

Press Release

Fortinet Security Fabric Named 2016 CRN Network Security Product of the Year

Sunnyvale, Calif. - Dec 5, 2016 - Fortinet®, (NASDAQ: FTNT), a global leader in high performance cyber security solutions, announced that CRN®, a brand of The Channel Company, has named the Fortinet Security Fabric as the winner of its 2016 Network Security Product of the Year Award. Recognized products represent best-in-breed technological innovation as judged by CRN editors and the solution provider community at large.

Since its announcement in April of this year the Fortinet Security Fabric has represented a paradigm shift in the way businesses approach their network security strategy. Today's exponentially expanding attack surface and rapidly growing volume of threats have challenged the efficacy of traditional platform-based or best-in-breed network security solutions that lack the intelligence, interoperability, and autonomy needed to deliver layered defenses required to defend critical business information and corporate resources.

The Fortinet Security Fabric delivers a truly unified defensive posture that enables channel partners to reduce the complexity of their customer's security architectures with multi-layered security solutions that span the entire attack surface from IoT to the cloud and into the data center core.

In 2016, for the first time, the top five finalists in 17 different Products of the Year technology categories were selected by CRN editors, while solution providers themselves rated those finalists to determine the winner. The Channel Company surveyed solution provider partners working with each of the finalists, asking them to rate the products on Technology, Revenue and Profit, and Customer Demand. The survey garnered over 5,000 responses.

Solution providers considered a number of factors in determining their ratings, including product quality and reliability, technical innovation, ease of integration, potential to drive revenue, and fulfillment of market and customer demands.

"CRN's Products of the Year certainly bring laudable innovations to market, but they represent much more than technical prowess alone," said Robert Faletra, CEO of The Channel Company. "These valuable products stand at the intersection of technological excellence, outstanding profit potential and high customer demand. Solution providers will find that our 2016 Products of the Year list serves as a valuable, one-of-a-kind guide to the all-around best new products in today's IT marketplace."

Joe Sykora, vice president Americas channels and enhanced technologies at Fortinet said:

"It's a true honor to have the Fortinet Security Fabric receive CRN's Network Security Product of the Year award. This accolade is key to Fortinet as it reinforces not only our technical achievements, but also validates excellence in execution for our channel and marketing programs. CRN's Product of the Year award represents our ability to deliver industry-leading security solutions, drive market demand, while also supporting sales and profitability growth for our partners and their customers."

The 2016 Products of the Year will be featured in the December issue of CRN and can be viewed online at www.crn.com/poty.

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About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end-users.

Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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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 290,000 customers trust Fortinet to protect their businesses. Learn more at <https://www.fortinet.com>, the Fortinet Blog, or FortiGuard Labs.

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