

February 28, 2018

Fortinet Expands its Ecosystem of Fabric-Ready Partners to Advance Security Visibility and Automated Response for Digital Business

New Fabric-Ready Program partners extend Security Fabric automation, visibility and management into IT and security workflows, multi-cloud and virtualized networks

LAS VEGAS, Feb. 28, 2018 (GLOBE NEWSWIRE) -- **John Maddison, senior vice president of products and solutions at Fortinet**

"As enterprises embrace digital business strategies, their networks are evolving to include IoT, multi-cloud and virtualized environments with complex workflows, driving the need for a security transformation where solutions can interoperate and automate threat responses across the expanded attack surface. Fortinet's open approach extends the visibility, integrated threat prevention and automated response of its Security Fabric architecture to leading technology alliance partners to deliver unified security management and comprehensive protection for joint enterprise, MSSP and service provider customers."

News Summary

[Fortinet](#) (NASDAQ:FTNT), a global leader in broad, integrated and automated cybersecurity solutions, today announced at its global partner and user conference, [Accelerate 18](#), the addition of 11 industry-leading information technology providers to its Fabric-Ready Partner Program. These new partners further extend the Fortinet Security Fabric across cloud, virtual, and software-defined environments, while simplifying multi-vendor security deployments for enterprises and service providers.

- | New Fabric-Ready Program Partners include BackBox, CyberArk, CyGlass, Hughes Network Systems, IBM Security, McAfee, Micro Focus, NEC Corporation, Phantom, ServiceNow and VMware.
- | To date, Fortinet has brought together 42 Fabric-Ready Program Partners to deliver pre-integrated, end-to-end offerings ready for deployment, reducing the technical support burden, security management challenges and costs for enterprise customers.

Developing Strategic Partnerships to Secure the Digital Transformation of Business

It has been [reported](#) that 69 percent of senior security and IT executives admit digital transformation requires fundamental changes to the organization's current cybersecurity strategies. Mobile and cloud computing, IoT and software-defined networks are requiring the industry to undergo a major security transformation with an approach that supports the automation of business processes, while providing complete visibility and protection of these converged network environments.

As organizations embrace digital transformation strategies, having a security framework where existing technology investments can interoperate is critical. Fabric-Ready partner solutions leverage Fortinet's well-defined APIs (Application Programming Interfaces) for deep integration with the Fortinet Security Fabric for unified security management and control. These integrations further extend Security Fabric capabilities across cloud, virtualized and software-defined environments and ensure seamless interoperation with partner solutions and services.

The following new technology partners have joined the Fabric-Ready Program across its various API integration points:

- | **Cloud:** [VMware](#)
- | **Endpoint, IoT (Threat Detection & Response):** [McAfee](#)
- | **Management/Security Incident Response:** [BackBox](#), [CyberArk](#), [CyGlass](#), [Hughes Network Systems](#), [IBM Security](#), [Micro Focus](#), [Phantom](#), [ServiceNow](#)
- | **Virtualization, SDN, NFV:** [NEC Corporation](#), [VMware](#)

As part of the program, partners undergo solution validation with a commitment to ongoing interoperability. Additionally, Fabric-Ready partners will benefit from joint marketing and go-to-market initiatives with Fortinet.

Fortinet Accelerate 18 Global Partner and User Conference

Fortinet has made significant announcements at its annual global partner and user conference, [Accelerate 18](#), including the evolution of its Security Fabric architecture with its [FortiOS 6.0](#) release and its [FortiGuard Artificial Intelligence](#) (AI) advanced threat detection technology. For more information on news from the event, visit:

<https://www.fortinet.com/corporate/about-us/newsroom.html>

Fabric-Ready Partners Comment on the Security Fabric Ecosystem

"Data is the core asset to virtually every global business. With the increasingly diverse network landscape spurred by digital transformation, automatic backup of data and infrastructure settings is key to minimize downtime when recovery is needed. Fortinet and BackBox have integrated solutions to ensure seamless backup automation for all security and network security devices."

- *Rafi Zvi, CEO and co-founder of BackBox*

"With broader adoption of cloud technologies and DevOp processes comes a rapidly expanding attack surface. Organizations must prioritize privileged account security and secrets protection to better manage risk in these environments and improve threat response. The integration between the market leading CyberArk Privileged Account Security Solution and Fortinet's Security Fabric architecture delivers an innovative solution that improves threat insight and the ability to quickly detect and respond to potential threats."

- *Adam Bosnian, executive vice president, global business development, CyberArk*

"The ever increasing sophistication, persistence, and occurrence of cyber-attacks, makes it difficult for existing security tools and teams to keep critical IT assets secure. CyGlass AI based SaaS security platform uncovers, pinpoints, and responds to advanced cyber threats that often evade traditional security controls. The combination of CyGlass and Fortinet's FortiGate and FortiSIEM products provide unparalleled protection against today's network based attacks. CyGlass is excited to be part of Fortinet's Fabric-Ready Partner Program and to collaborate with Fortinet on comprehensive advanced threat detection and remediation solutions that address today's most sophisticated cyber threats."

- *Ed Jackowiak, chief revenue officer at CyGlass*

"Global competition is driving adoption of Cloud services and other new applications and technologies. These new applications, services and technologies are creating complexity and a larger attack surface to manage and protect, while not impeding business productivity. We are very pleased to join Fortinet's Fabric-Ready Partner Program. Together with Fortinet, we provide global businesses with an integrated, managed SD-WAN and security solution that will make our joint customers more secure, agile and compliant."

- *Mike Tippets, VP Enterprise Marketing at Hughes Network Systems*

"With the cybercrime landscape becoming increasingly complex, collaboration between cybersecurity leaders in the industry is more important than ever. The creation of open API ecosystems like Fortinet's Fabric-Ready program makes it easier for cybersecurity teams to create a more seamless line of cybersecurity defense across their IT infrastructure - giving them more time and resources to focus on staying ahead of threats rather than integrating products."

- *Rich Telljohann, director, Business & Corporate Development, IBM Security*

"To support today's dynamic networks, security needs to see and understand every device on the network to be able to monitor and protect data and resources across the entire distributed environment. A rapid and coordinated response across industry-leading solutions is critical to defend against today's threats. McAfee is pleased to join Fortinet's Fabric-Ready Technology Alliance Partner Program, and to collaborate with Fortinet to deliver enhanced, integrated security for our joint customers."

- *DJ Long, vice president, Strategic Business Development at McAfee*

"Micro Focus is committed to helping customers extend their existing investments while embracing new technologies as they transition to hybrid IT environments. Having complete visibility of all elements in these expanded network environments is crucial, and through our collaboration with Fortinet, we are enabling our joint customers to have greater security visibility and unified management of their entire IT and security infrastructure."

- *Travis Grandpre, Head of Security Product Marketing at Micro Focus*

"Enterprises are increasingly adopting SDN to design, build and operate their networks to benefit from the business agility, network automation and centralized provisioning of resources. Building on our long-standing collaboration with Fortinet, we are excited to join its Fabric-Ready program and further integrate the network automation and virtualization capabilities of our NEC ProgrammableFlow[®] Controller with the Fortinet Security Fabric to better secure our joint customers' software-defined networks with integrated threat intelligence and automated response capabilities."

- *Ram Menghani, vice president of Product Management, NEC Enterprise Technologies*

"As the Security Automation and Orchestration (SA&O) leader, Phantom is pleased to be partnering with Fortinet by expanding our combined, robust integration that allows for the seamless automation and orchestration at several key stages of security operations from prevention to triage and resolution, delivering dramatic increases in productivity and effectiveness. The Phantom and Fortinet integrated security solution combines advanced security automation and orchestration capabilities from Phantom together with one of the industry's best-validated security solutions from Fortinet to deliver security without compromise."

- Rich Hlavka, VP of Business Development at Phantom

"At the center of this rapidly developing Security Automation and Orchestration market, ServiceNow Security Operations is powered by integrations into leading security technology products. This connectivity with Fortinet allows our mutual customers to bridge tools to people in an automated and repeatable way. Operations is never limited in speed and scale by products like Fortinet, but rather by the ability for process and people to manage through incidents and orchestrate response actions. We think Fortinet and ServiceNow customers will be really excited about the real and measurable outcomes this type of integration delivers."

- Odin Olson, senior director Business Development, Security BU at ServiceNow

"FortiGate-VMX with VMware NSX extends the NSX firewall functionality with advanced security services and allows IT to unlock the benefits of a software-defined data center or private cloud with agility and efficiency. IT organizations can automatically provision the delivery of security services from Fortinet where management plane, control plane, and data plane work seamlessly in lockstep."

- Teri Bruns, vice president, Global Partner Solutions at VMware

Additional Resources

- Blog: [Fortinet Welcomes 11 Leading Technology Partners to its Fabric-Ready Partner Ecosystem](#), by Neil Prasad
- Please visit [Fortinet's Partner](#) homepage for more details about the Fortinet's Fabric-Ready Partner program.
- Follow Fortinet on [Twitter](#), [LinkedIn](#), [Facebook](#) and [YouTube](#).

About Fortinet

Fortinet (NASDAQ:FTNT) secures the largest enterprise, service provider, and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network - today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments. Fortinet ranks #1 in the most security appliances shipped worldwide and more than 330,000 customers trust Fortinet to protect their businesses. Learn more at <http://www.fortinet.com>, the [Fortinet Blog](#), or [FortiGuard Labs](#).

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