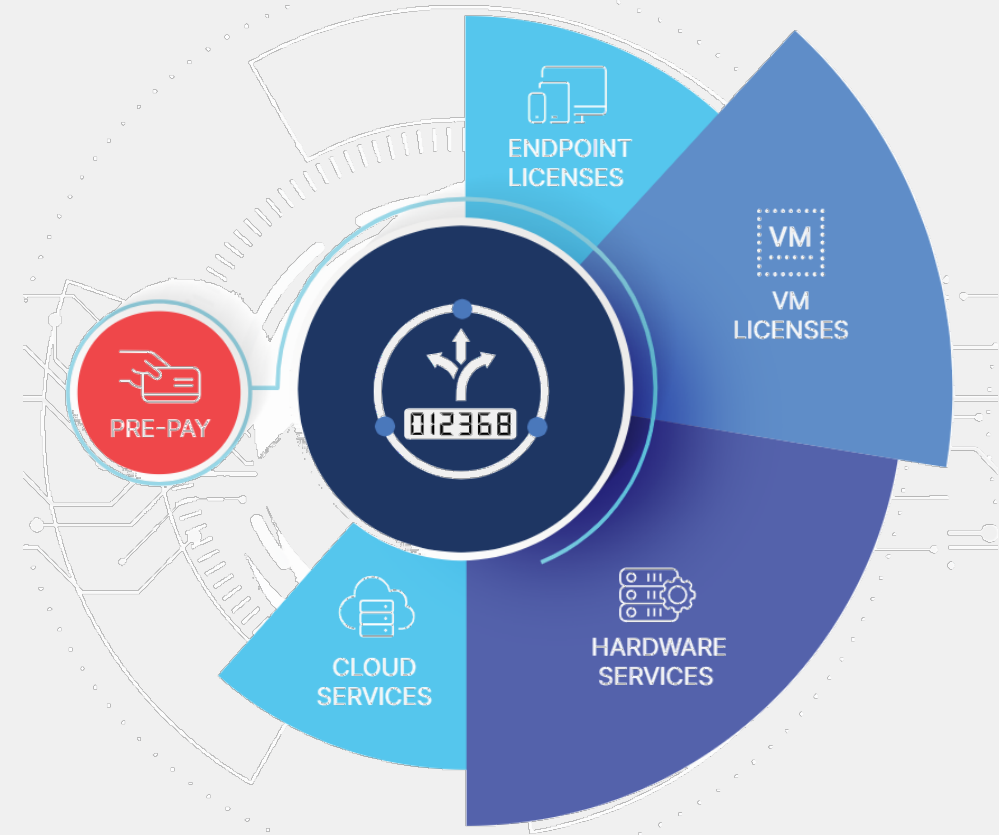
Flexibility for customers to dynamically **scale their deployments up or down**, in or out without any procurement hassles.



Customers can also consume point products on the marketplace in the way they want to consume give them all the flexibility they need when working with Fortinet solutions



Simplified operations with centralized visibility and administration of licenses, and **license automation via API**.



Independent Testing of Security Ensures the Highest Rated Security

AAA score received for Unified SASE, SD-WAN, SSE and ZTNA



Protection Rate



FORTINET®