



Winning with AI-Powered Network Firewalls

Real Customer Success Stories

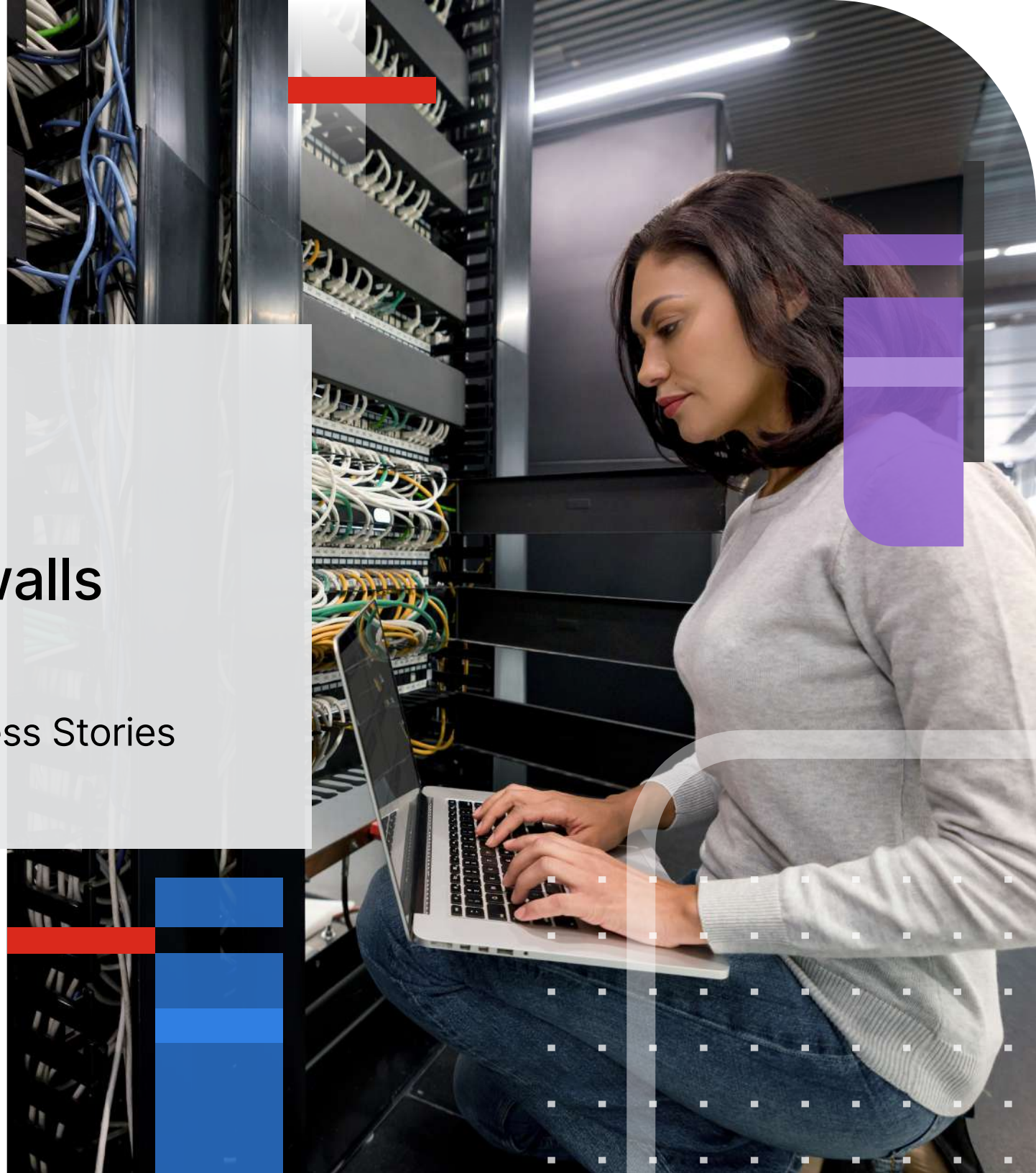


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Executive Overview

In today's digital landscape, businesses face an ever-evolving array of cyberthreats that can jeopardize their operations, data, and reputation. Network firewalls are the first defense to protect your corporate networks from data breaches. A reliable next-generation firewall (NGFW) is crucial for modern organizations as it offers advanced security capabilities and granular visibility beyond a traditional firewall. NGFWs integrate comprehensive threat intelligence, deep packet inspection, and application awareness to protect against sophisticated attacks and vulnerabilities. By combining these features, NGFWs enhance security and ensure operational efficiency and business continuity, making them essential tools for safeguarding today's complex and dynamic IT environments.

This collection of success stories illustrates how companies across various industries have leveraged the latest security and AI/ML technologies to achieve remarkable outcomes in cybersecurity, operational efficiency, and business resilience.

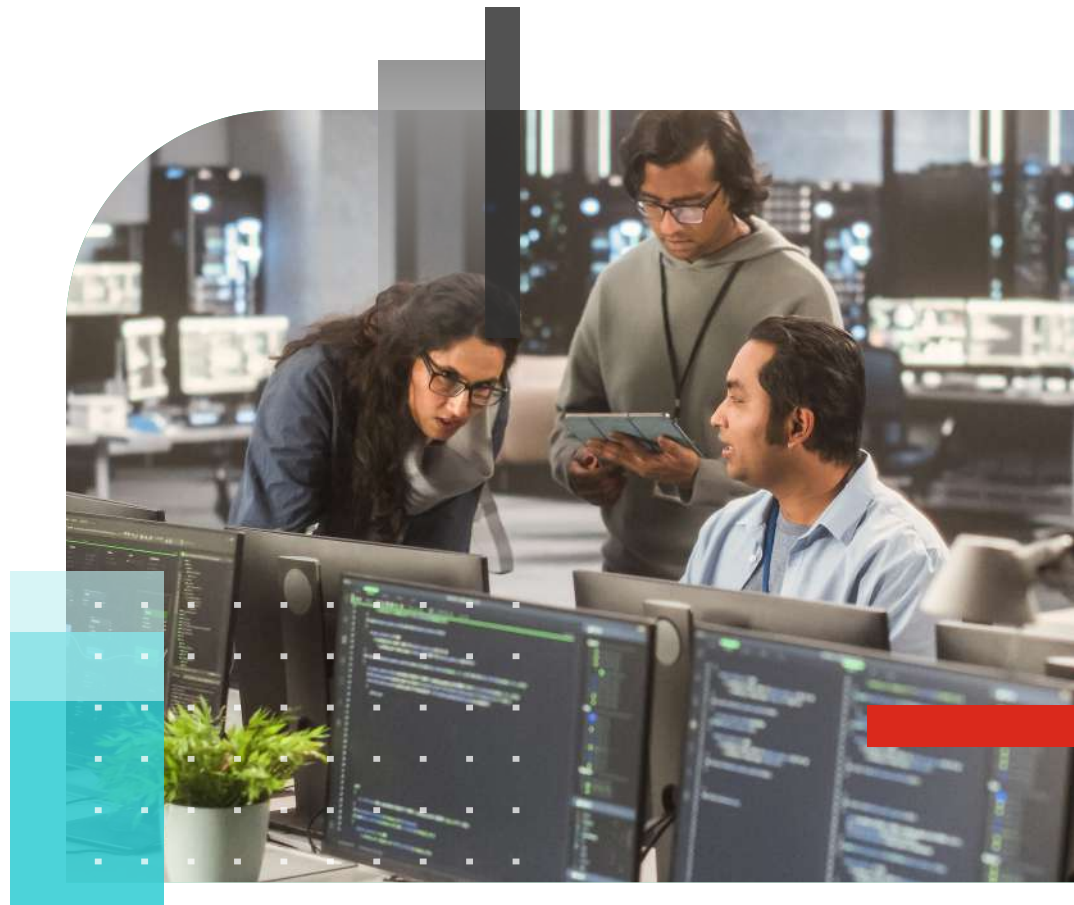


The average cost of a breach was **\$5.3 million** when an attacker disclosed the breach.¹

AI-Driven Defense for Modern Networks

Fortinet AI-powered network firewalls are designed to provide comprehensive and integrated cybersecurity solutions for various types of organizations. FortiGate NGFWs consolidate firewalling, SD-WAN, advanced routing, and zero-trust network access (ZTNA) application gateway functions into one integrated solution that caters to different network sizes and requirements. Whether deployed on-premises, branches, data centers, or in the cloud, they provide consistent security policies across hybrid environments.

Unlike traditional point solutions, Fortinet adopts a holistic approach to cybersecurity with an integrated platform, Fortinet Security Fabric, enabling seamless and efficient interoperation across Fortinet products with consistent and consolidated AI-powered protection across today's hybrid environments. As the core of Fortinet Security Fabric, FortiGate NGFWs coordinate with other security devices, collecting and analyzing security data across the entire network to help organizations reduce complexity, eliminate security silos, and optimize user experience.



Named a Leader 13x in Gartner Magic Quadrant for Network Firewalls, positioned highest in Ability to Execute in the report.²



FortiGate: #1 Choice NGFW by Broad Industries

FortiGate is the most deployed network firewall, with over 50% of the market share worldwide.³ FortiGate NGFWs offer various deployment options—physical and virtual appliances, private and public cloud, hybrid environments, and managed services—to suit a broad range of business needs and budget.

The performance, scalability, and affordability make FortiGate NGFW the top choice by organizations at any sizes.

- **Robust performance:**

Powered by patented secure processors, FortiGate delivers high throughput and low latency, ensuring security does not compromise network performance, even in high-demand environments.

- **AI/ML threat intelligence:**

FortiGate NGFW is integrated with FortiGuard AI-Powered Security Services, providing up-to-date threat intelligence to prevent, detect and respond attacks in real time.

- **Seamless integration:** As

part of the Fortinet Security Fabric, FortiGate NGFWs work smoothly with other Fortinet products, optimizing deployment with zero-touch, auto-discovery.

- **Unified management:** The

intuitive management tools simplify administration, streamlining mass provisioning and policy management across FortiGate firewalls and connected devices effectively.

- **Cost effectiveness:** With its inclusive SD-WAN, ZTNA, and robust features, FortiGate NGFWs provide a strong return on investment compared to managing multiple disparate security solutions.



FortiGate NGFW Use Cases

FortiGate NGFWs are versatile and support a variety of scenarios to enhance security and network performance. Here are some common use cases:

- **Perimeter security:** Acts as the first line of defense of the network to filter inbound and outbound traffic to block unauthorized access and mitigate threats.
- **Secure SD-WAN:** Provides secure and optimized connectivity for branch offices while ensuring application performance.
- **Remote access:** Enables secure remote access to corporate resources regardless of employees' locations.
- **Internal segmentation:** Segments different parts of network to reduce attack surfaces, isolating sensitive data or critical systems to prevent breaches.
- **Cloud security:** Protect cloud workloads, secure data and applications while ensuring compliance with security policies.
- **Application control:** Controls and monitors application usage within the network, preventing unauthorized accesses and reducing threats from risky applications.
- **IoT security:** Secure devices connected to network, ensuring these devices are monitored and managed effectively to prevent vulnerabilities.



Customer Success Stories

The following customer stories showcase real-world implementations where organizations have successfully enhanced their security posture, improved network performance, and streamlined operations. Discover how businesses across various industries have leveraged the FortiGate AI-powered NGFW solution to address unique challenges and achieve remarkable results, providing valuable insights and inspiration for your own security journey.

1

International Hotel Group Boosts Network and Security Teams' Efficiency by 60%

- 6,430 hotels globally with 19 brands
- Around 375,000 employees across over 100 countries
- \$31.6 billion revenue in 2023



Customer Challenges

- Inconsistent security across all technology ecosystems
- Outdated legacy solutions were difficult to manage and high cost to maintain
- Limited visibility into each hotel's network

Why the Fortinet Solution Is the Preferred Choice

- **Secure SD-WAN:** FortiGate integrated SD-WAN capabilities improve network performance and enhance operation.
- **Security effectiveness:** FortiGate unique convergence of networking and security approach helps enhance security posture while reducing cost.
- **Centralized management:** FortiManager optimizes deployment speed and simplify ongoing management efficiency.

Business Outcomes

- 60% efficiency improvement in security team's operations, enhancing policy management
- Completed 5,000+ hotels deployment in 15 months
- 30% reduction in network bandwidth, enabling new deployment of customer applications
- Improved overall security posture while meeting cloud and mobile application requirements

"[Fortinet] helps reduce the demands on my team's time and helps me understand my environment, which ultimately means an improved service for our guests."

– Malvin Eanes
Hotel Security Compliance Director
IHG Hotels & Resorts

IHG®

HOTELS & RESORTS



2

Leading European Network Integrator Increases Competitive Advantages without Rising Costs

- 30,000 employees in 65 countries
- Covering services over 200 countries
- €7.9 billings revenues in 2022



Customer Challenges

- Lack of security expertise to enhance secure digital solutions against the increasing threats and risks
- Keep up with emerging technologies to meet customer expectations
- Stay competitive with continuous innovation while controlling costs

Why the Fortinet Solution Is the Preferred Choice

- **Security Fabric integration:** Fortinet's unified platform empowers Orange to reduce complexity and improve operational efficiency in managing large and complex networks.
- **Advanced threat protection:** Fortinet's leading security expertise enhances Orange's services to protect its customers from evolving cyberthreats.
- **Trusted partnership:** Fortinet's global presence and ongoing partnership provides robust, tailored solution to ensure performance and security needs are met.

Business Outcomes

- Improved overall solution performance while achieving better return on investment
- Increased competitive advantages by offering customers with secure connectivity from the edge to the cloud
- Expanded portfolio to serve enterprise customers of all sizes with use cases
- Integrations enable simple, all-in-one solution for better user experience

"This partnership is giving us a competitive advantage on the market. Fortinet Secure SD-WAN is a key enabler of our Flexible SD-WAN flagship offering which ensure to our customers secure connectivity from the edge to the cloud."

– Anne-Marie Thiollot
Sr. VP, Connectivity Business Unit
Orange Business Services



**Business
Services**

3

Insurance Broker Optimizes Secure Connectivity 10 Times While Cutting 40% Costs

- Over 200 locations in United States
- Over 10,000 employees
- Over \$2.5 billion annual revenue



Customer Challenges

- Migrating old data centers to resolve communications backhauled
- Increasing IT burden to support company's hypergrowth and hybrid architecture
- Network complexity of managing disjointed products and expensive MPLS connection

Why the Fortinet Solution Is the Preferred Choice

- **Best-of-breed security:** FortiGate NGFWs for data centers outpaced competition with high-performance security.
- **Integrated SD-WAN:** FortiGate single appliance with advanced NGFW and SD-WAN requires no additional licensing.
- **Unified visibility:** FortiManager and FortiAnalyzer help USI streamline large-scale of firewall updates and investigate security events.

Business Outcomes

- Up to 10x faster internet connection while reducing 40% connectivity cost
- \$1 million a year in savings on WAN hardware and supply
- Less than five minutes of office downtime to roll out a new firewall
- Simplified management enables network engineering team to focus on more value-added activities

"From a support perspective, we are achieving around \$1 million a year in savings, which is a 30% to 40% decrease in costs. And the Fortinet hardware was 40% cheaper than our legacy firewalls right out of the gate."

– Joe Mogelinski,
Senior Network Engineer,
USI Insurance Services



4

Canada-Based School District Board Reduces Maintenance Hours by 50%

- 76 schools in Ontario, Canada
- Over 4,000 faculty
- Over 36,000 students



Customer Challenges

- Cohesive security management for devices across 76 sites
- Align with Ministry of Education requirements for secure access without loss of network performance

Why the Fortinet Solution Is the Preferred Choice

- **Single security platform:** The school board can simplify vendor management with integrated solutions from FortiGate, FortiSASE, FortiManager, and more.
- **Optimal user experience:** FortiGate Secure SD-WAN enables cost-effective and secure connectivity across all schools.
- **Single pane of visibility:** FortiManager and FortiAnalyzer provide centralized visibility to improve district's ability to respond to security incidents.

Business Outcomes

- 50% reduction in staff hours for solution maintenance and operations
- 5x faster user onboarding than the previous VPN solution
- Consistent security across schools, staff, and students, wherever their locations
- Superior user experience and secure access to corporate applications

"The simplicity of use is also a major benefit with Fortinet. Everything on the Fabric has a similar feel and interface, which makes things very easy for my team."

– Ryan Buhrow
Enterprise System Engineer
UGDSB



5

U.S.-based Franchiser Streamlines Secure Network Management Across 2,500+ Stores

- 2,800 locations
- 19,000 employees
- \$1 billion annual revenue



Customer Challenges

- Rapid growth drove the need for efficient IT infrastructure management
- Lean IT team needed greater visibility and control for all restaurants

Why the Fortinet Solution Is the Preferred Choice

- **Fortinet Security Fabric:** Single platform helps simplify its vendor management across multiple security and networking products.
- **Secure connectivity:** Boost and secure the deployment of FortiAP and FortiSwitch devices remotely.
- **AI-powered security services:** Continuous monitoring, alert triage, threat hunting, and incident handling from FortiGuard services.

Business Outcomes

- 50% faster deployment of LAN opening new franchise locations
- 80% reduction in troubleshooting time for network switches
- 50% fewer RMAs vs. legacy solution
- LAN segmentation provided franchisees flexibility for back-office network

“The IPS inspection helped us take a big jump forward in terms of security... And the ability to segment into VLANs, keeping point-of-sale traffic isolated from everything else, is a key benefit of the FortiGate.”

– Scott Scherer
CIO
Jersey Mike's Franchise Systems Inc.



6

Regional Boutique Shop Improves Branch Connectivity by 480%

- 100 stores throughout the Northeast and in Florida, United States
- 3,000 employees
- Family-owned company founded in 1964



Customer Challenges

- Multiple vendors and products created complexity, increased cost, and impacted network performance
- Costly third-party services due to mall connectivity restrictions
- Limited IT resources and visibility to support store expansion

Why the Fortinet Solution Is the Preferred Choice

- **Cost savings:** Fortinet's unified platform enables faster new store deployment and avoids \$52,00 in lost revenue per store setup monthly.
- **Boosted VoIP connection:** Integrated NGFW with SD-WAN in FortiGate appliances improve secure connectivity without additional equipment.
- **Consolidated visibility:** Streamline management of outages with significant reduced IT time without third-party services.

Business Outcomes

- Maximize revenues in peak sales seasons by ensuring that network outages do not affect in-store transaction processing
- 20% cost savings on network management, monitoring services, and equipment leases

- 15x faster deployment of new stores helps avoid \$52,000 in lost monthly revenue per store setup
- Up to 480% improvement in branch connection reliability helps avoid \$13,000 in lost monthly revenue per store

"The FortiGate NGFW firewall turned out to be the right solution for what we were trying to do. The fact that Fortinet also offered the entire threat protection stack and the ease of management from a single pane of glass only amplified the reasons why we wanted to make the switch"

– Ken Guild,
IT Systems Security Manager,
The Paper Store



7

Premier Romania Bank Achieves 50% Reduction in Application Response Time

- Over 1,000 locations
- Over 1,000 employees
- \$113 million annual revenue



Customer Challenges

- Old MPLS was slow and unreliable to support the increasing traffic load due to ongoing digital transformation
- Complexity and resource intense in managing a combination of legacy applications, cloud and hybrid services

Why the Fortinet Solution Is the Preferred Choice

- **Connectivity uptime:** FortiGate with Secure SD-WAN optimizes connectivity infrastructure.
- **High availability:** The unique convergence of security and networking enables continue operating without affecting performance.
- **Ease of management:** Intuitive management enables the bank to automate updates and deployment across over 250 branches.

Business Outcomes

- 8x increase in available bandwidth
- 50% reduction in application response times
- Greatly reduced operational complexity
- Increased profitability through launch of new services and efficiency gains

“Within just six months, the entire roll-out of FortiGate Secure SD-WAN was complete, providing fast, reliable connectivity to our full range of applications and services to almost 1,000 branches.”

– Eduard Bîsceanu,
Director, Information Security
& Administration,
CEC Bank

CEC Bank

8

State Agency Improves 30% in Security Efficacy while Lowering 40% Cost

- Over 1,200 employees with HQ in San Francisco
- CPUC regulates services in energy, transportation, telecommunications, and water industries



Customer Challenges

- End-of-life firewalls limited the integration of security structure
- Lack of visibility
- Tighten access controls while reducing staff time

Why the Fortinet Solution Is the Preferred Choice

- **Fortinet Security Fabric:** Provides easy integration among Fortinet products with unified security protection across all IoT devices.
- **High-availability architecture:** Provides seamless traffic handling for continuous operational performance.
- **Access control and visibility:** Efficient management significantly reduces stall time.
- **Universal ZTNA:** Robust and reliable connectivity for remote employees.

Business Outcomes

- Up to 30% increase in efficacy of perimeter security
- 95% improvement in switch port security
- 40% reduction in total cost of ownership of security architecture
- Better visibility into endpoint activity enables discovery of employees traveling without logging vacation time

“The Security Fabric integration is the biggest benefit of our Fortinet environment. The FortiGates, the NAC, and the EMS work very well together... Overall, I think we are saving about 40% on our security architecture because of the transition to Fortinet.”

– Francis Souza
Network and Security Manager,
CPUC



9

Global Low-Code Pioneer Improves Resilience and Cuts Management Complexity

- Active customers in 87 countries
- 2,100 employees in 8 locations
- \$750 million annual revenue



Customer Challenges

- Inefficient WAN security management for remote offices
- Overburdened firewall rules became difficult to manage
- Desire to enhance performance and resilience

Why the Fortinet Solution Is the Preferred Choice

- **Secure SD-WAN:** FortiGate inclusive SD-WAN capabilities enables OutSystems to simplify WAN management and optimize traffic across all offices.
- **Streamlined security:** Single management helps the company expands on-prem to cloud security infrastructure seamlessly.
- **ML-enriched protection:** FortiWeb WAAP solution provides advanced protection of the company's multiple web portals and back-end APIs against known and unknown threats.

Business Outcomes

- 85% reduction in number of firewall security rules, easing management complexity
- 86% reduction in public IP addresses, significantly reducing management time and costs

- Reduced operations overhead through simplified infrastructure management
- Increased business continuity through automated network performance, flexibility, scalability, and resilience

“Before the migration, network connectivity issues could be quite time-consuming to resolve. But with Fortinet, we can now pinpoint their cause really quickly—even subtle problems, such as intermittent packet loss from one of the multiple ISPs, are easily identified through the central management console.”

– Óscar Rodrigues
TechOps Network and
Security Lead
OutSystems



10

Leading Healthcare Solutions Provider Improves Business Continuity

- 43 manufacturing locations
- 5,700 employees
- 1.45 billion in annual revenue



Customer Challenges

- Insufficient network resilience and visibility expose risks to life-saving operations
- Under-performance systems resulted in frequent application timeout and network traffic backhauled through data center
- Modernize and standardize network and security architecture to meet requirements for GDPR and audits

Why the Fortinet Solution Is the Preferred Choice

- **Single platform:** One FortiGate appliance with integrated AI security, NGFW, and SD-WAN.
- **Single pane of glass:** FortiManager provides risk analytics to help team fine-tune security policies and improved quality services.
- **Secure SD-Branch:** Integrations among FortiGate, FortiSwitch, and FortiAP enable Servizi Italia to simplify deployment and control for wired and wireless devices across locations.

Business Outcomes

- 60% reduction in overall downtime
- Up to 100-fold reduction in typical service outage duration
- 25% reduction in the number of mobile backup links
- Significantly reduced management complexity
- Increased customer satisfaction and reduced support overhea

“The difference is night and day [with Fortinet]. Service interruptions are far less frequent and when they do occur, their duration is now measured in minutes instead of hours—about a hundred-fold reduction”

– Dr. Andrea Ruscitti,
CTO and ICT Officer Manager
Servizi Italia



Why Fortinet

Fortinet is an industry leader in secure networking. We're the first vendor to organically develop and integrate SD-WAN, NGFW, advanced routing, and ZTNA application gateway functions on one platform. Also, Fortinet is the only vendor with purpose-built ASICs to accelerate and offload network and security functions. With tight integrations across the LAN, WLAN, and WWAN on the hardware, software, and management levels, we are unique in offering a seamless transition to SD-Branch managed by a single console. And, as organizations embrace the SASE journey, the Fortinet Secure SD-WAN platform is the cornerstone of that transition.

Founded more than 20 years ago in Sunnyvale, California, Fortinet continues to be a driving force in the evolution of cybersecurity and the convergence of networking and security. Securing people, devices, and data everywhere is our mission. To that end, our portfolio of over 50 enterprise-grade products is the largest integrated offering available, delivering proven

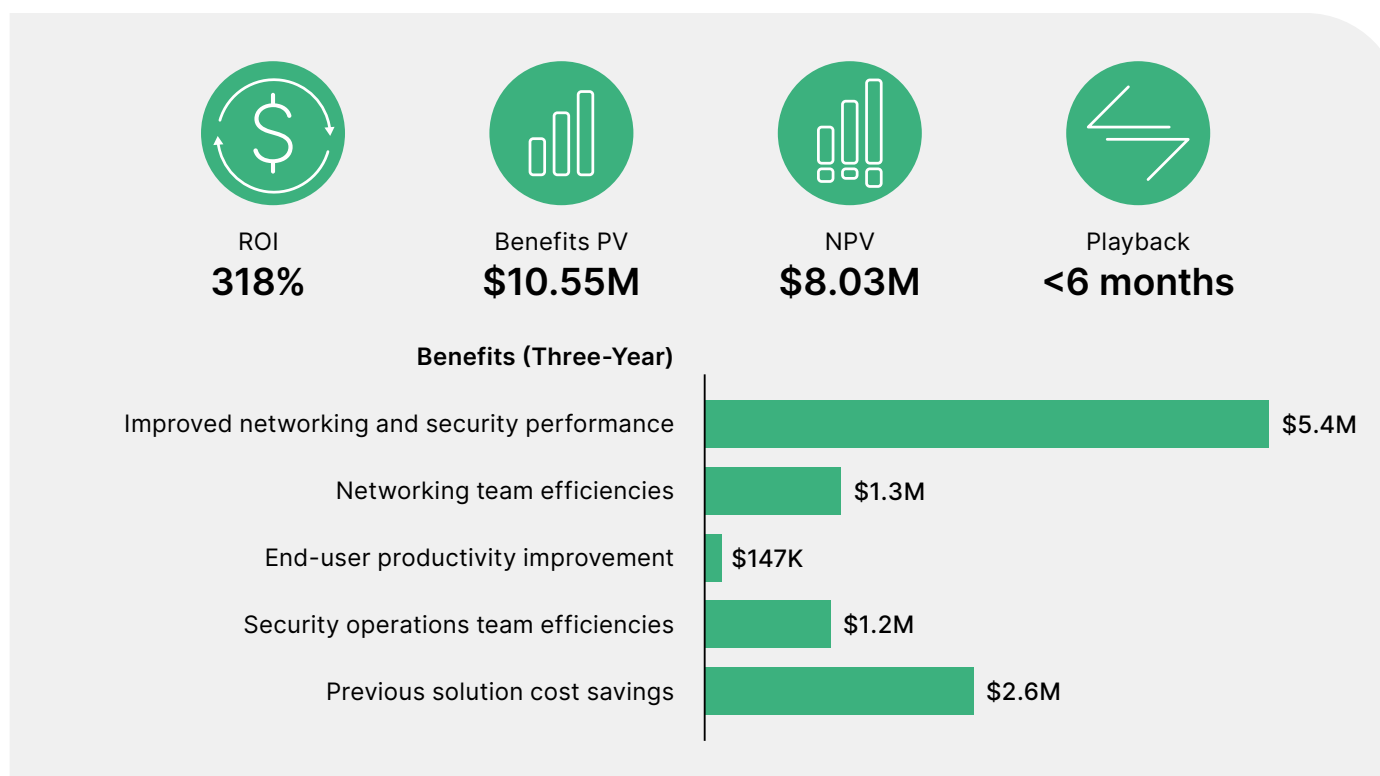


cybersecurity everywhere you need it. More than 775,000 customers trust Fortinet solutions, which are among the most deployed, most patented, and most validated in the industry.



FortiGate NGFW: Delivering Unparalleled Security and the Best ROI

The Forrester Total Economic Impact (TEI) study highlights significant benefits with Fortinet's data center solution, including a 318% return on investment (ROI) over three years. The study shows that Fortinet's NGFW and AI-powered FortiGuard services improve operational efficiencies, reduce security risks, and enhance network performance. Fortinet customers also experience faster payback periods and reduced costs compared to legacy solutions, all while boosting productivity and sustainability.





Conclusion

This document's diverse range of success stories underscores the transformative impact of NGFWs on modern cybersecurity strategies. These stories offer valuable insights for organizations considering NGFW solutions by addressing specific challenges and demonstrating tangible benefits. They provide a compelling testament to the effectiveness of NGFWs in enhancing security, efficiency, and resilience in today's complex threat environment.

¹ [IBM Cost of a Data Breach Report 2024.](#)

² [Gartner Magic Quadrant for Network Firewall, 2022.](#)

³ 650 Group.



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