



Cybersecurity at the heart of the 4th Industrial Revolution

Joe Sarno

VP, Sales International Emerging

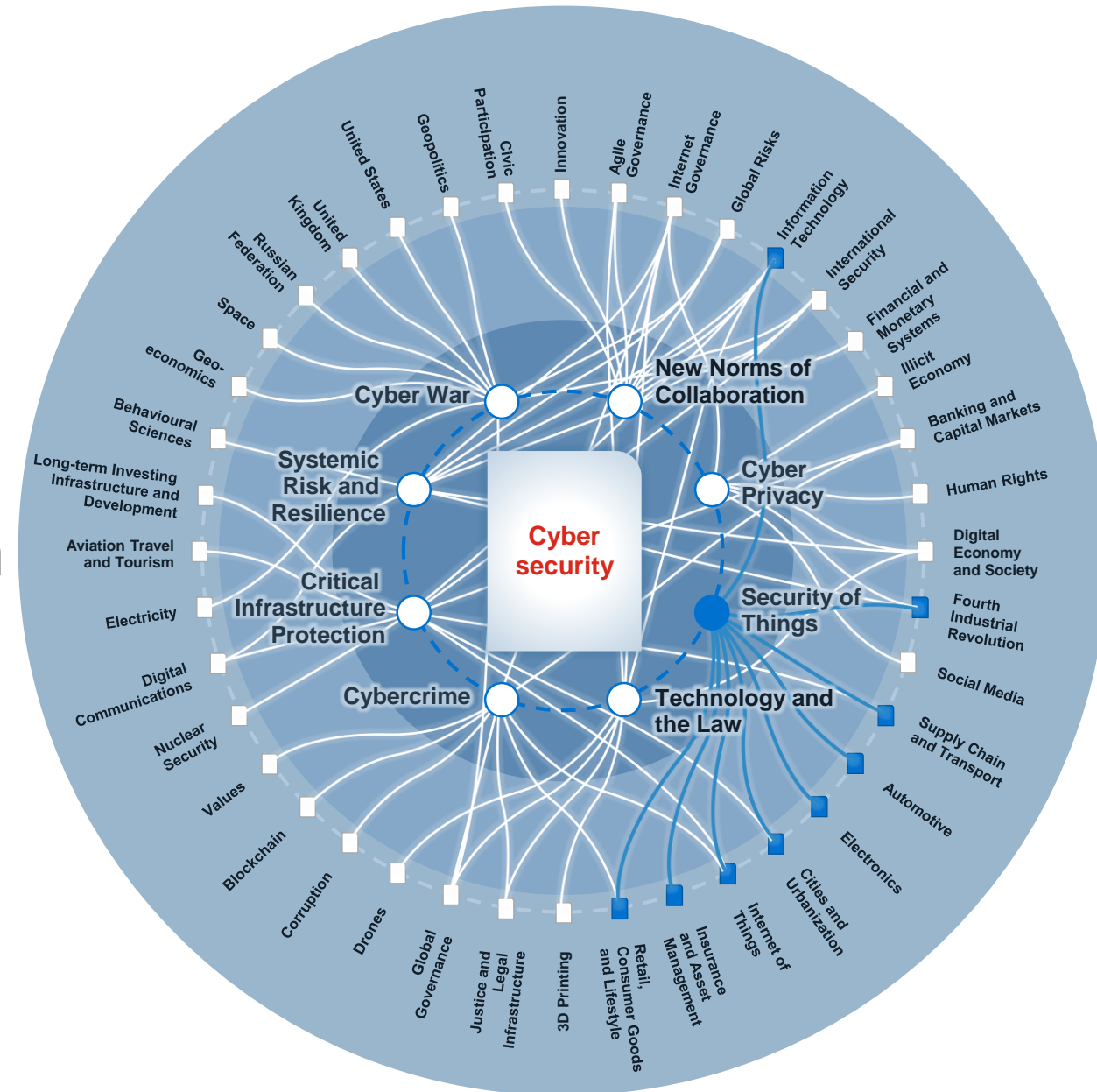
Operational Technology EMEA

Earlier this Year in Davos...

Cybersecurity is the guardian of the 4th Industrial Revolution

“The 4th Industrial Revolution is characterized by a fusion of technologies that is blurring the lines between the physical, digital and biological spheres, In a **Hyperconnected** world, cyber resilience is both a potential risk and an enabler.”

Professor Klaus Schwab, Founder and Executive Chairman of the World Economic Forum



Source: World Economic Forum

Three Drivers Underpin the 4th Industrial Revolution

Dr. Klaus Schwab, Founder and Executive Chairman of the World Economic Forum



Fabiola Gianotti, Director-General of CERN



EDUCATION

In a world where robots could replace 800 million jobs, the WEF 2019 sees a skills revolution could open a raft of new opportunities



ECOSYSTEM

Our Shared Digital Future needs a foundation: an **Inclusive, Trustworthy and Sustainable Digital Society**, where players keep their word and deliver on their promises



Ken Xie, CEO and founder Fortinet

TECHNOLOGY

Technological advancement is both a benefit and a risk to society, but often the risks are not identified until they are exploited.

REMEMBER...

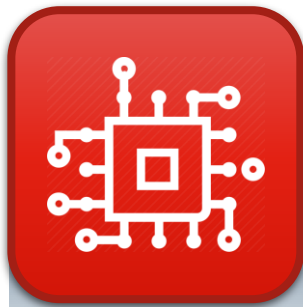
One year ago



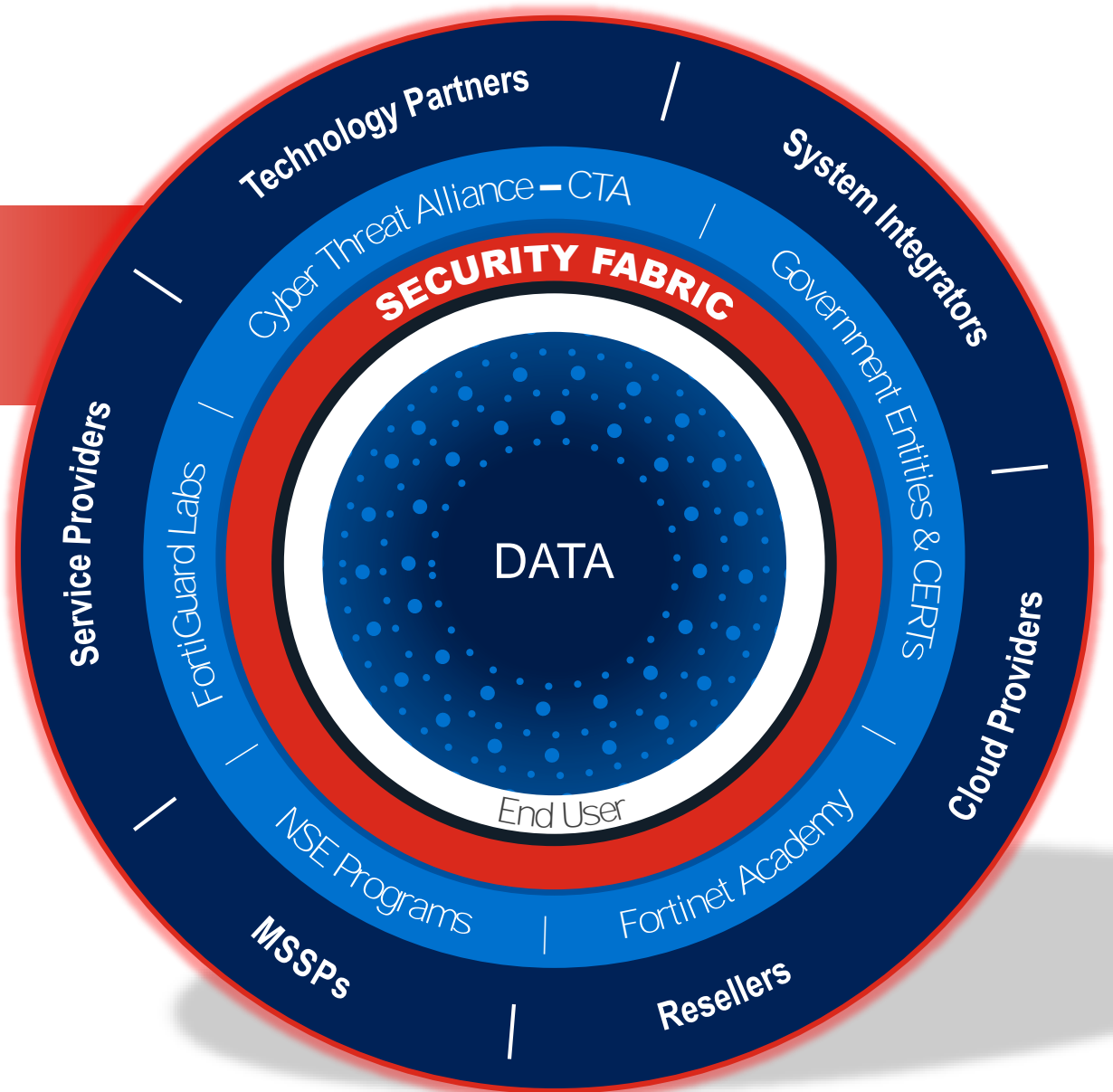
EDUCATION



ECOSYSTEM

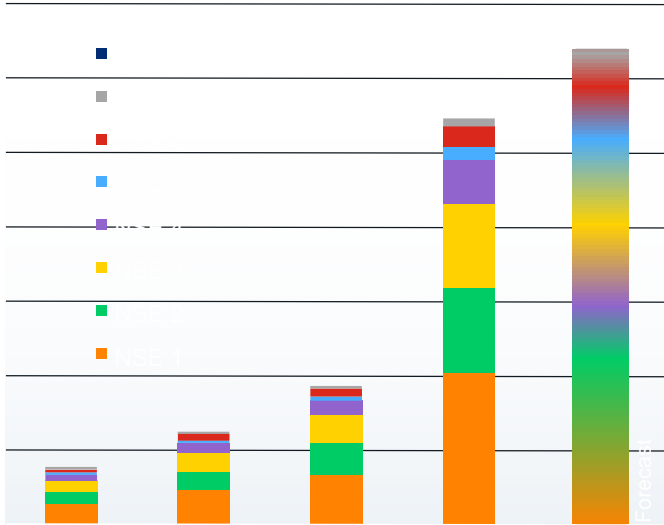


TECHNOLOGY



Education

Together We Tackle the cybersecurity skills gap



FORTINET NSE PROGRAM: Fortinet Training departments estimate that 300,000 certifications will have been obtained by the end of 2019.



FORTINET ACADEMY... available in 141 academies in 57 countries, Students, non-profit agencies, Military, and Veterans.



...and OPEN LEARNING: Also delivering cybersecurity courses at schools located in the same countries through our FNSA program.

The Fortinet Ecosystem

**YOU
are part of it.**

The Fortinet Ecosystem

Channel Partners are Central to our Strategy

Already high performing Channel...

23,384 active partners in 2018

+ 13,527 net new customers

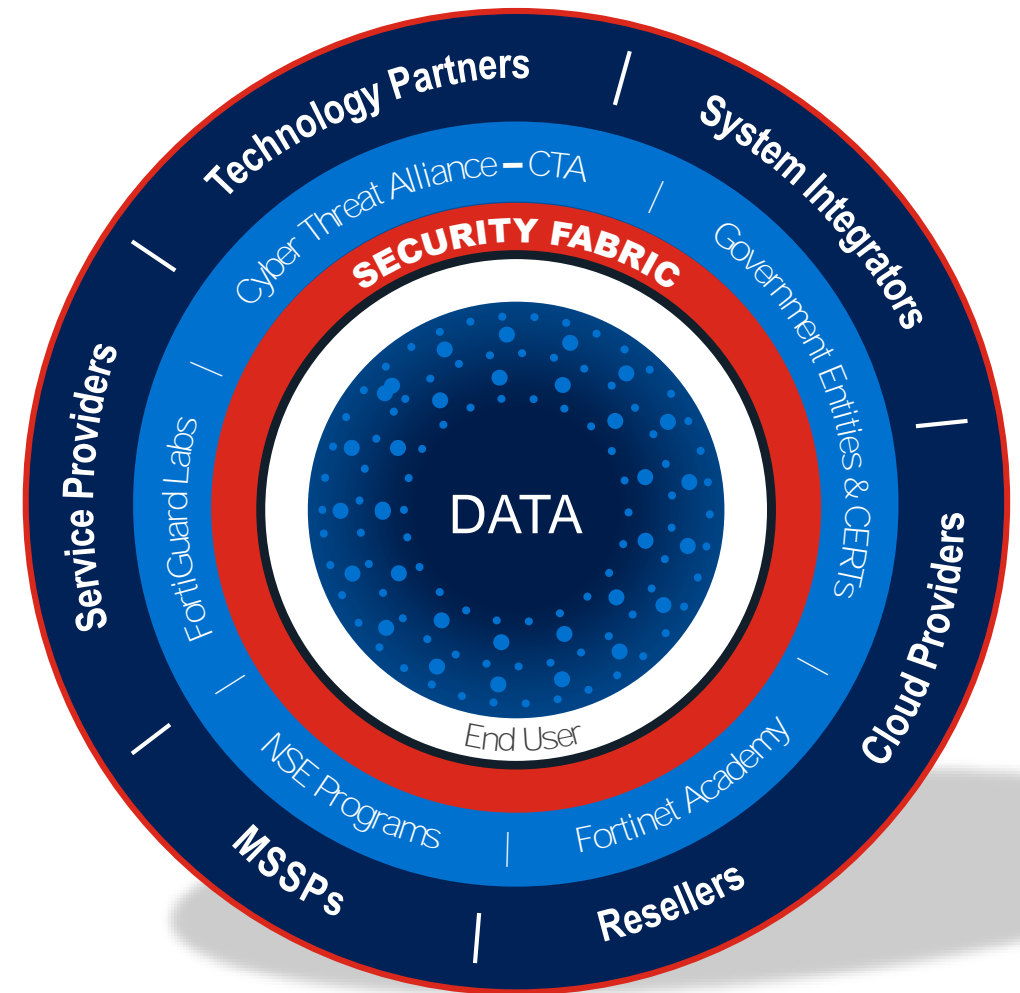
+33% year on year solution growth

43,469 NSE channel certifications in 2018 only

...served by a revamped Program:

New, segment-aware Channel Program

- Adaptive Level of Engagement
- Flexible Go to Market
- Core Competence Centric



The Fabric-Ready Ecosystem

Alliances to Strengthen Cybersecurity



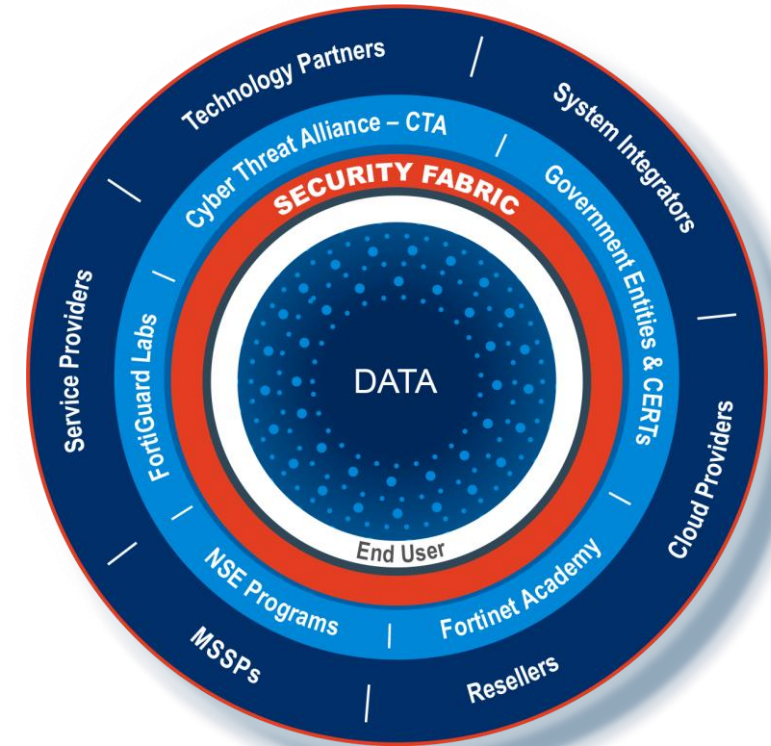
THREAT INTELLIGENCE SHARING



FABRIC READY API PARTNERS - 57

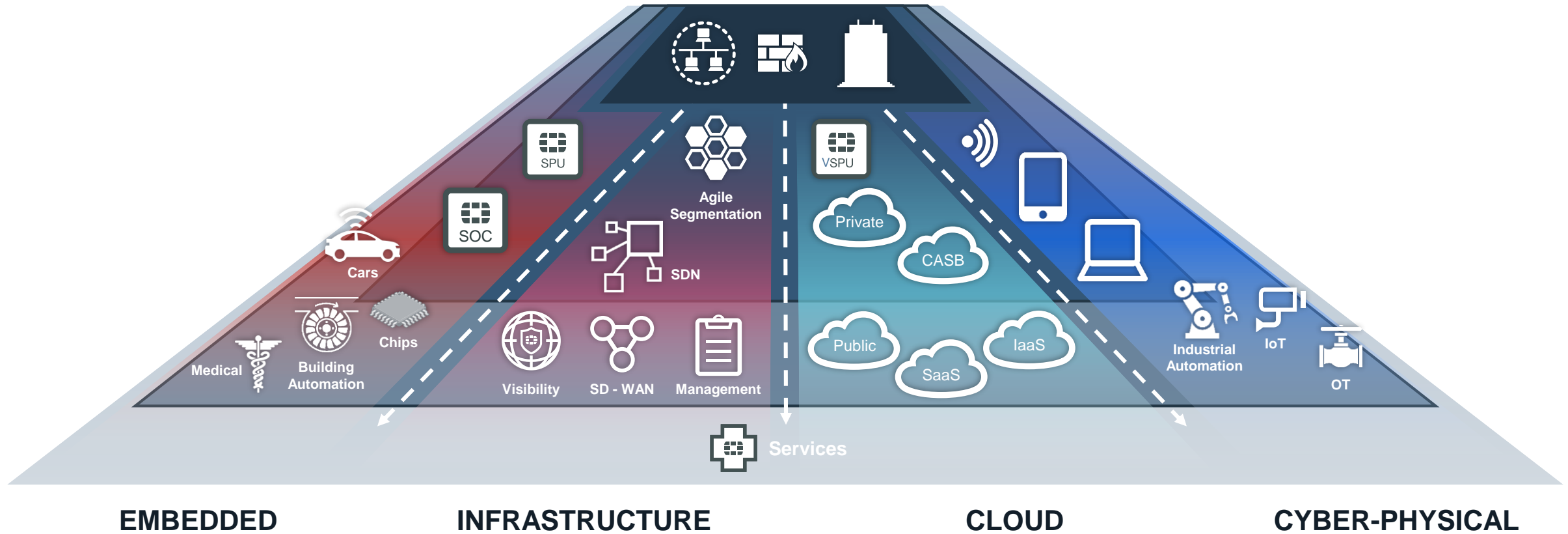


FABRIC CONNECTOR PARTNERS - 9



Technology – The New Frontiers

Fortinet Fabric: protecting 4th Industrial Revolution

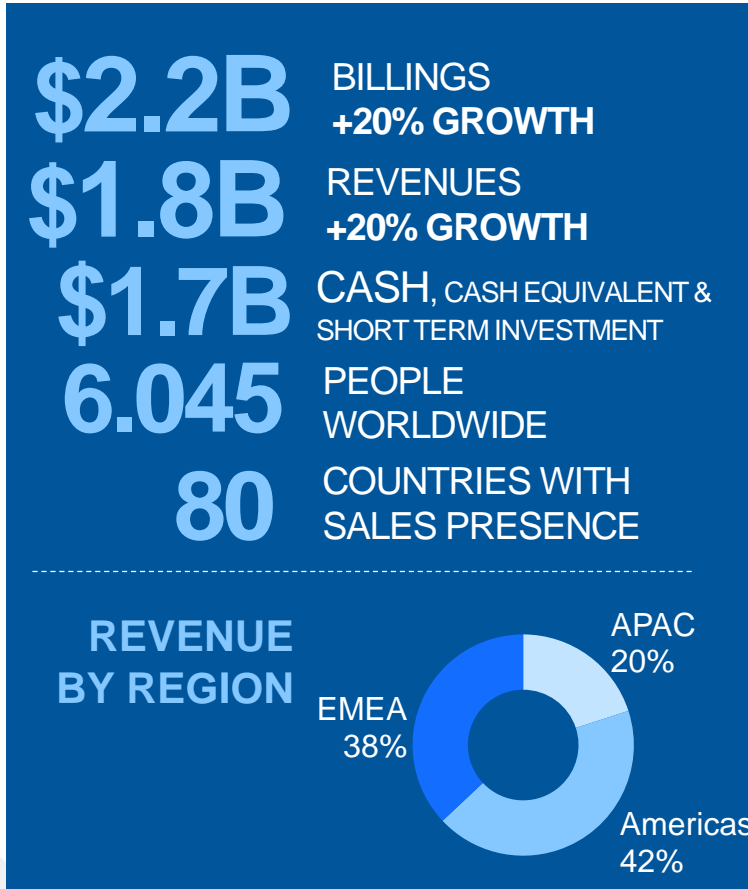


It's about VISION...

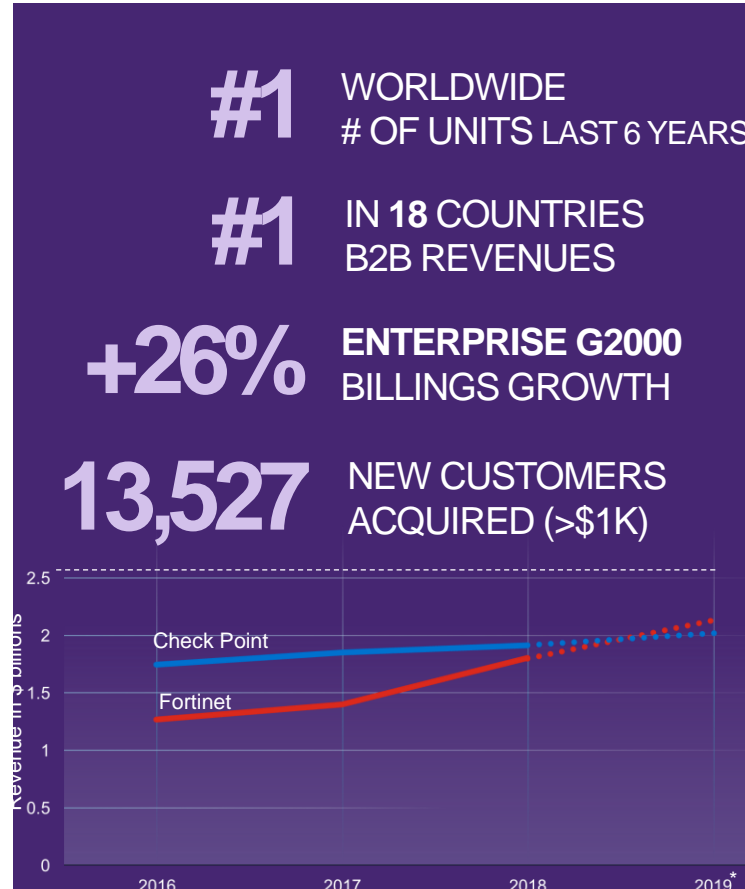
...and Execution

SUPERB RESULTS

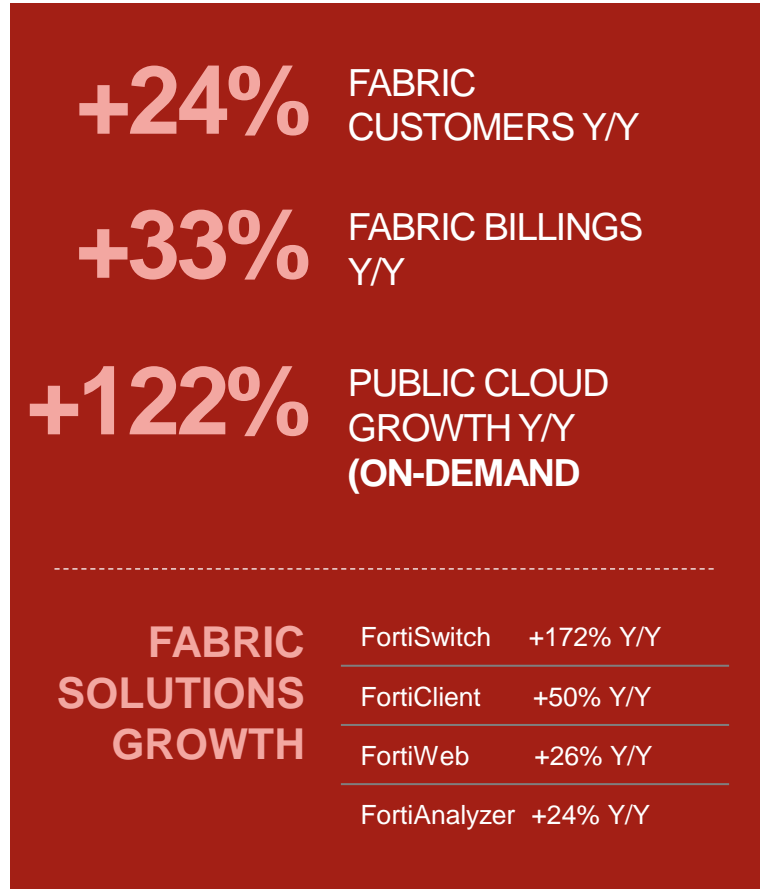
BUSINESS GROWTH



MARKET PENETRATION



FABRIC WAS MASSIVELY ADOPTED



*Based on mid-point of guidance provided by Fortinet (2/5/19) and Check Point (1/30/19)

What makes Fortinet different



- **Channel Loyal**
- **Multi-Segment**
 - SMB, Enterprise, VLE, SP
- **100% technology ownership**
- **Real integration**
- **R&D Innovation is our DNA**
- **Native-Open Ecosystem**
- **CyberSecurity & Performance**
 - Physical & Virtual

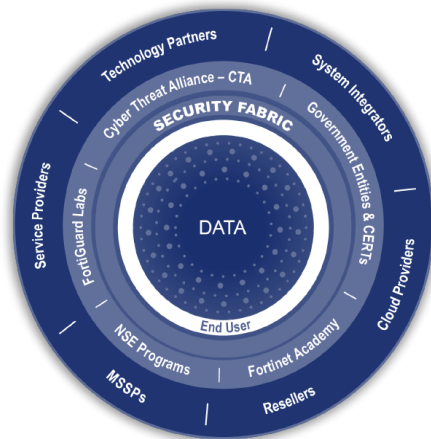
- **Major gaps** email, SD-WAN, SIEM, Wireless, WAF
- **Limited Shared Intelligence**

- **Acquisition** strategy is more aggregation **than integration**

- Cloud focus, **lacks of edge**
- **Not channel loyal**
- Enterprise **Only**

The Fortinet DNA: Visionary & Flexible

Our Vision is right



- World leaders share it
- Competition copy it
- **2018 Results proved it**

Our Ecosystems win



- Education Factory
- World Class Channel
- **Open Technologies**

We're Future Ready



- Granular Go To Market
- Multi-scenario Compatible
- **2019 & 2020 Investments**



Whichever scenario
materializes...

TOGETHER

**WE ARE READY
FOR THE 4TH INDUSTRIAL
REVOLUTION**

FORTINET[®]

Thank You