

2008 Global Market Leadership Award**Fortinet, Inc.**

Frost & Sullivan is proud to present the 2008 Award for Market Leadership in Unified Threat Management (UTM) solutions market to Fortinet for their continued leadership through innovative technology. Presently Fortinet controls over 15% percent of a \$1.6 billion dollar UTM market making them the overall industry leader. Their industry leading UTM solution will not only enhance their portfolio but will assist their customers in securing their networks and complying with federal regulations. Fortinet, a Sunnyvale, California based company is one of the earlier pioneers and recognized leader in the UTM appliances market. Former CEO of NetScreen Ken Xie founded Fortinet. Ken developed Fortinet UTM appliances from the ground up by basing it around Fortinet's ASIC and FortiOS technology. The technology is designed to meet the growing threat of blended based attacks head-on while at the same time providing a solution that meets the needs of enterprise of all sizes. For these reasons, alone they are our top-pick for this prestigious and competitive award category.

Fortinet's thought leadership

Fortinet was one of the only companies to recognize that businesses need agility through scalability to counter present day and future network-security threats. Agility through scalability is achieved through Fortinet's 'Future Proofing' solutions. Future proofing provides multiple layers of security protection and management that can be scaled and mapped to business requirements. This translates into a solution that can provide infrastructure protection against the full spectrum of network based attacks such malware, spam and blended attack methodologies. The overall solution provides businesses of all sizes with a low TCO and the superior ability to protect itself from today's and tomorrow's threats.

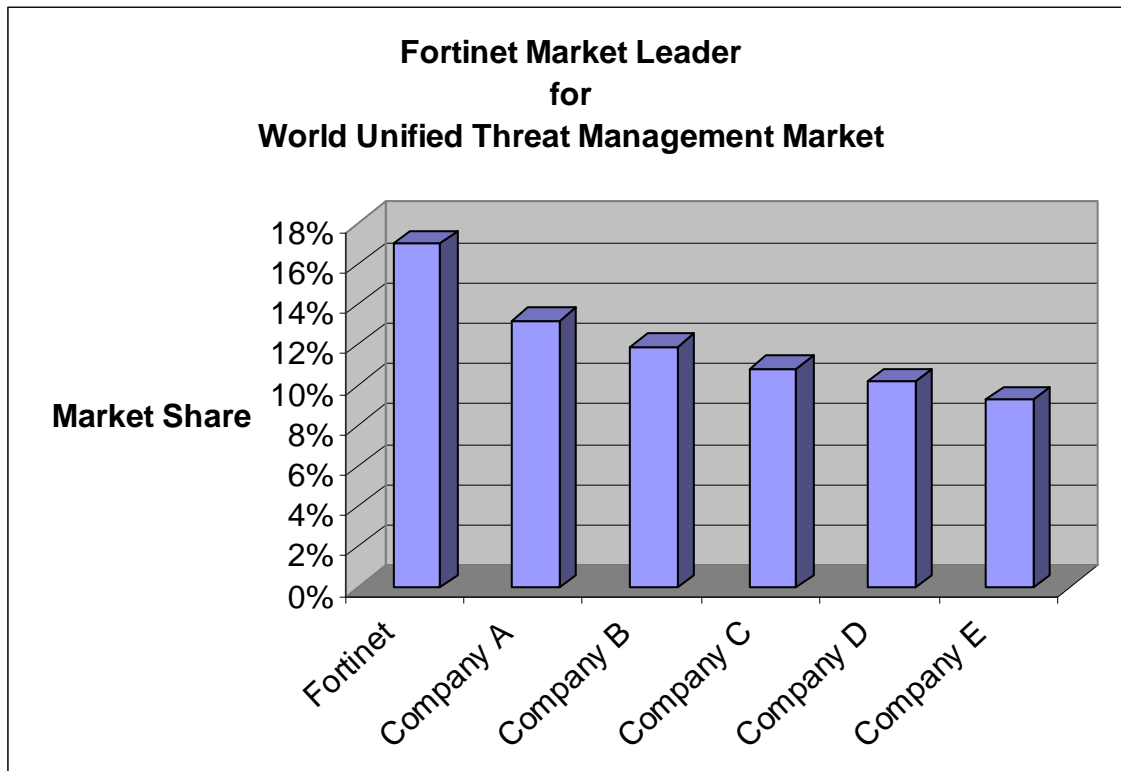
Fortinet's family of UTM Products

Fortinet's product family of UTM appliances, the FortiGate, is based around ASIC technology and the FortiOS operating system. ASICs use an intelligent proprietary content scanning engine, which uses algorithms to accelerate network security services. This methodology provides high-end network security that meets the needs of enterprise and network carriers. Coupled with ASIC is FortiOS operating system. The operating system provides a suite of in house created content filtering, anti-malware, IPS along with virtual network security and QoS services. Fortinet is one of a few companies that develop their own suite of network security products such anti-malware and IPS signatures.

When it's all said and done

Frost & Sullivan believes that Fortinet's unique ASIC technology makes them the prominent leader in the UTM market. Fortinet's ability to produce their own network security products and push anti-virus and IDS/IPS signatures to their clients will help companies of any size defend their enterprise against network and content level threats. When it's all said and done the network security market spawned company that has out paced their competitors in terms of technology and corporate growth. Fortinet's selection for the Frost & Sullivan's Market Leadership Award in UTM solutions brings great credit upon themselves and the UTM market.

Chart 1.1 illustrates vendor revenues, adjusted for perpetual equivalent, for the Unified Threat Management world market in 2007.



Award Description

The Frost & Sullivan Award for Market Leadership is given to the company that has exhibited market share leadership through the implementation of market strategy. The recipient has displayed excellence in all areas of the market leadership process, including the identification of market challenges, drivers and restraints, as well as strategy development and methods of addressing these market dynamics. Furthermore, the Award recipient has continually demonstrated solutions for

monitoring market changes and for implementing superior market strategies. By utilizing these strategies for success, the company has established itself as the market share leader in its respective industry.

Research Methodology

To choose the recipient of this Award, the analysts track competitor revenue and market share within the industry. This is achieved through interviews with market participants and extensive secondary research of proprietary data sources. Competitors are compared and ranked for relative position. Frost & Sullivan then presents the Award to the company that received the number one industry rank.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used to ascertain final competitor ranking in this industry. The recipient has excelled by substantially increasing one or more of the following criteria:

- Market share
- Revenue growth rates
- Profitability
- Market and technology innovation

About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Frost & Sullivan

Frost & Sullivan, the Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>.

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