



Design og drift av trådløse nettverk, inklusiv sikkerhet

January 2016, Brian Andersen, Systems Engineer

A Global Leader and Innovator in Security & WiFi

Fortinet Quick Facts

- Founded in **2000**, 1st shipment **2002**, IPO **2009**
- **HQ:** Sunnyvale... **100+** offices worldwide
- Employees: **3900+**
- **255,000+** customers
- Over **2 million** devices shipped
- **#1** unit share worldwide in network security (IDC)
- Market-leading tech... **257** patents, **228** pending



Custom ASIC-based
scalable architecture
FortiASIC



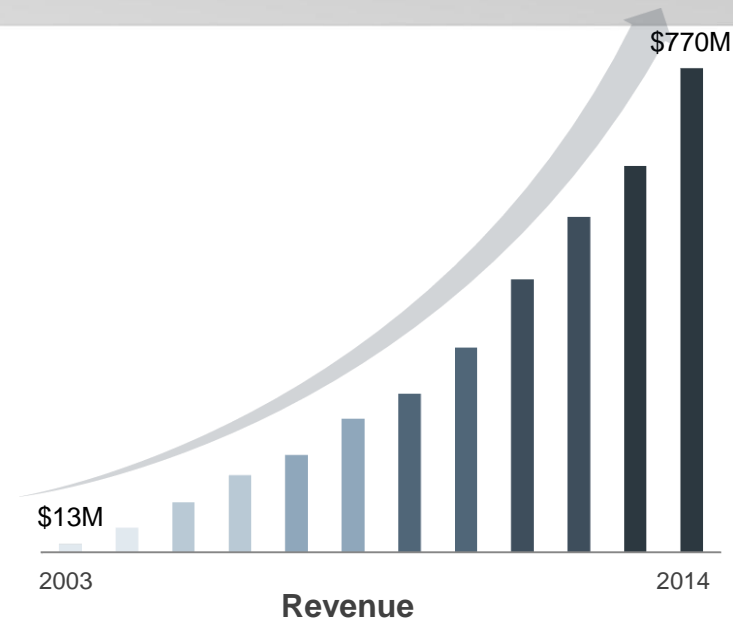
Custom, converged
Networking + Security OS
FortiOS



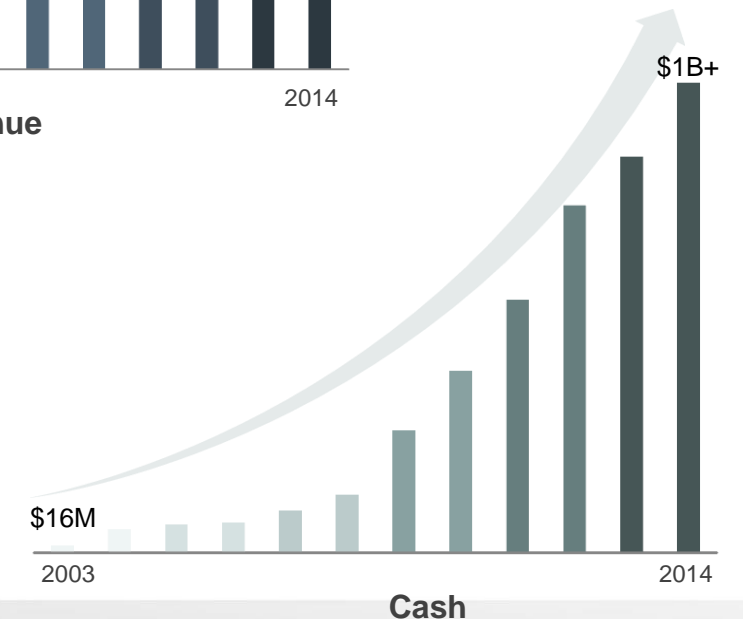
Industry-leading, validated
Threat Research
FortiGuard



Global Infrastructure &
Support
FortiCare



- ✓ Consistent, accelerating growth
- ✓ Strong positive cash flow
- ✓ Profitable



Today's Wi-Fi Infrastructure Trends

Requires an Integrated Approach to End-to-End Security



Migration to 802.11ac



Mobile Protection
BYOD



Cloud Management
Beyond SMB



Cross Community
Authentication



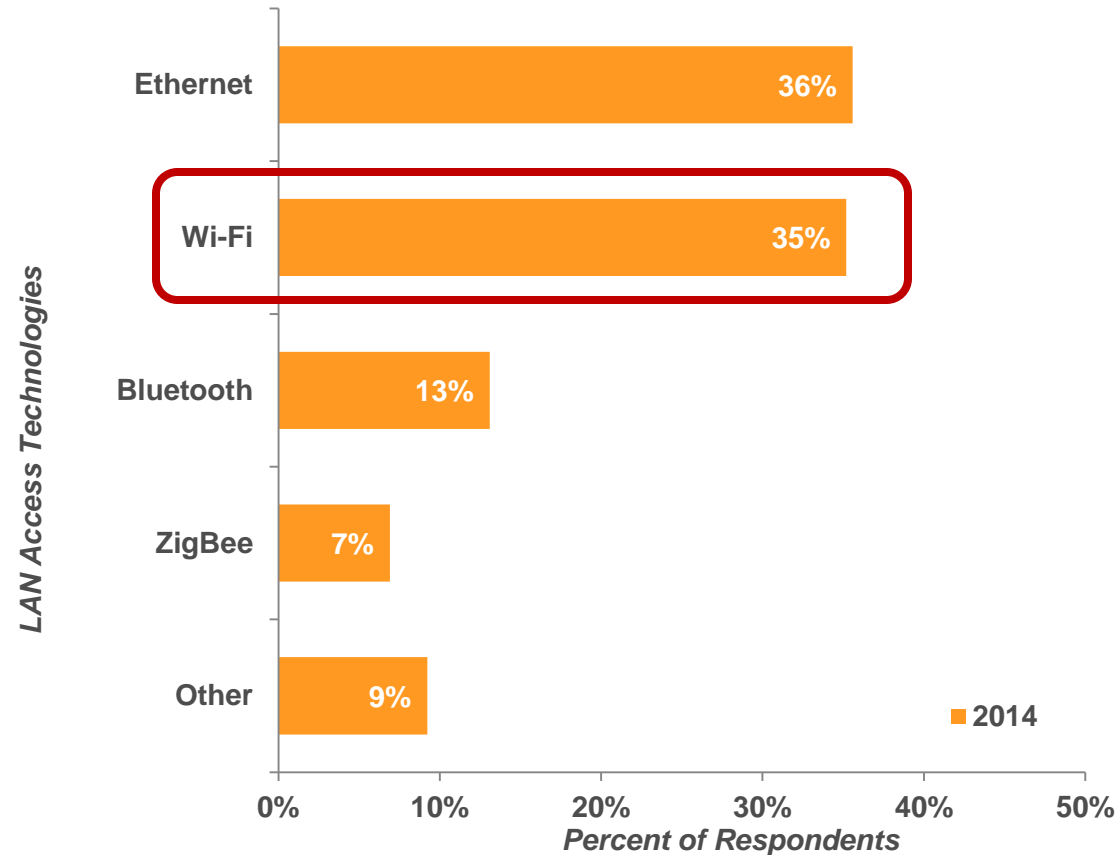
Service Levels
Enforcement



Presence Analytics

Wi-Fi Infrastructure Trends

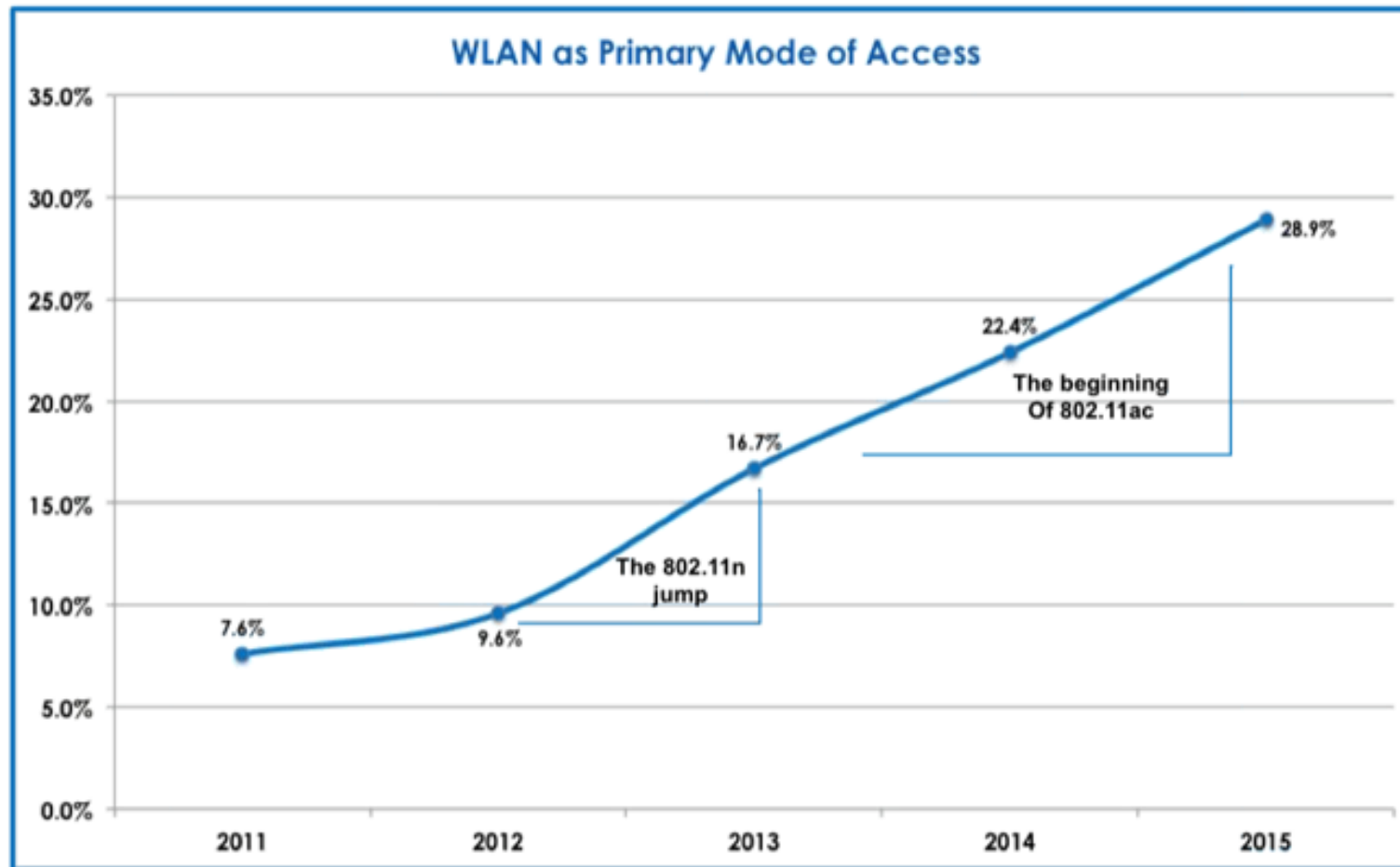
Wi-Fi expected to play large part in IoT



- Traditional IoT (Machine to Machine) devices used Ethernet
- Significant and growing use of wireless-based technologies
- Wi-Fi offers flexibility and speed of deployment

© Infonetics, *M2M Strategies by Vertical: N. American Enterprise Survey*, January 2014

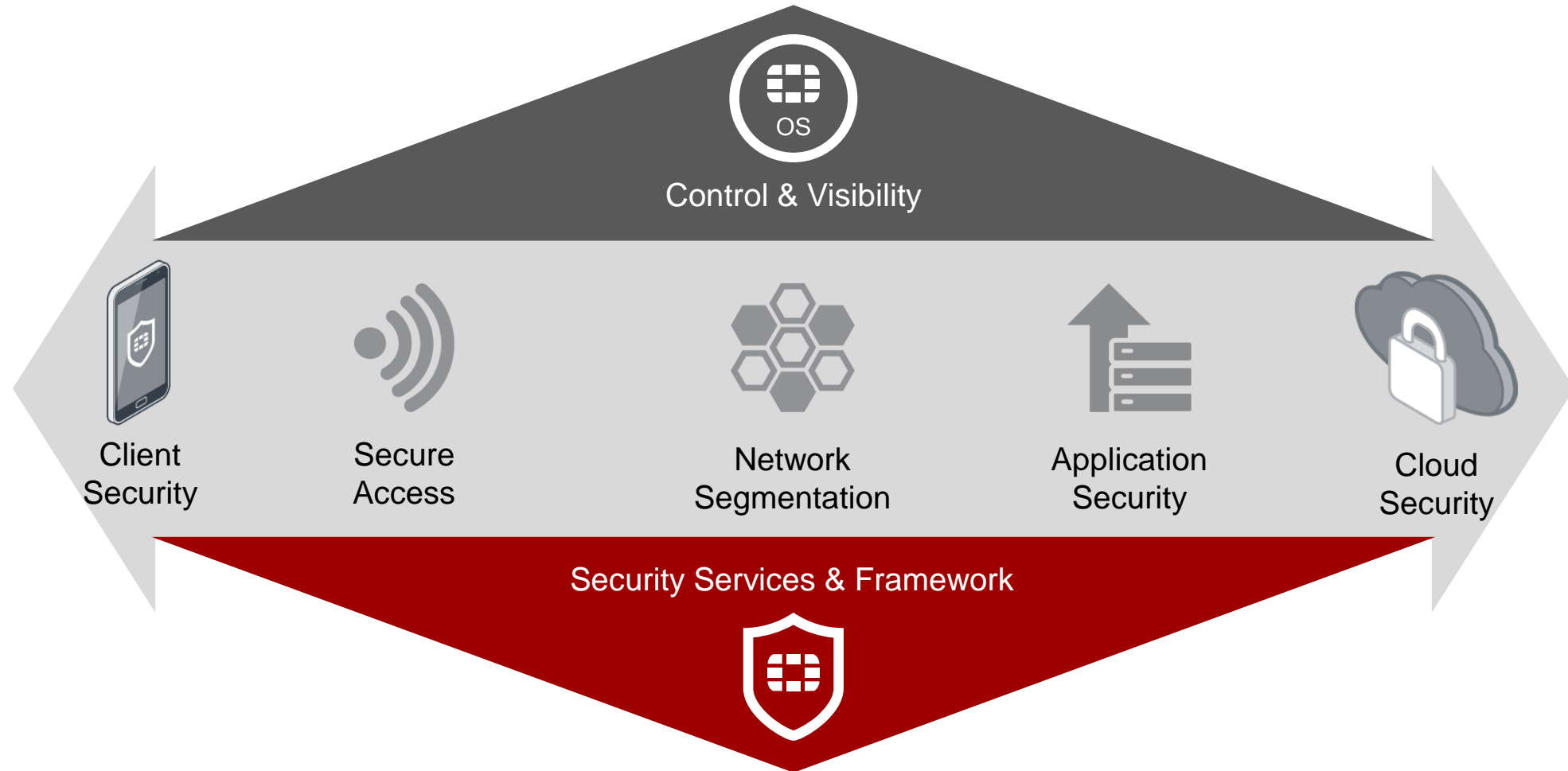
Wi-Fi Becoming Primary Access Medium



© Nemertes Research, August 2015

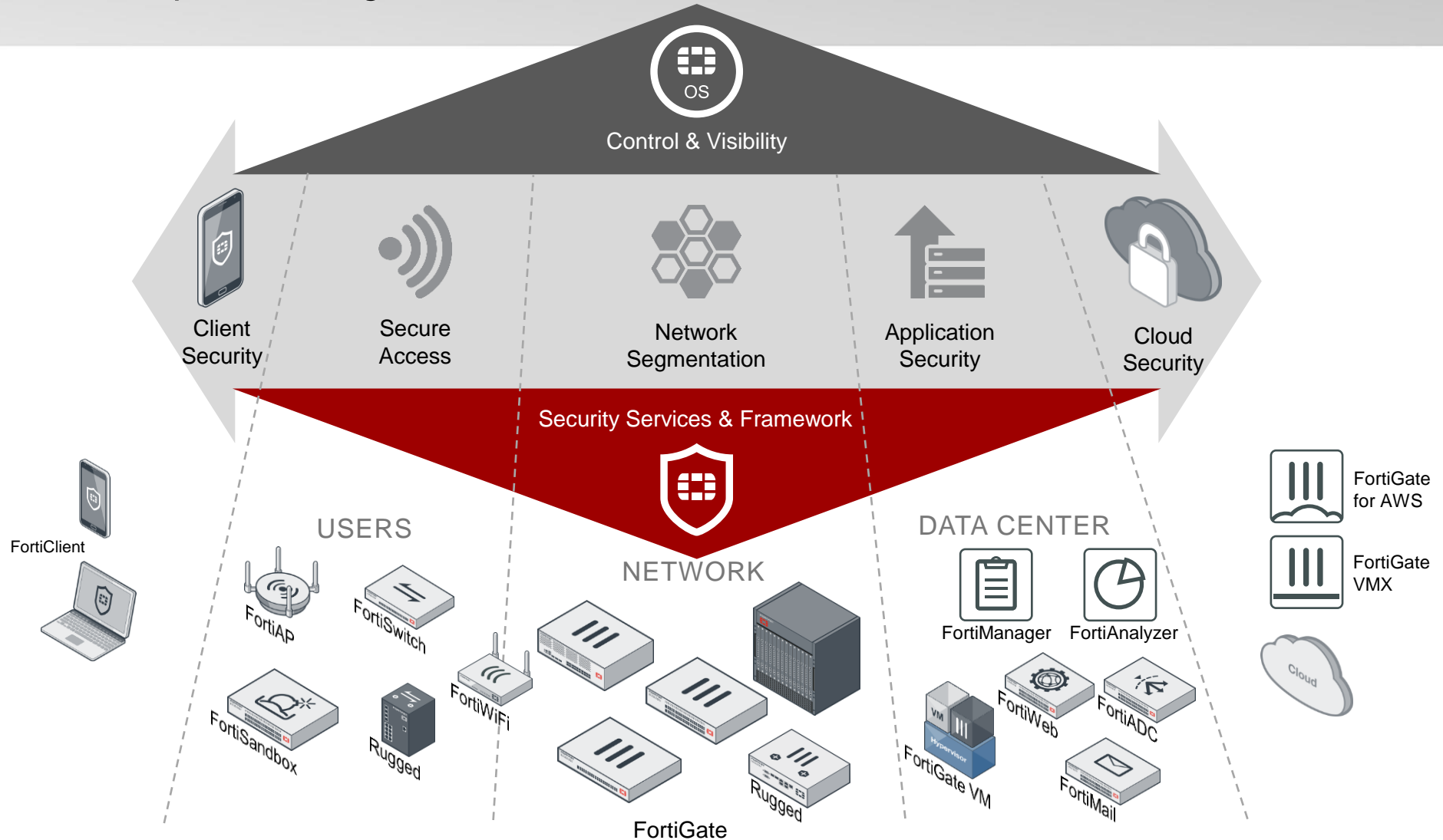
End-to-End **Global Cybersecurity Platform**

Coverage from Endpoint to Edge to Core to Data Center to Cloud



End-to-End **Global Cybersecurity Platform**

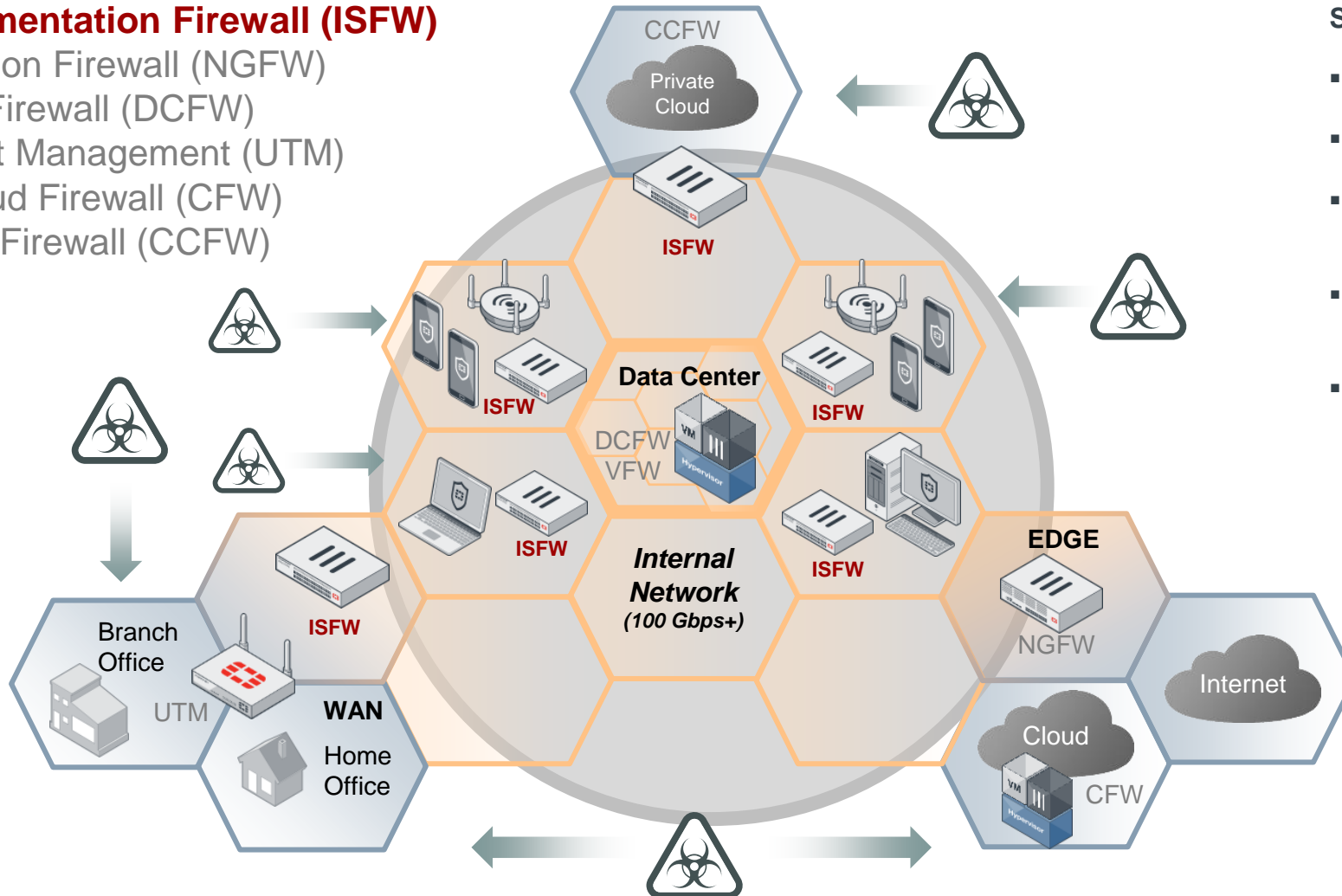
Coverage from Endpoint to Edge to Core to Data Center to Cloud



Segmenting the Internal Network Is Vital But Difficult

Internal Segmentation Firewall (ISFW)

Next Generation Firewall (NGFW)
Data Center Firewall (DCFW)
Unified Threat Management (UTM)
Virtual or Cloud Firewall (CFW)
Carrier Class Firewall (CCFW)



Segmentation Challenges

- Higher internal network speeds
- Ultra-low latency requirements
- Protection required, not just detection
- Operational efficiency/manageability
- Inspecting traffic that stays within the data center

Customer Stories

How do we manage it?



K12 / School - Miami-Dade County Public Schools



Overview

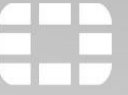
- 4th Largest U.S. school district
- 391,000 students, 415 schools
- 15,000+ access points

Solution Benefits

- Manage 15,000+ APs with small IT staff
- Reliable high-performance access in high-density areas
- Ability to add capacity without the cost and trouble of re-engineering



Bærum municipality, Norway



- 2006 Pilot in one school Meru AP201
- 2007 Mobile medicine delivery project in nursing homes
- 2008 Expands wireless to all schools
- 2009 All new and renovated locations shall have wireless
- 2009 Guest networks in all locations except schools
- 2011 MC5000 in Sandvika
- 2012 Starting the Centralization project
- 2013 Replace AP201 with AP332 in secondary schools
- 2013 Moving to 4 to 6 Virtual MC4200
- 2014 First 802.11ac location
- 2015 AP201 (11g) going to 11ac
- 2015 Install for Meru Connect on-boarding



18 Nursing Homes



43 Schools



~25.000 students
and employees



See you soon



Remember: With great power comes great responsibility