Capitalize on your FortiGate investment to address new Security challenges

Q1 2023

Solution for SMB

Agenda

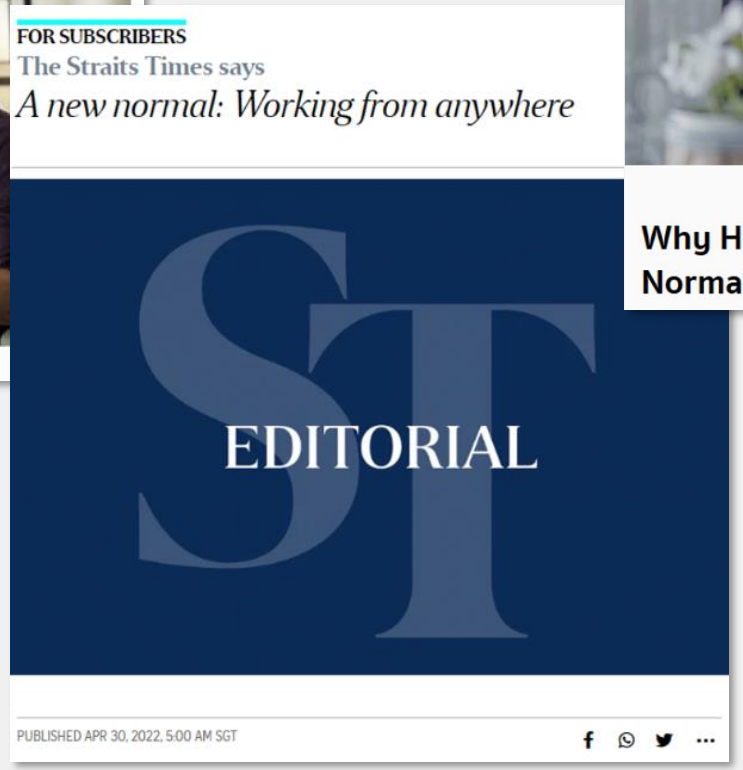
1

Work from Anywhere:
How it is addressed today

2

FortiSASE:
Benefits for Customers

Source: Forbes |
Work From Home Is The New Normal For Workers Around The World (forbes.com)



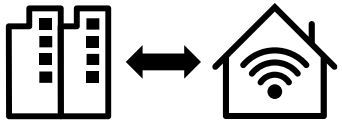
Source: The Straits Times | A new normal: Working from anywhere

Source/ SCB
Why Hybrid Working is Key in the New Normal? (scb.co.th)

Source: Forbes
Remote Work Is Here To Stay And Will Increase Into 2023, Experts Say (forbes.com)

Accelerating Changes impact Security

TRENDS



Hybrid Workforce is the New Normal

"Remote/hybrid work is here to stay. Survey data shows that **80%** of workers continue to adopt hybrid workstyle

Gartner, Chaing IT practices for remote work-force , August 2022

Web is Top Attack Vector

"Web continues to be one of the top attack vector. 2022 Verizon Data Breach Report indicates **90%** of breaches use web applications."

2022 Verizon Data Breach Report

Aging VPN Deployments

"VPN deployments must move away from implicit access to improve security posture."

Gartner, Remote Access Options for Enterprise Endpoint – April 2022

Growing Shadow IT Presence

(use of web Apps unknown to IT)

"**91%** of organizations report that biggest surprises to cloud adoption are Lack of visibility and not enough having control ."

2022 Cloud Security Report; Cybersecurity Insiders

Work from Anywhere:

How is it addressed today?

Work from Anywhere: Why is this no longer enough?

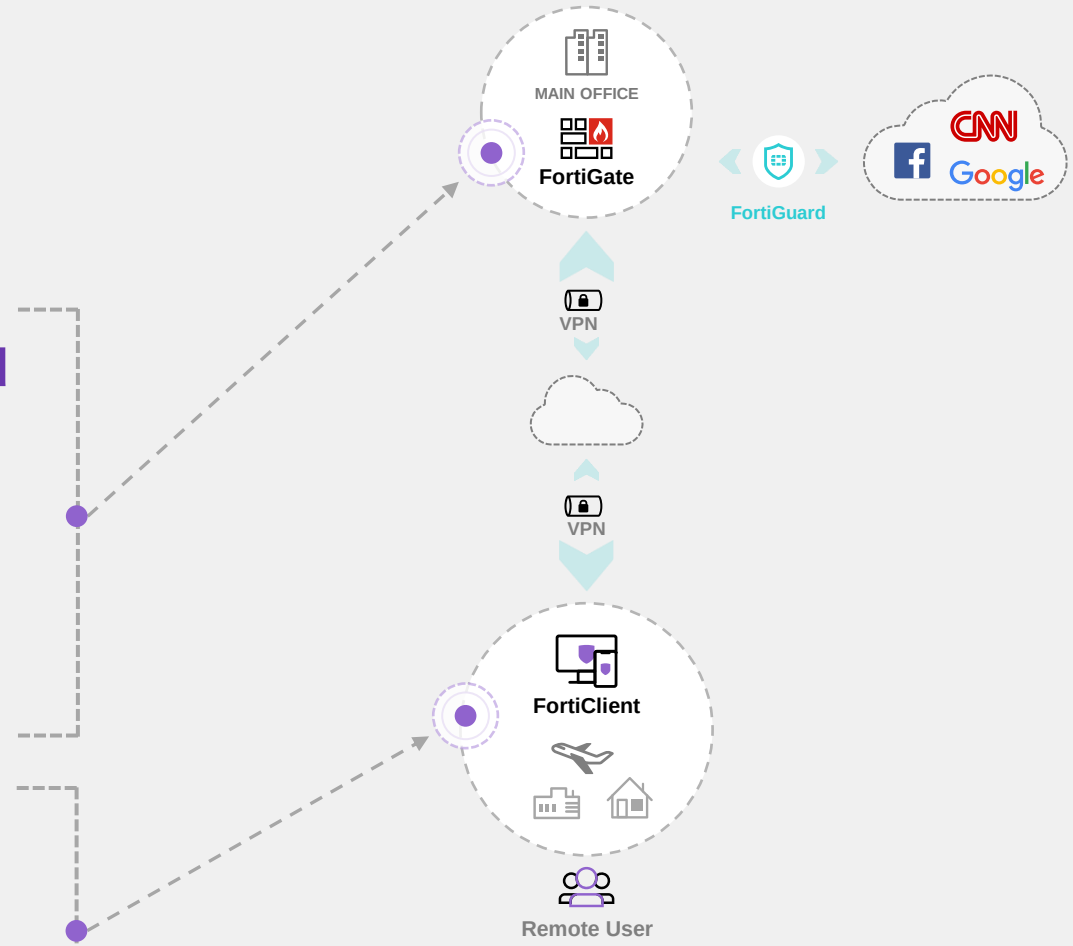
Most common Customer situation today

Office is protected with FortiGate + FortiGuard

Intrusion Prevention
Anti Malware
Anti Spam
Web Filtering
Anti Botnet
Cloud Sandbox

Remote Users connect with FortiClient

+ Private **VPN** connection to the main Office
+ Secure **Internet Access via VPN** through main Office (protected by **FortiGate** + **FortiGuard**)



Secure Remote Access – Today

Work from Anywhere: Why is this no longer enough?

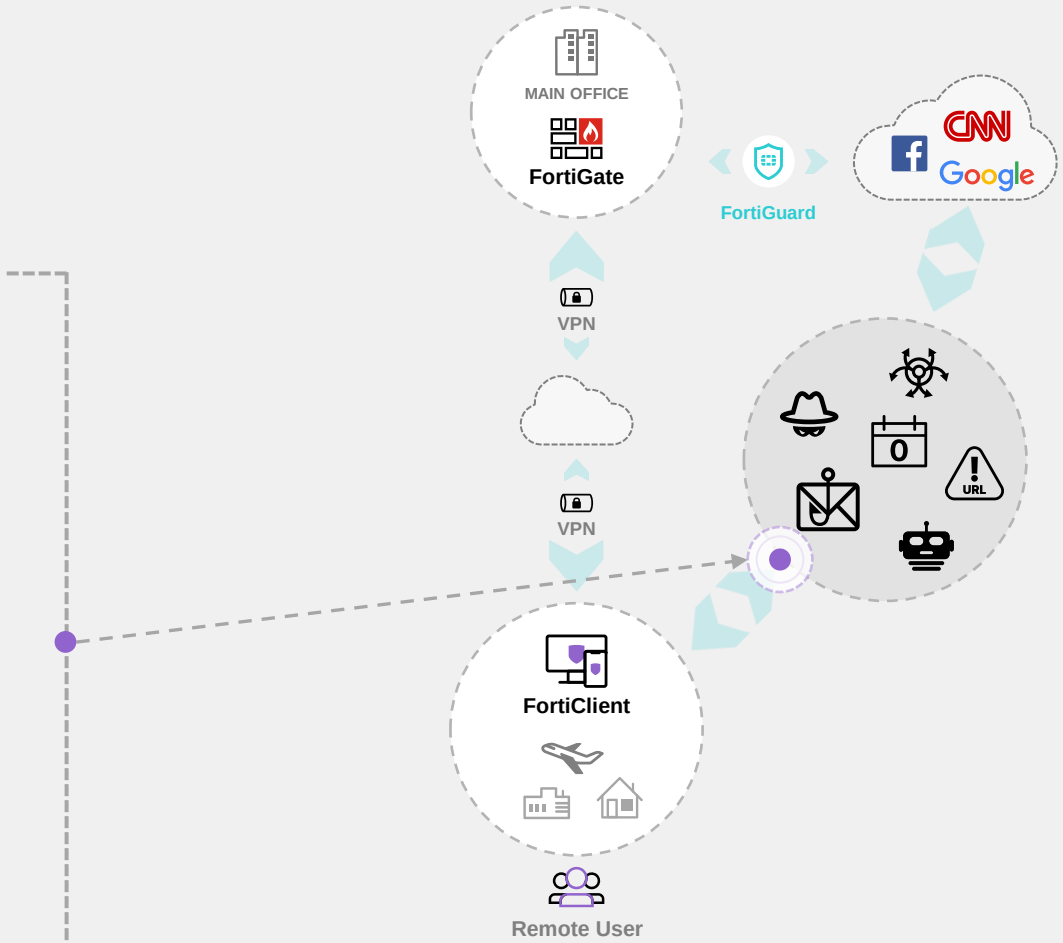
Most common Customer situation today

Secure Remote Access - Issues

Employees connect directly to the Internet

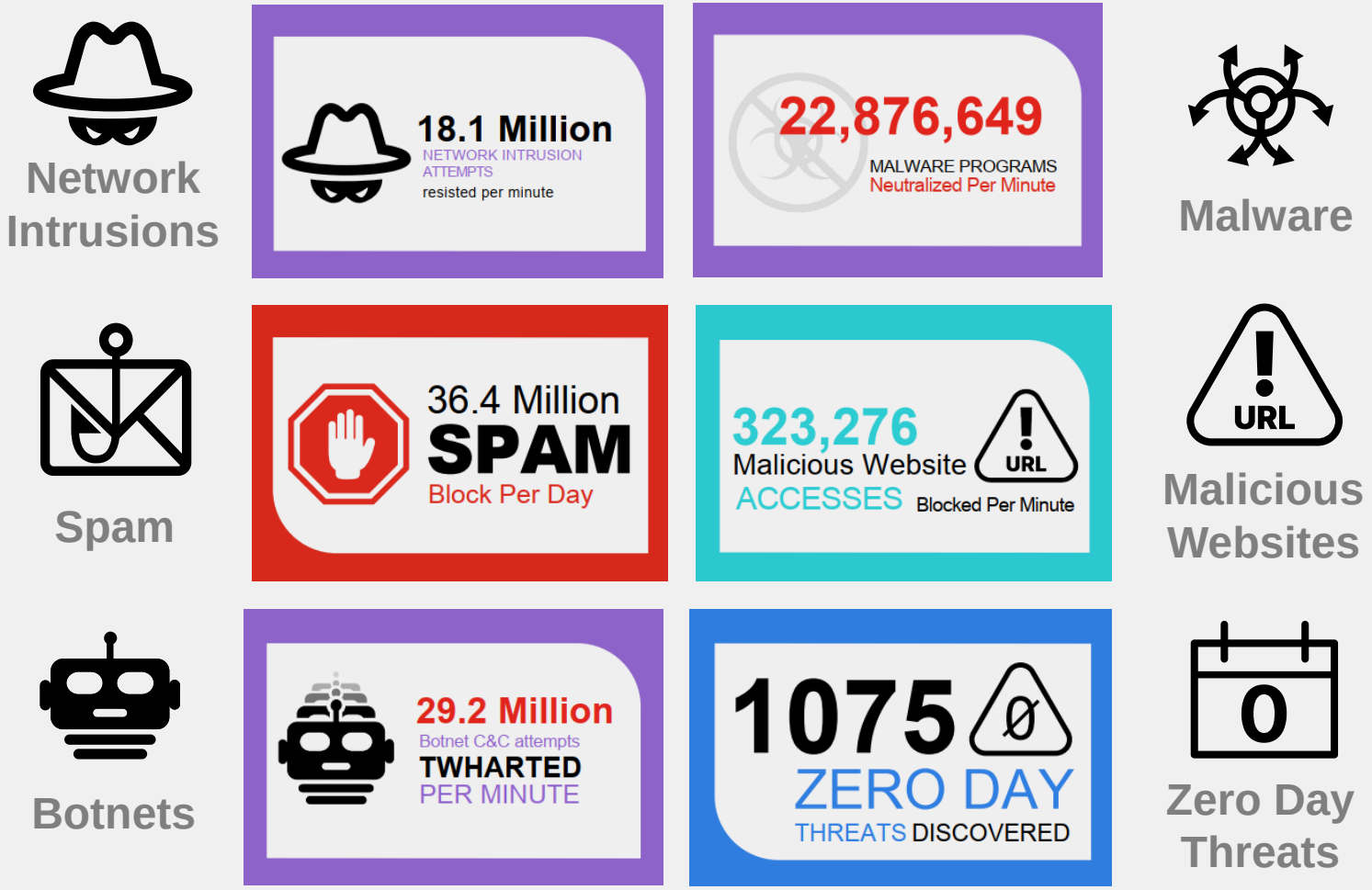
+ **Not protected anymore** by FortiGuard security services
  Exposure to intrusions, malware, spam, malicious URLs…

Network Intrusions | Spam | Botnets | Malware | Malicious Websites | Zero Day Threats



Secure Remote Access – Today

Why is it Dangerous to connect Directly to the Internet?



Source: FortiGuard Labs, 2022

Work from Anywhere: Why is this no longer enough?

Most common Customer situation today

Secure Remote Access - Issues

Employees connect directly to Cloud Apps

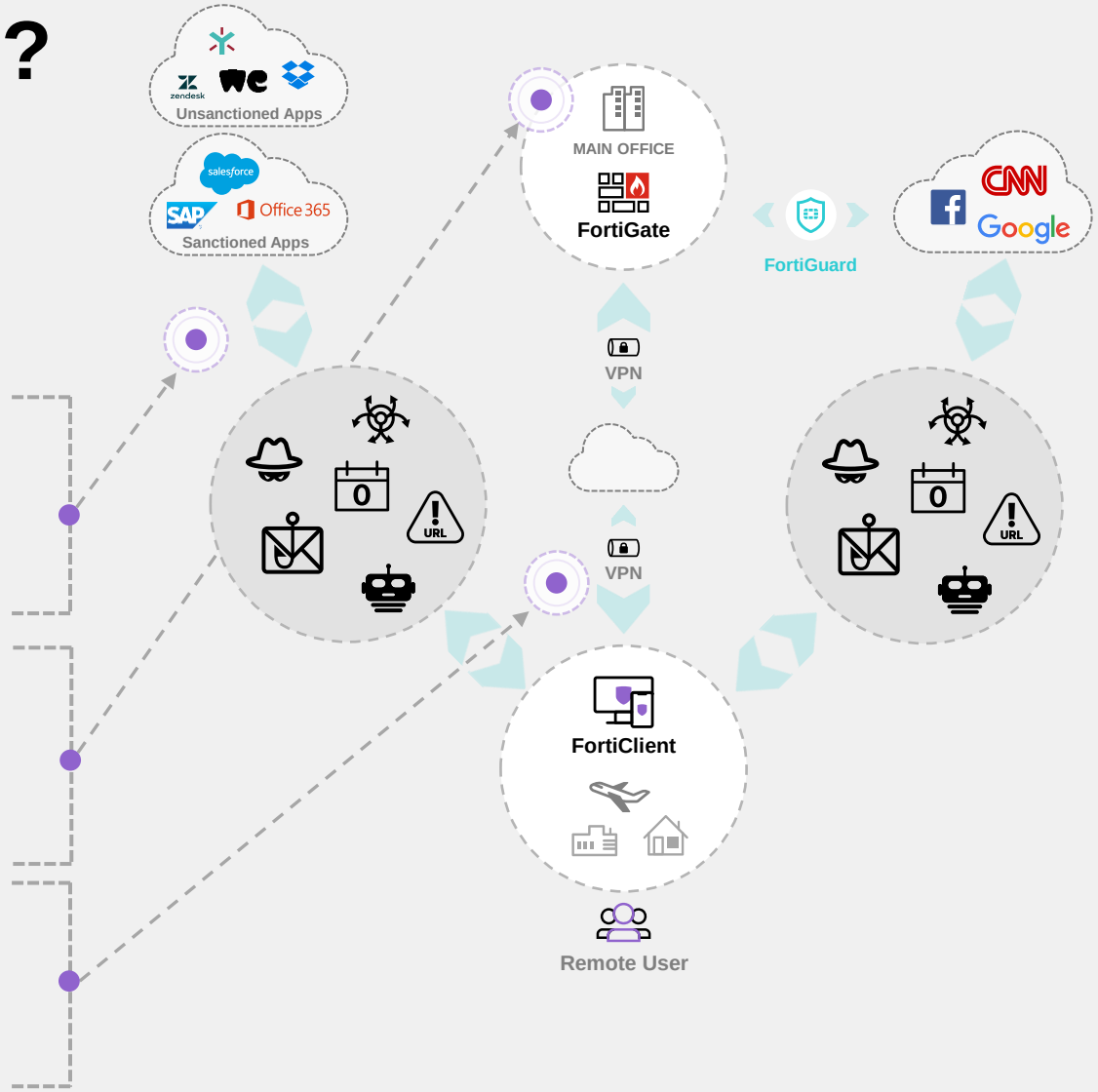
+ **Unprotected connection** to **Corporate Apps** in the Cloud
+ Use of **Services unknown** to Corporate IT (**Shadow IT**), with risks of data leakage and security compliance issues

Same remote access rules for everyone

+ Not possible to set special rules to access sensitive Corporate Apps

Employees frustrations about VPN access

+ **Direct access** to Internet is easier for End Users
+ **VPN might be slow** when connecting from very distant places
+ **No alternative solution** if VPN experiences availability issues



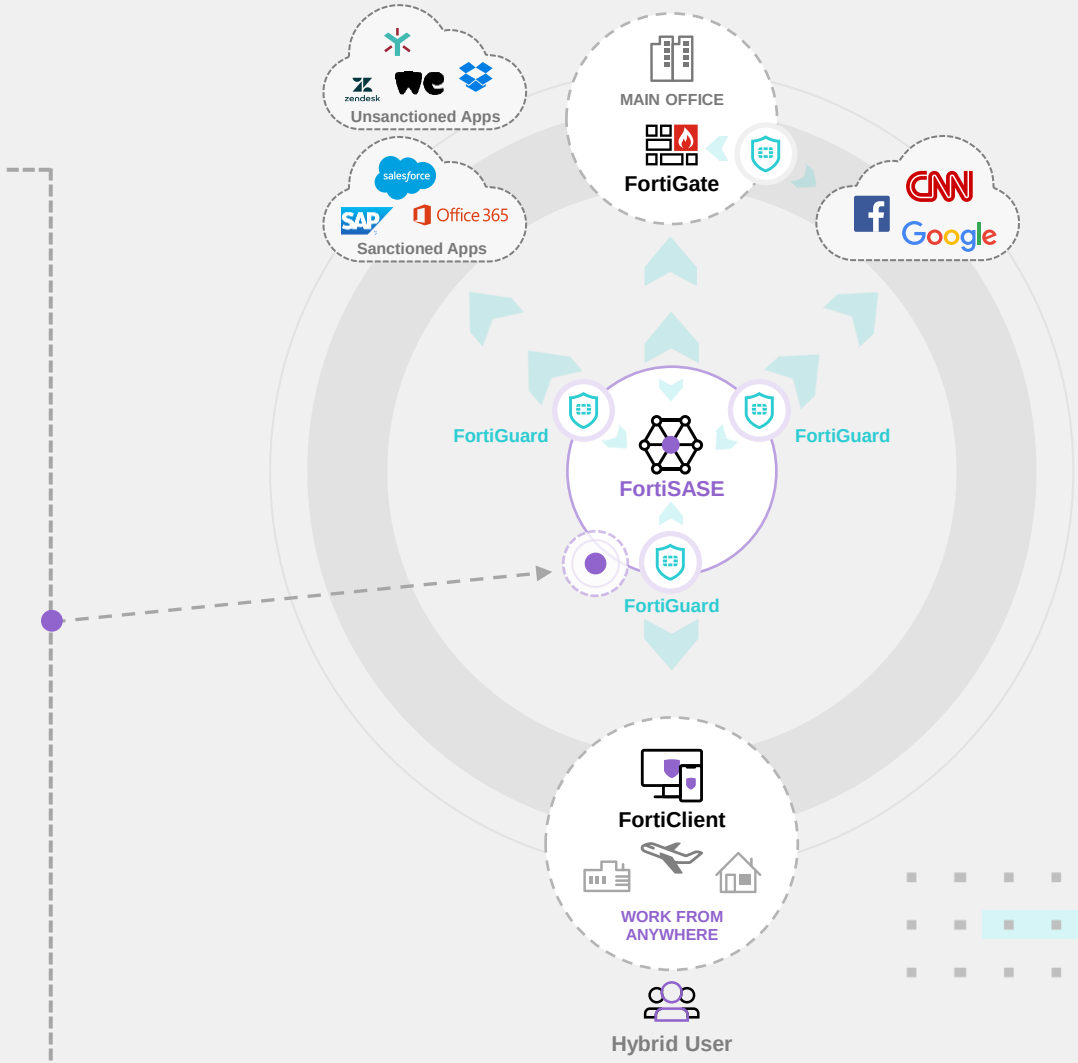
How to capitalize
on existing investments
to solve these new issues?

1 Full Protection… from Anywhere, All the Time

FortiGate + FortiGuard Protection even when not connected to the VPN

FortiGuard Protection for ALL connections

- Intrusion Prevention
- Anti Malware
- Anti Spam
- Web Filtering
- Anti Botnet
- Cloud Sandbox

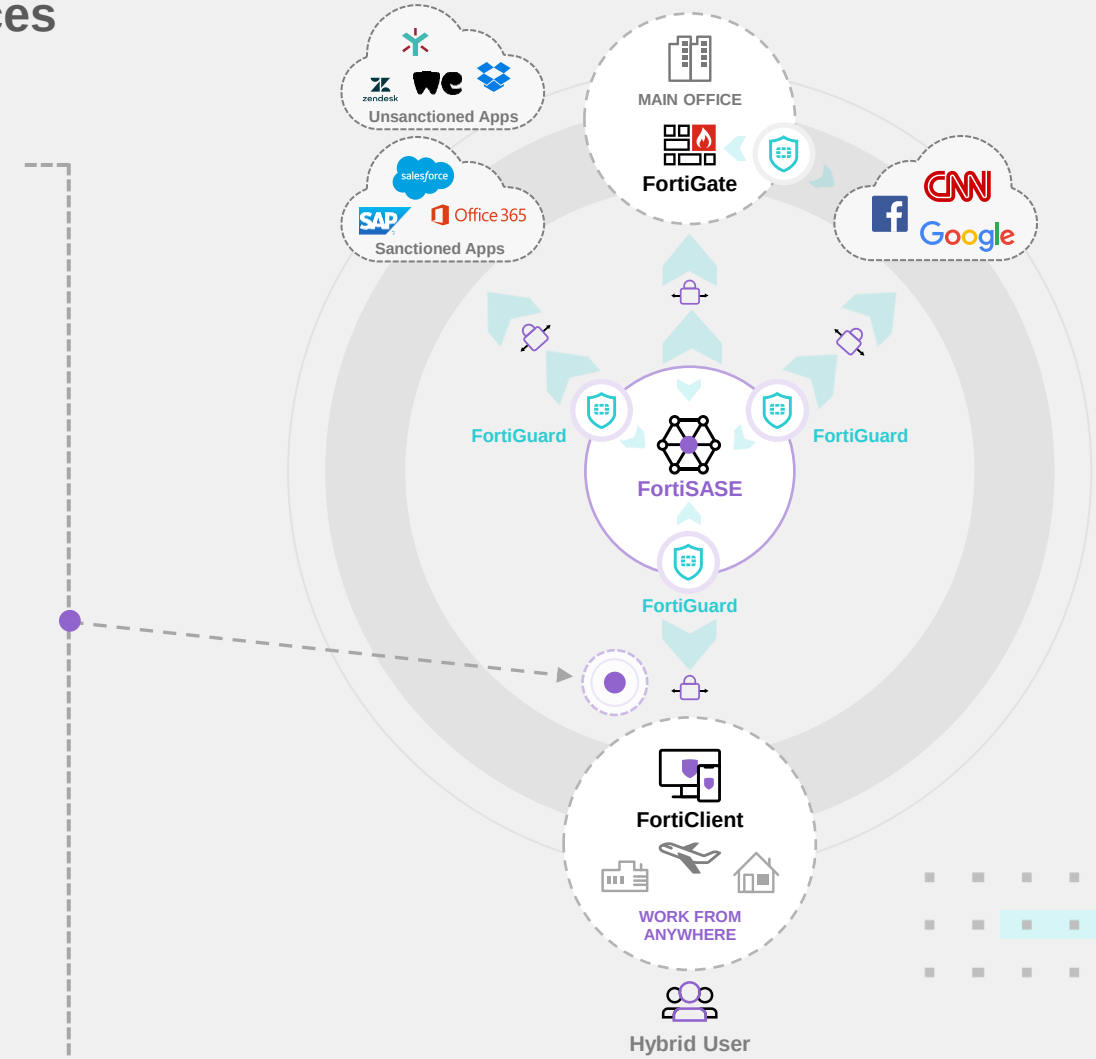


2 Secure Private Access… from Anywhere, All the Time

Secure Private Access in all circumstances

Secure Private Access for ALL connections

+ **Better User Experience**
  – Same feel as direct connection to Internet
+ **Always ON**
+ **VPN still availab**le, whenever required



3 Consistent Security Posture for better Security and Compliance

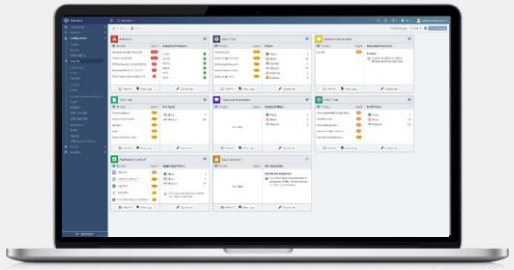
Consistency + Cloud-based Management & Reporting Capabilities

Consistent Security Posture

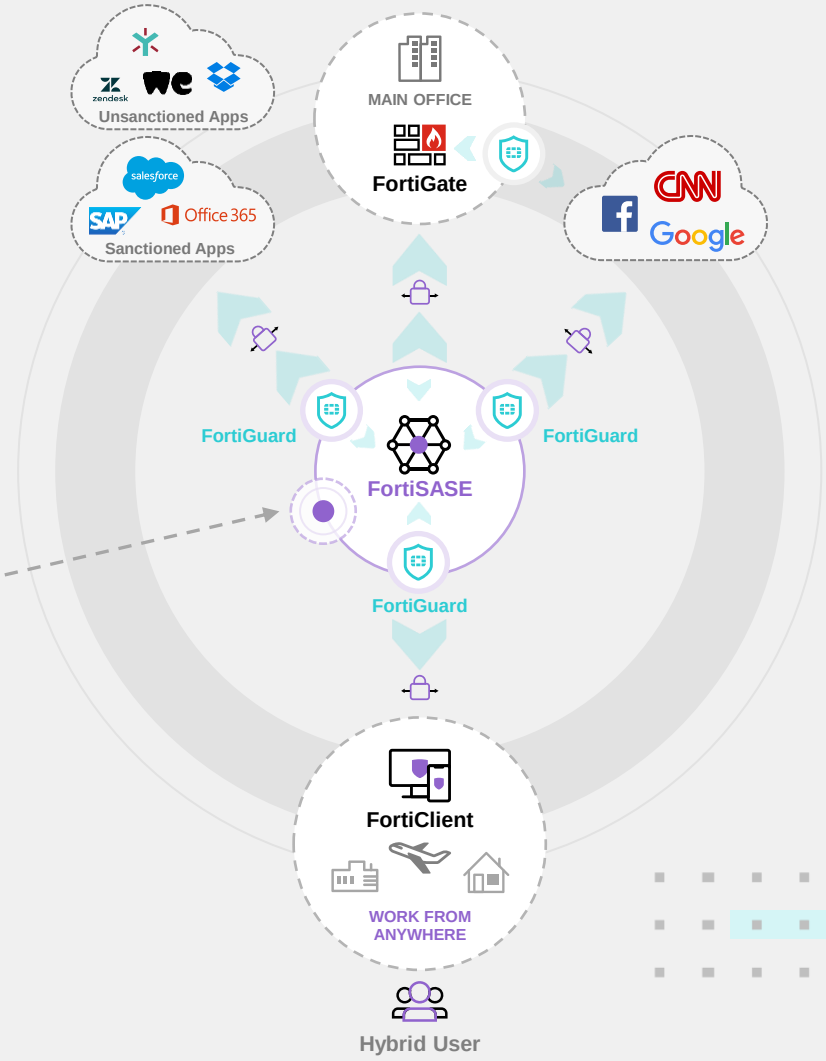
+ Increased **security**
+ Better capability to satisfy **compliance** requirements

Fully Managed Remote Connectivity

+ Cloud-based **management** and **reporting** capabilities



CUSTOMIZABLE DASHBOARD



Secure Remote Access – FortiSASE

4 Visibility and Control on Shadow IT

Capability to see public web Apps used unbeknown to IT, and set access controls on them

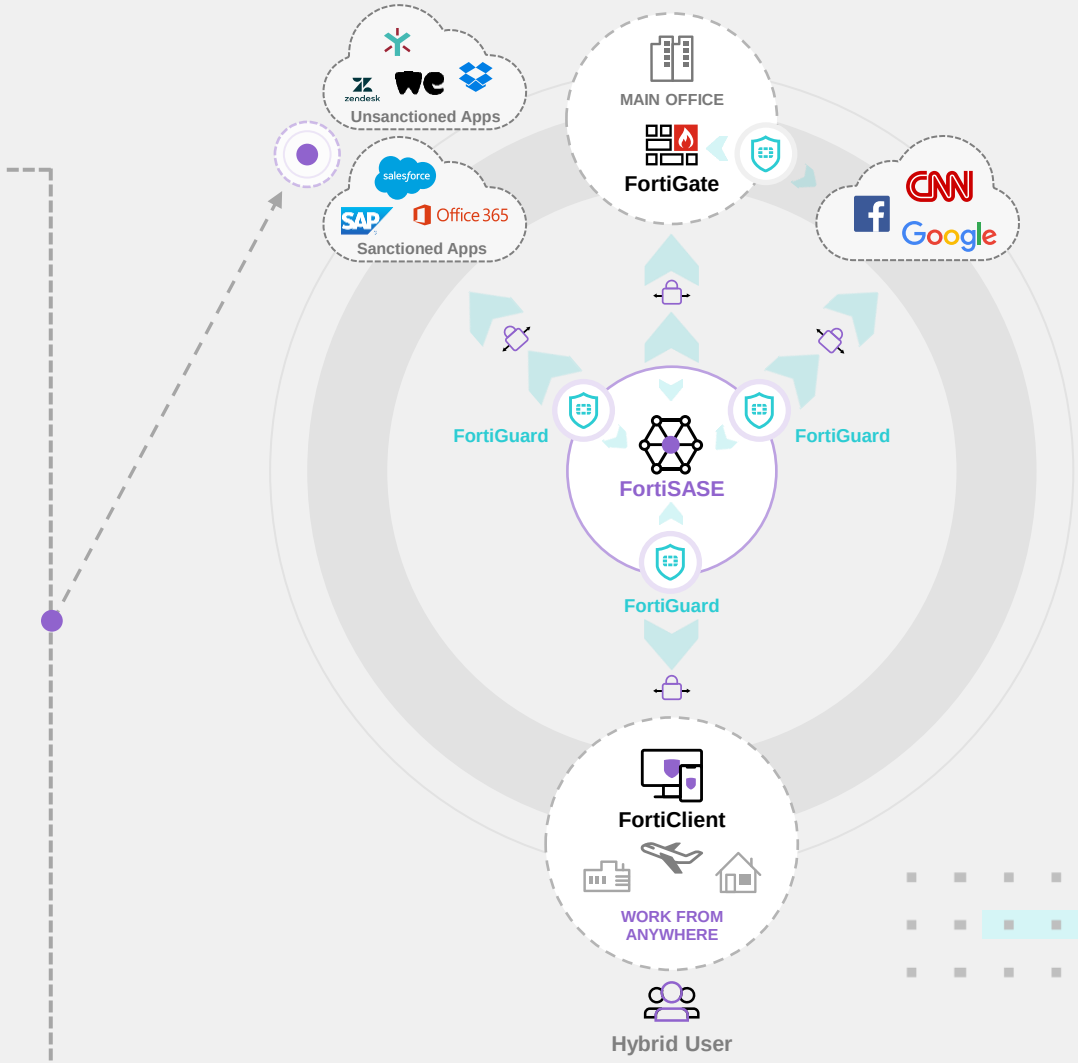
CASB

Visibility & Control on Shadow IT

+ **CASB:** see + decide which web Apps can be accessed

IT Department becomes able to:

+ **Identify** key public web apps used by employees
+ **Report** on their usage
+ **Lock down** access to undesirable apps
+ Ensure **secure access** to desirable apps



5 Context-based Access Control to sensitive Apps & Data

Capability to define context-based conditions to access sensitive Applications and Data

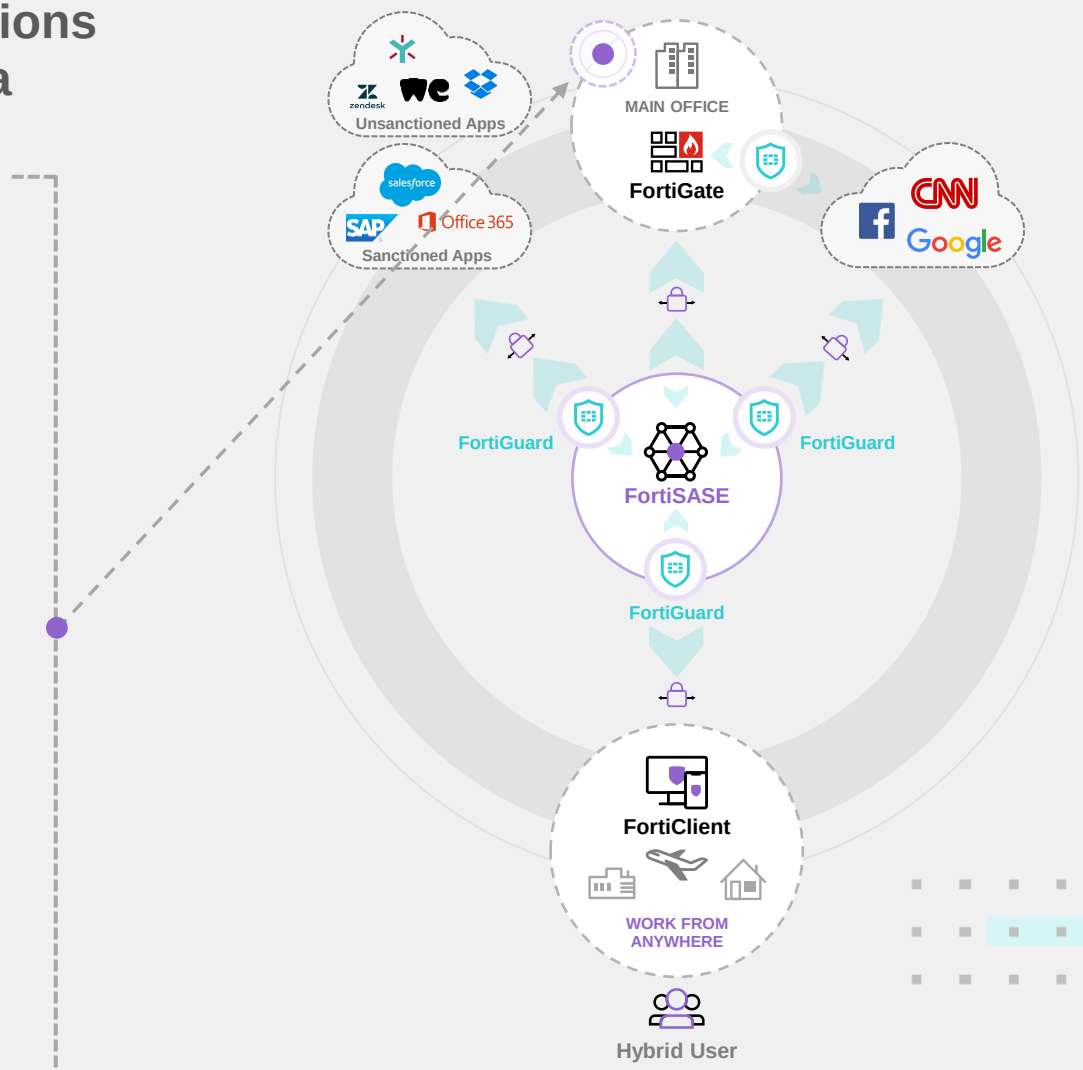
Context-based Access to sensitive Applications / Data

+ **ZTNA**: access control to sensitive Apps or Data

IT Department becomes able to:

+ Set **Context-based Access** to sensitive Apps
  e.g. Ensure that sensitive App is not accessible to employees using their home computer (BYOD)

+ Check **Security Posture** continuously
  e.g. Block access as long as a critical vulnerability remains unpatched



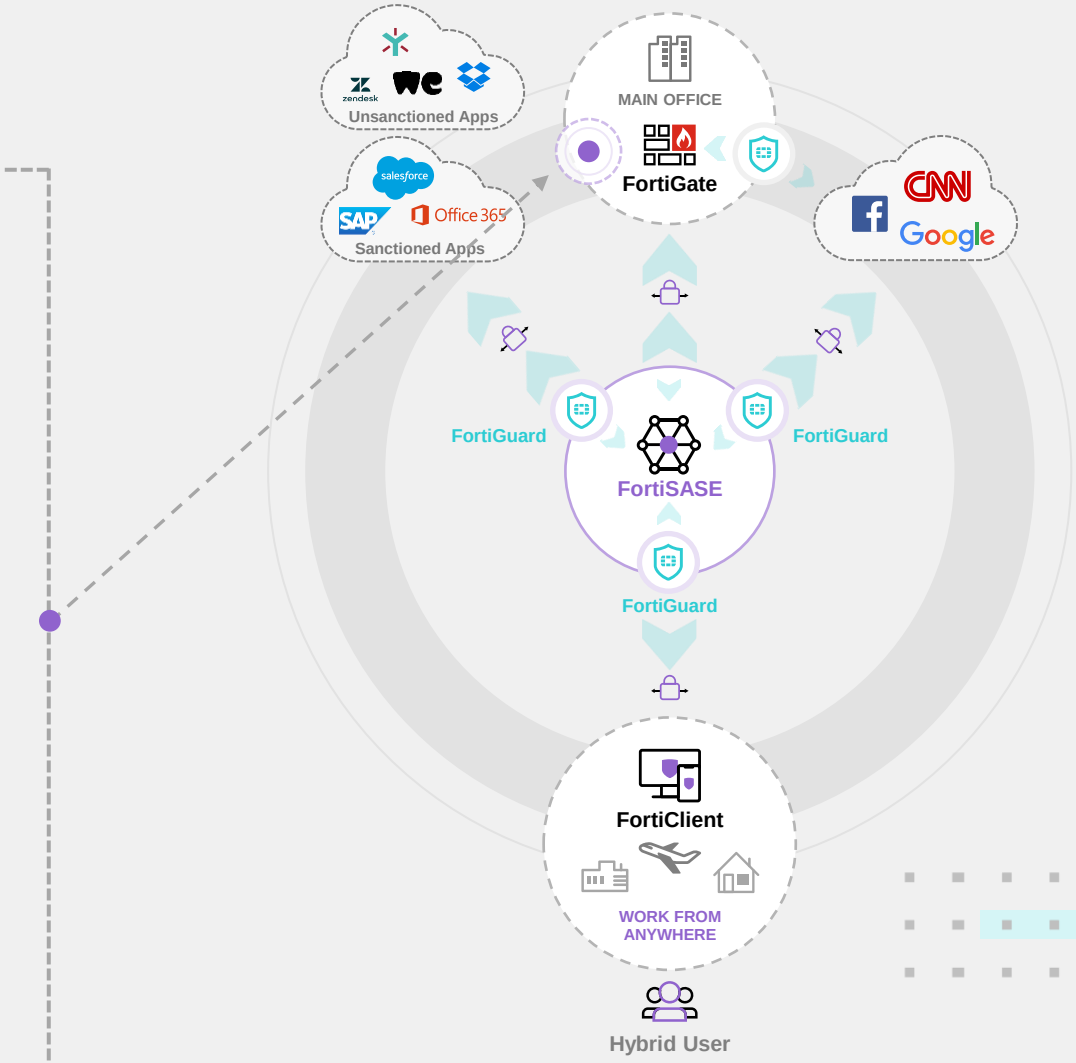
6 Full Integration with Fortinet SD-WAN

Full Integration with Fortinet SD-WAN

+ Best User Experience

Augment to existing SD-WAN

Intelligent routing & steering



7 Agentless connectivity for users without FortiClient

Agentless connectivity for Users without FortiClient

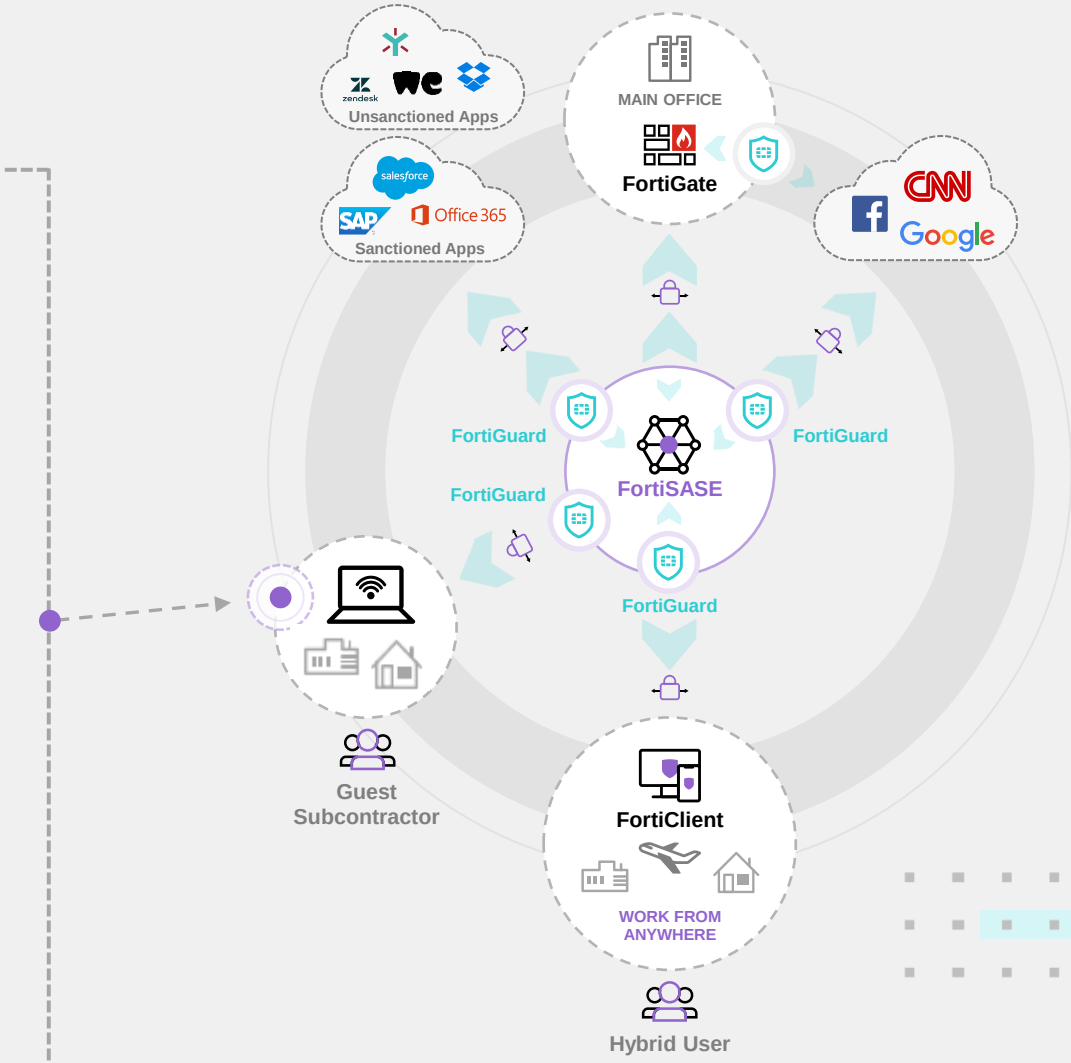
\+ Enable Guests & Subcontractors to get same security

FortiGuard Protection for ALL connections

Secure Private Access for ALL connections

Useful for temporary Guests or Subcontractors who don't have FortiClient installed

More advanced security benefits require FortiClient



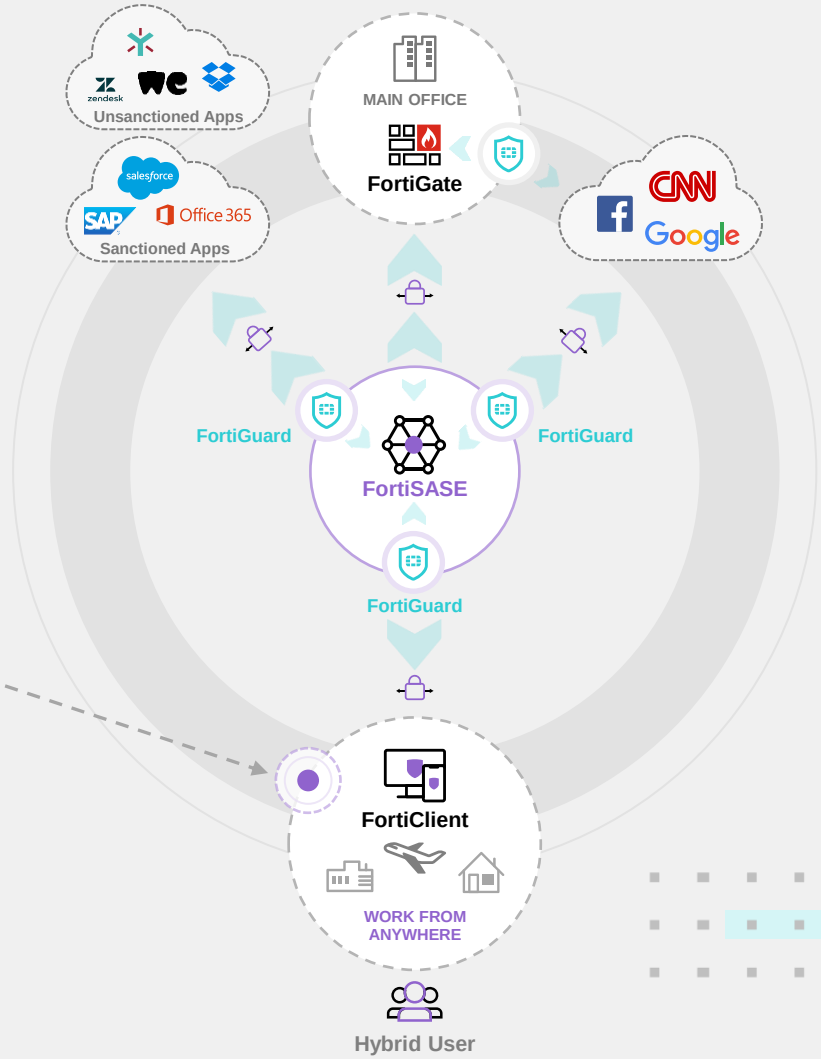
8 Endpoint Protection

(Free Option)

Endpoint Protection from Fortinet is included with FortiSASE

+ **Free option:** May potentially replace 3rd Party Endpoint Protection = better RoI + simpler Endpoint Security Management
+ **Flexibility:** FortiSASE works along with 3rd Party Endpoint Protection

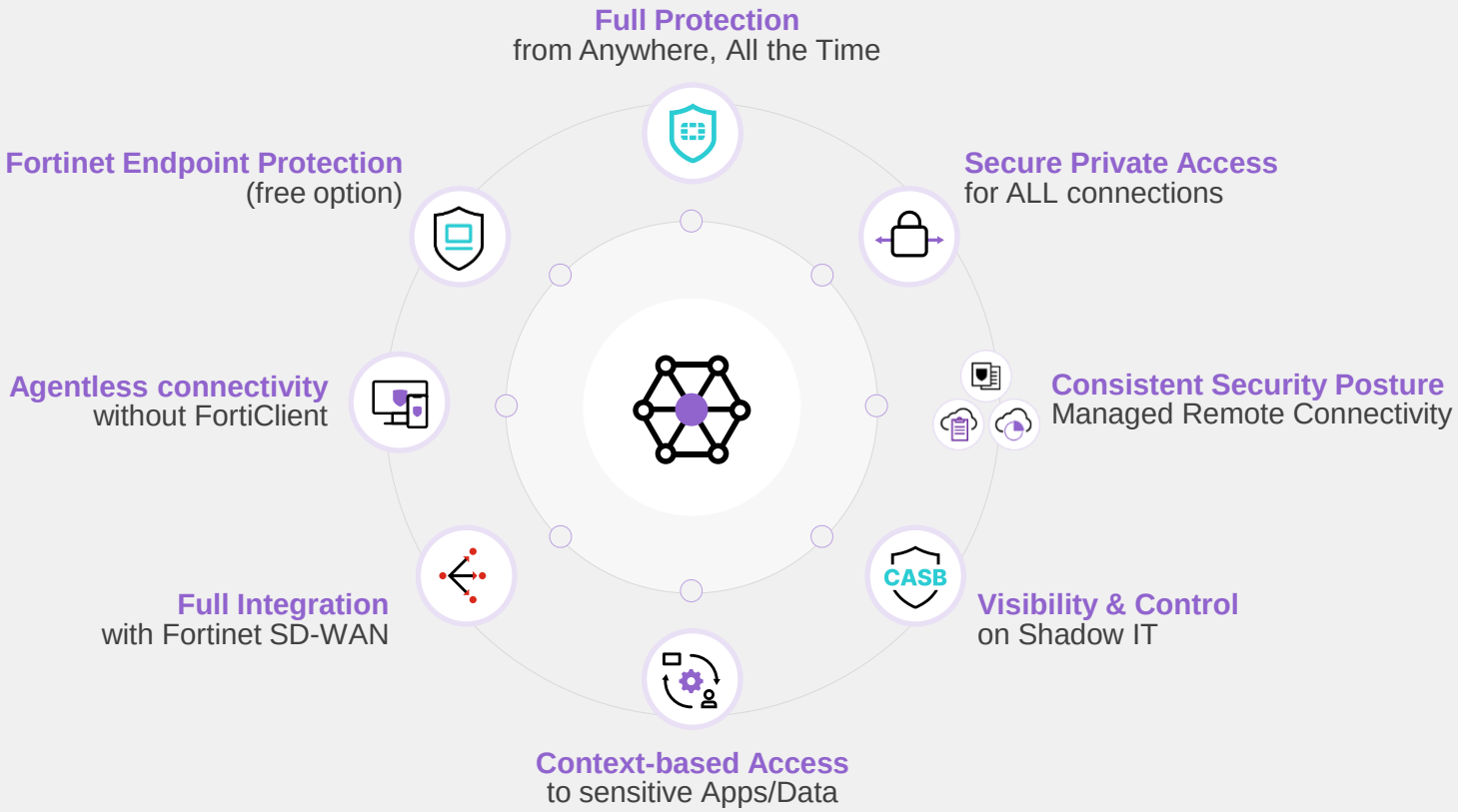
Anti Malware | Anti Ransomware | Cloud Sandbox | Anti Exploit | Vulnerability & Remediation | USB Device Control | Quarantine Management

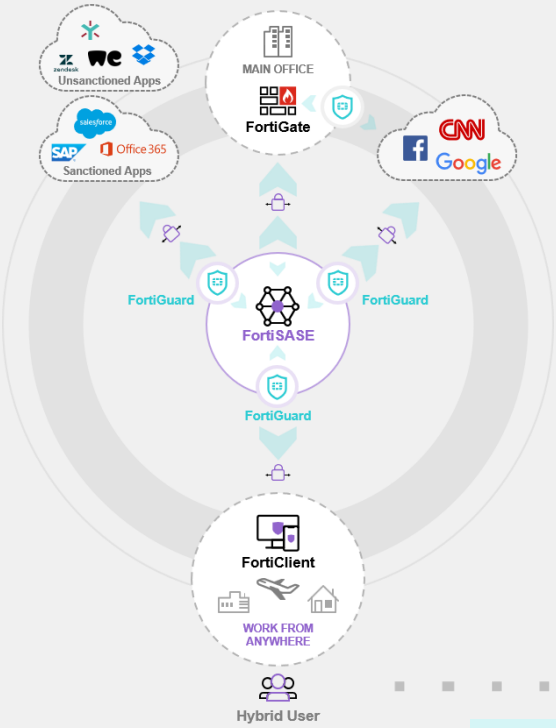


Secure Remote Access – FortiSASE

Summary of FortiSASE Benefits

Enabling secure Work from Anywhere





Secure Remote Access – FortiSASE

Summary of FortiSASE Benefits

Enabling secure Work from Anywhere

Capitalize on your Existing Investments

FortiGate FortiGuard Fortinet SD-WAN FortiClient

Increase Security

Increase Visibility and Control

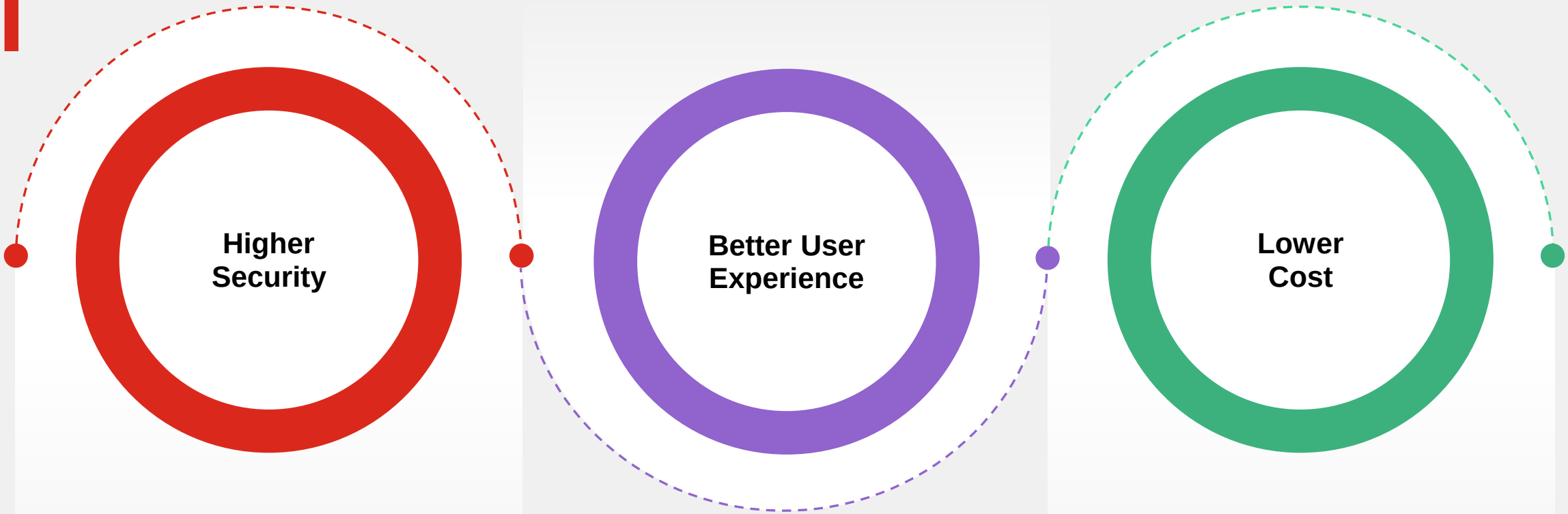
Extend Protection Anywhere, All the Time

Improve Compliance & Management

Secure Remote Access – FortiSASE

Key Business Outcome with FortiSASE

Enabling secure Work from Anywhere



Overcome **Security Gaps**

Consolidated & converged

Same user experience everywhere with the same level of security

Consolidate point products with **integrated approach**

FORTINET