

**FORTINET** | COLOMBIA  
& ECUADOR  
**XPERTS26**

# Forti SASE

Fortinet Engineer Team



# Understanding FortiSASE

Pre-sales overview



# Hybrid Work, Cloud and GenAI Trends Driving Challenges

Protect hybrid employees, Shadow SaaS, GenAI, BYOD



Lack of analytics, visibility, and control (users, apps)



Gaps with disjointed on-premises and cloud-delivered security solutions



Performance drop to inspect encrypted traffic



Inconsistent user experience



Point products (multiple vendors, no unified policies)



Unmanaged remote contractor's devices

# Main Use Cases for SASE

## Secure Internet Access for Remote Users



Enable secure web browsing for remote users to protect from known and unknown threats

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FortiSASE SIA

## SaaS Control and Data Protection



Address Shadow IT visibility challenges by deploying SaaS application control and safeguard data loss prevention

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FortiSASE SSA

## Remote Access for Private Applications



Explicit application access under a zero-trust access or with SD-WAN integration to ensure secure application access

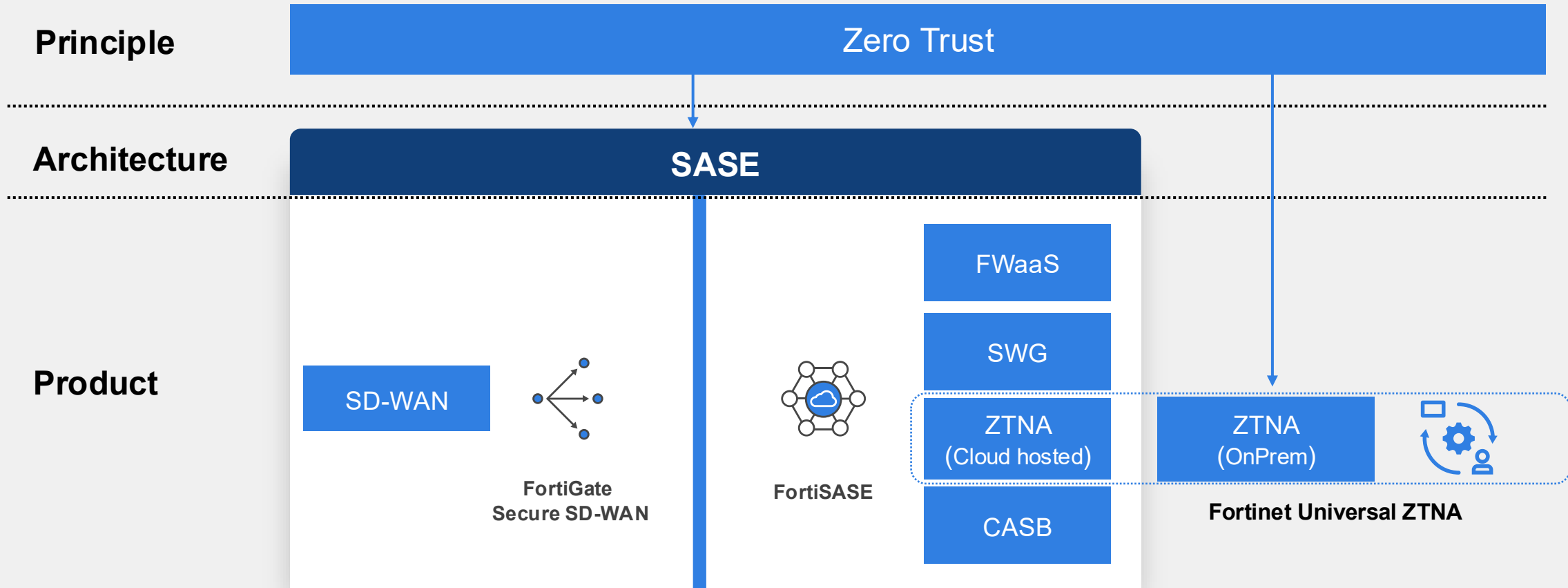
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FortiSASE SPA



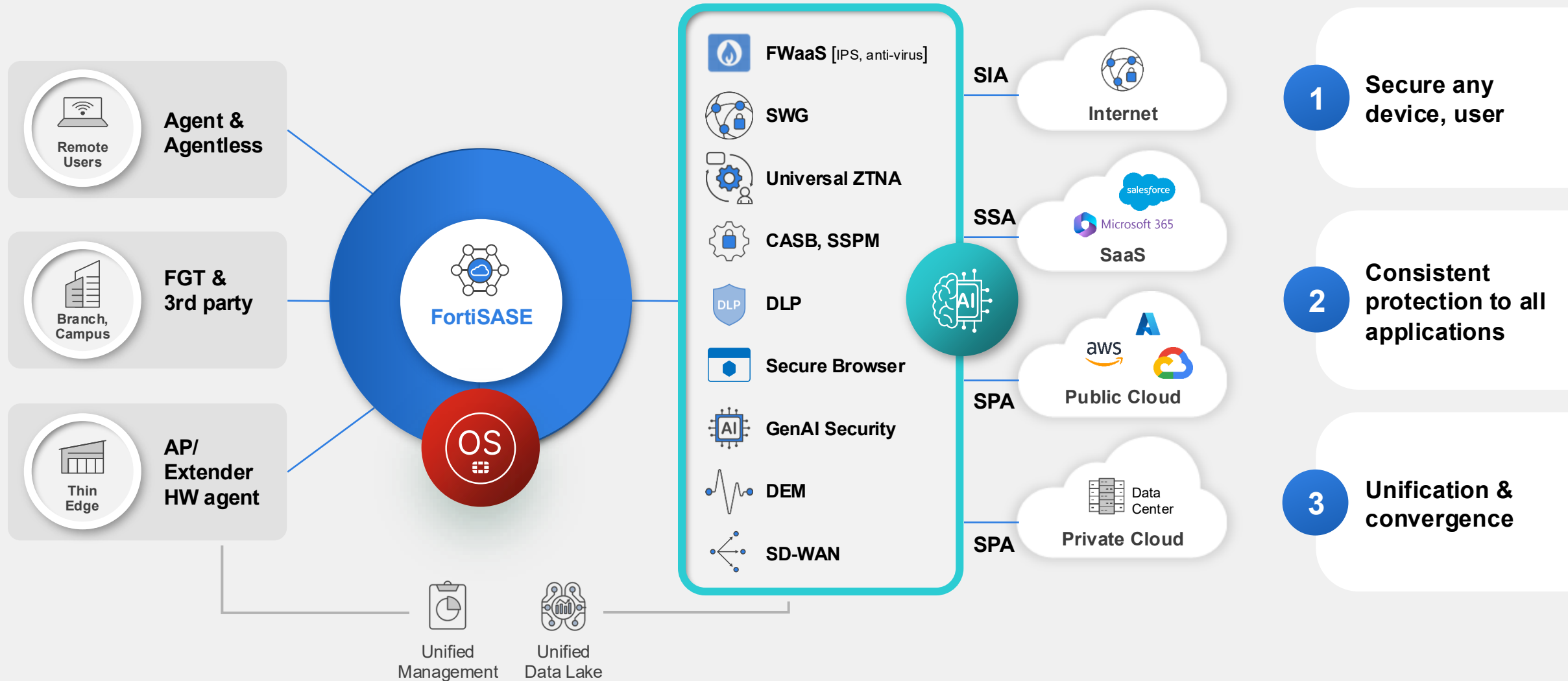
# Understanding SASE

# Applying Zero Trust Principles to Hybrid Workers



# FortiSASE: The Unified Platform for Securing All Users, Devices and Apps

Zero Trust



# Zero Trust on all deployment options

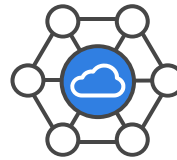
Securing users, devices with low latency access and unified policy

1

Secure any  
device, user

## Centralized Policy Management

Unified policies and management



## Seamless User Experience

Extend strong security protection to any device



### Agent

FortiClient



### Agentless

Contractor / BYOD



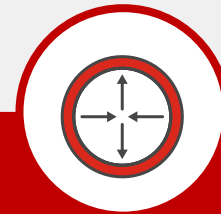
### Thin Edge

IoT Devices



### Secure Edge

FortiGate



### Branch OnRamp

SD-WAN / Routers



# Unified Agent - FortiClient

Achieve Zero Trust at OS level

1

Secure any device, user

## FortiSASE Agent

### Where to Position?

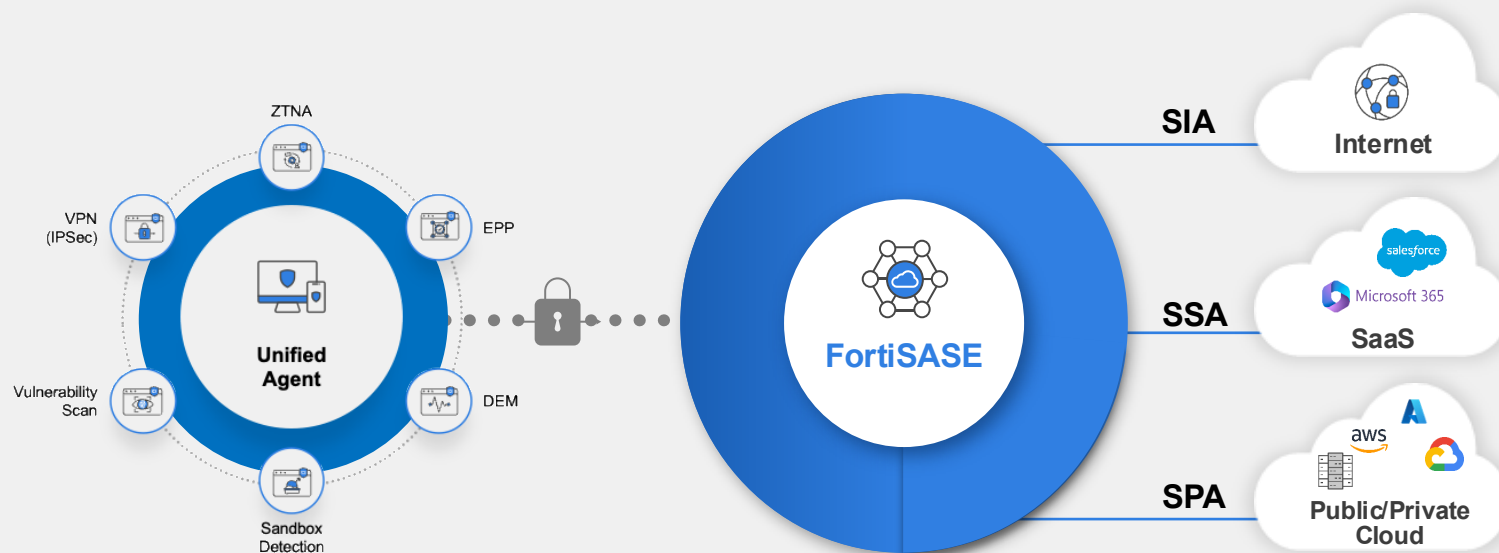
All customers that are aiming to provide controlled access to public and private applications.

### What to connect?

Windows, Linux, MacOS, iOS and Android devices

### Requirements

- FortiSASE License Subscription.
- Agent - FortiClient v7.2.x+ (licenses are included with FortiSASE subscription)



# Agentless Mode

Delivering Zero Trust for unmanaged devices

1 Secure any device, user

## FortiSASE Agentless

### Where to Position?

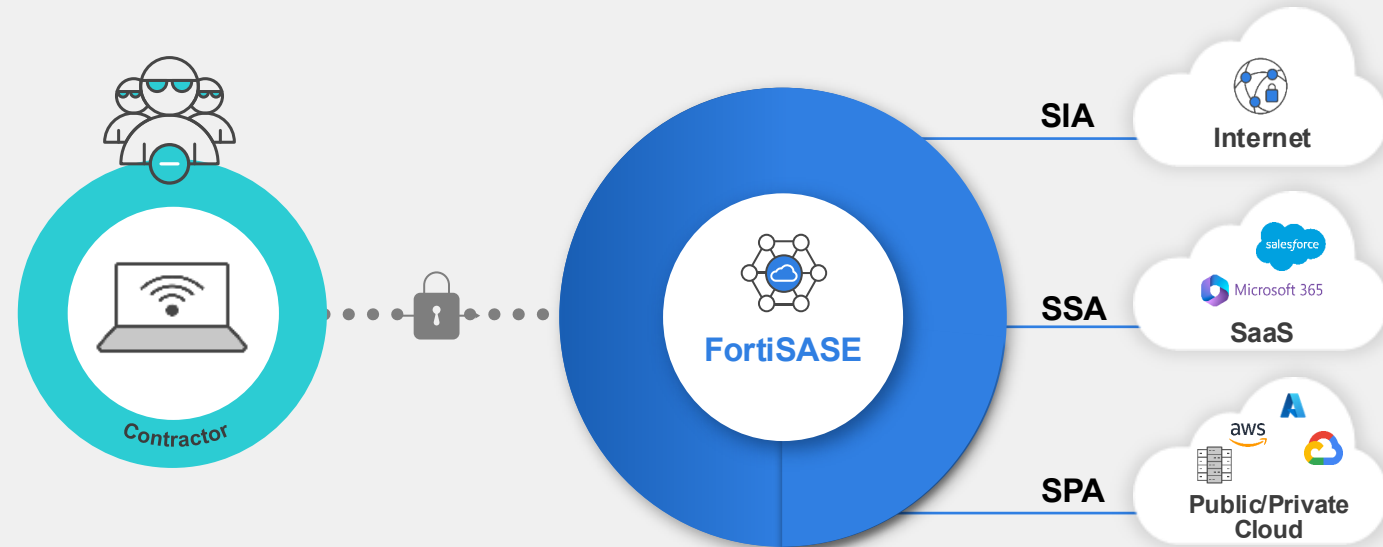
All customers that are aiming to provide controlled access to private applications without installing an agent or browser applications.

### What to connect?

Unmanaged contractor devices, BYOD

### Requirements

- FortiSASE License Subscription.
- A browser with Internet Access.
- PAC file or URL



# Thin Edge Devices

Support available for FortiAPs, FortiBranch SASE, FortiExtender

1 Secure any device, user

## FortiSASE Thin Edge Security

### Where to Position?

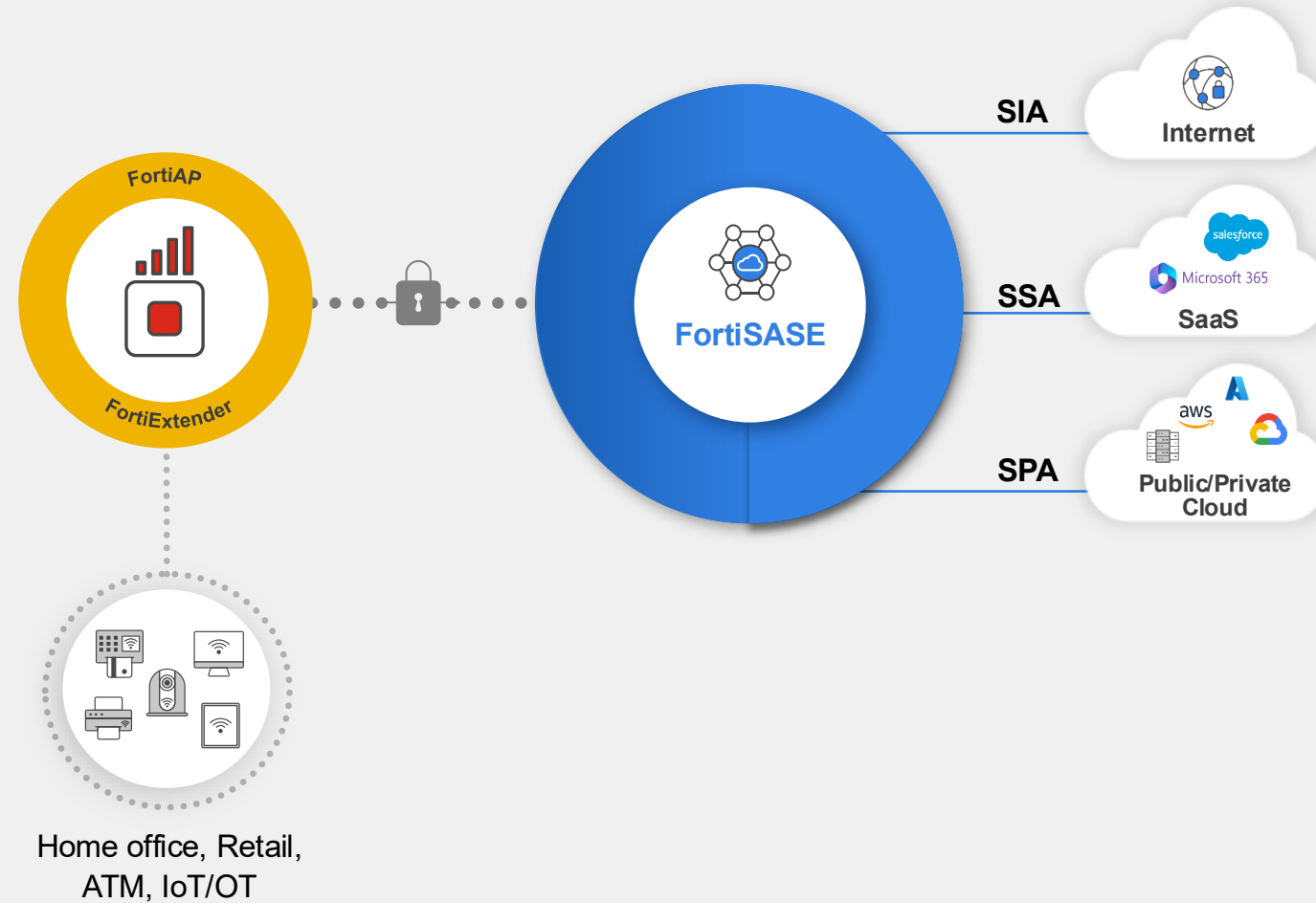
Secure small locations, pop-up locations or home offices without the need of a firewall. (micro-branches)

### What to connect?

IoT, OT and agentless devices (e.g. PoS, ATM)

### Requirements

- Hardware + Thin Edge License Subscription.
- Supported hardware models:
  - FortiExtender: FEX-200F, FBS-20G, FBS-20G-WiFi, FBS-10F-WiFi.
  - FortiAP: F-, G- and K-series running 7.2.4+



[https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIA\\_for\\_FortiExtender\\_site\\_based\\_remote\\_users](https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIA_for_FortiExtender_site_based_remote_users)

# Branch OnRamp Devices

Support available for FortiGate and 3<sup>rd</sup>-party IPSec Devices

1 Secure any device, user

## FortiSASE Branch OnRamp

### Where to Position?

Integrate with existing CPE \ SD-WAN \ Router. Same also applies to FortiGate.

### What to connect?

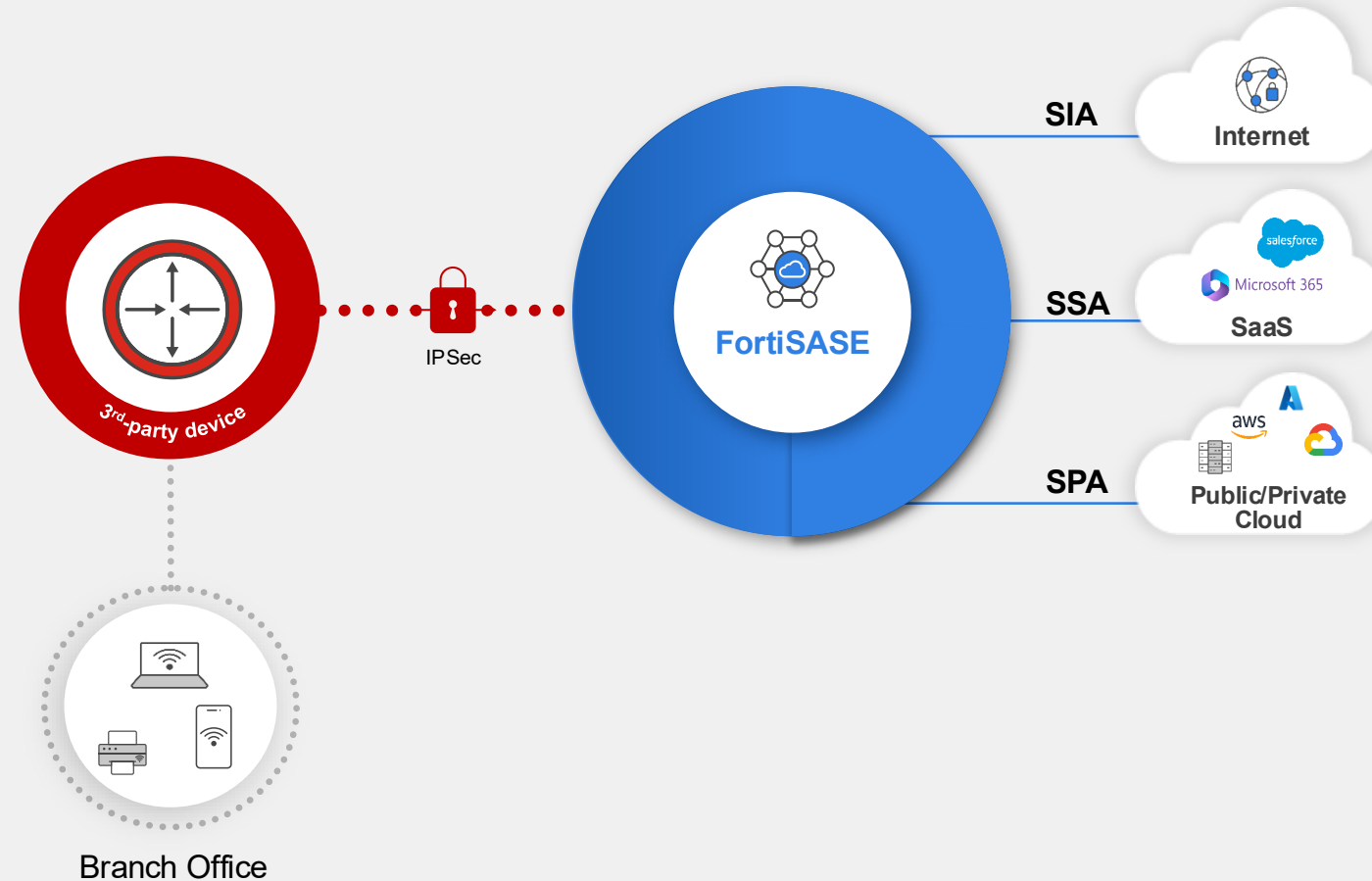
IT, IoT, OT and BYOD devices

### Requirements

- Branch OnRamp License Subscription (Fortinet Cloud POP or Public Cloud POP).

Protocols that must be supported by Branch device:

- BGP or static routing
- IKEv2 (PSK)
- IPSec phase 1 and 2: aes256-sha256



<https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIA3>

# SD-WAN Secure Edge

Support available for FortiGate and FortiWiFi

1

Secure any device, user

## FortiSASE SD-WAN Secure Edge

### Where to Position?

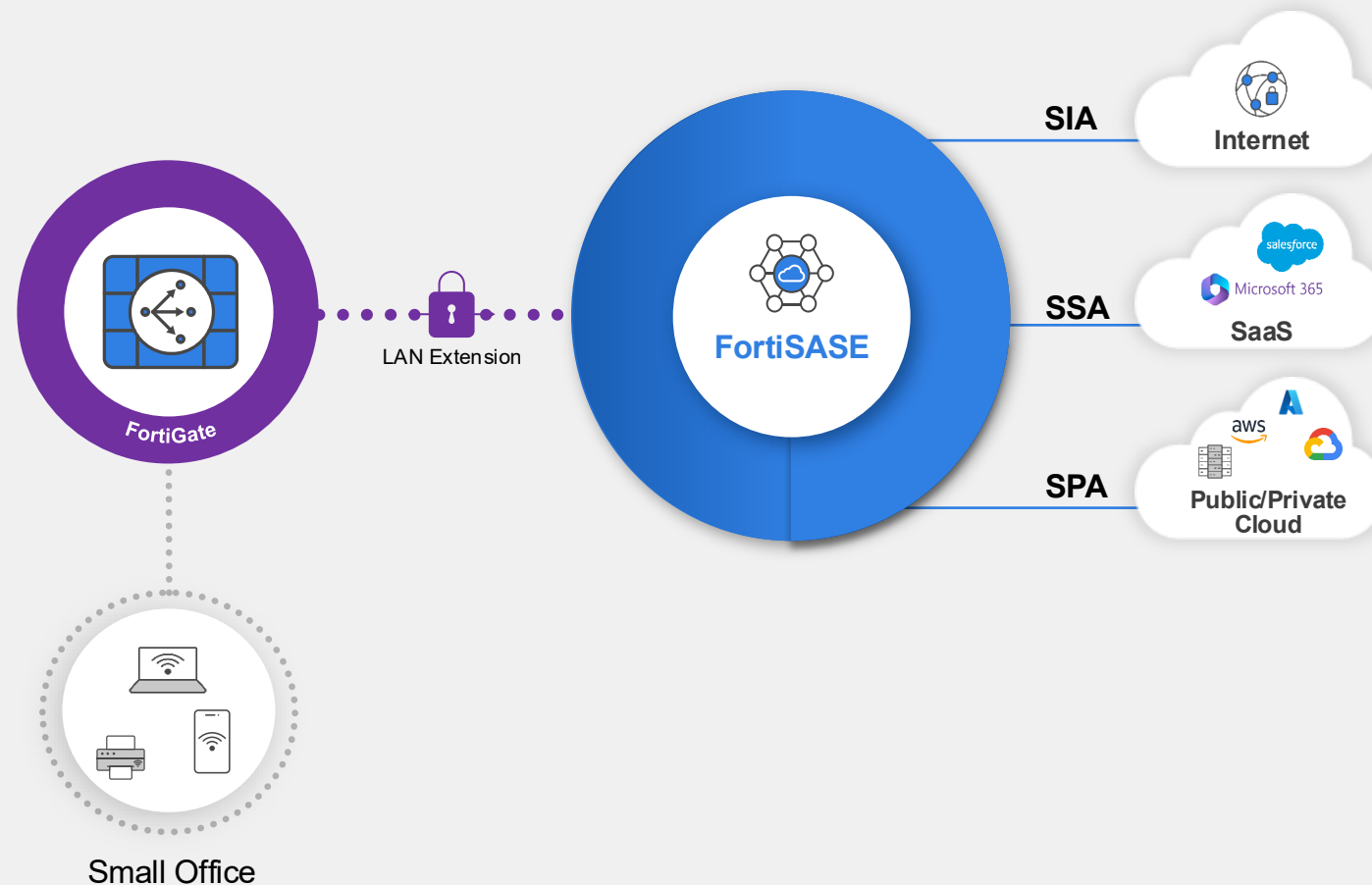
Small branches and campus offices. Offload traffic inspection from local FGT aiming to extend its capacity.

### What to connect?

IT, IoT, OT and BYOD devices

### Requirements

- Hardware + License Subscription. Options below:
- FortiGate Models: F- and G-series desktop models (from 40 to 100 series, including FortiWiFi).
- Must be running FOS 7.4.2+ and support virtual domains (VDOM).



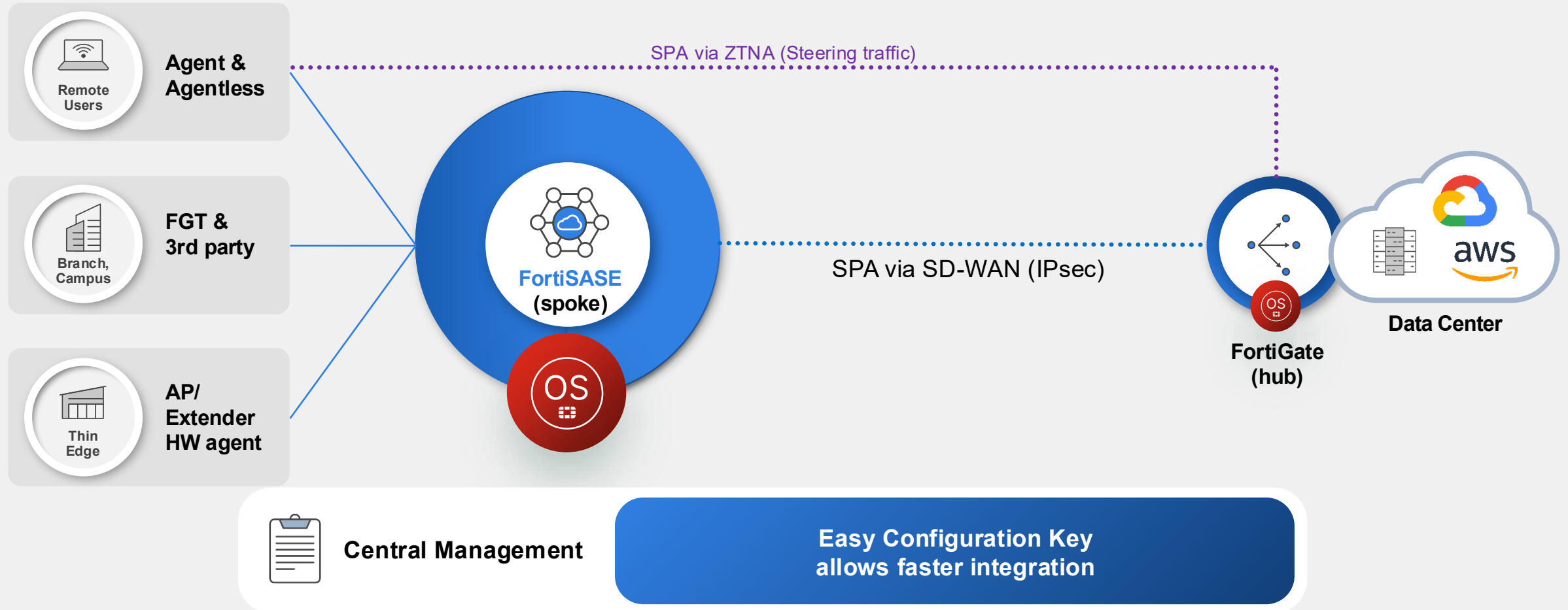
<https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIAforFGT>



# Secure Private Access (SPA)

Secure, Resilient Access to Private Applications

2 Consistent Protection to all applications



## Key features

### Geofencing

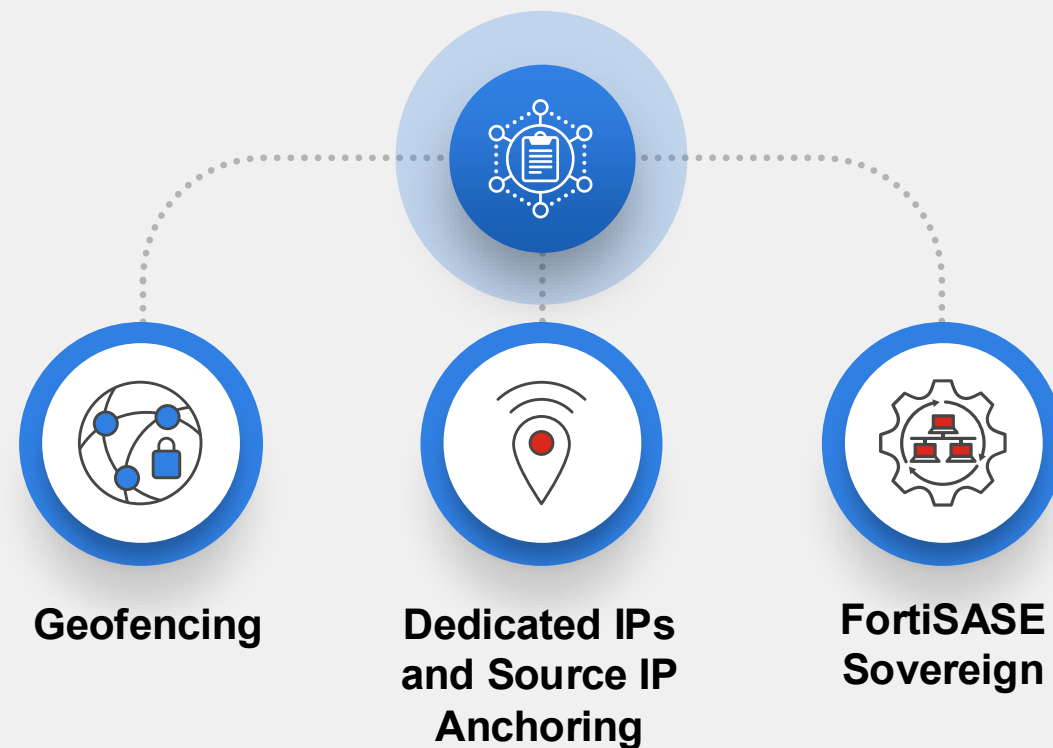
Control the countries from which remote users are allowed to connect to FortiSASE. *Used for data sovereignty.*

### Dedicated IPs & source IP anchoring

Reserved IP addresses to whitelist access from POP to SaaS applications. Ensure that traffic from a user or device appears to originate from a consistent, designated IP address, regardless of their actual physical or network location. *Ideal for regulatory compliance.*

### FortiSASE sovereign

Allow customers full control, customizations and autonomy of their data and SSE PoP locations. FortiGates can be leveraged to run as SSE PoPs

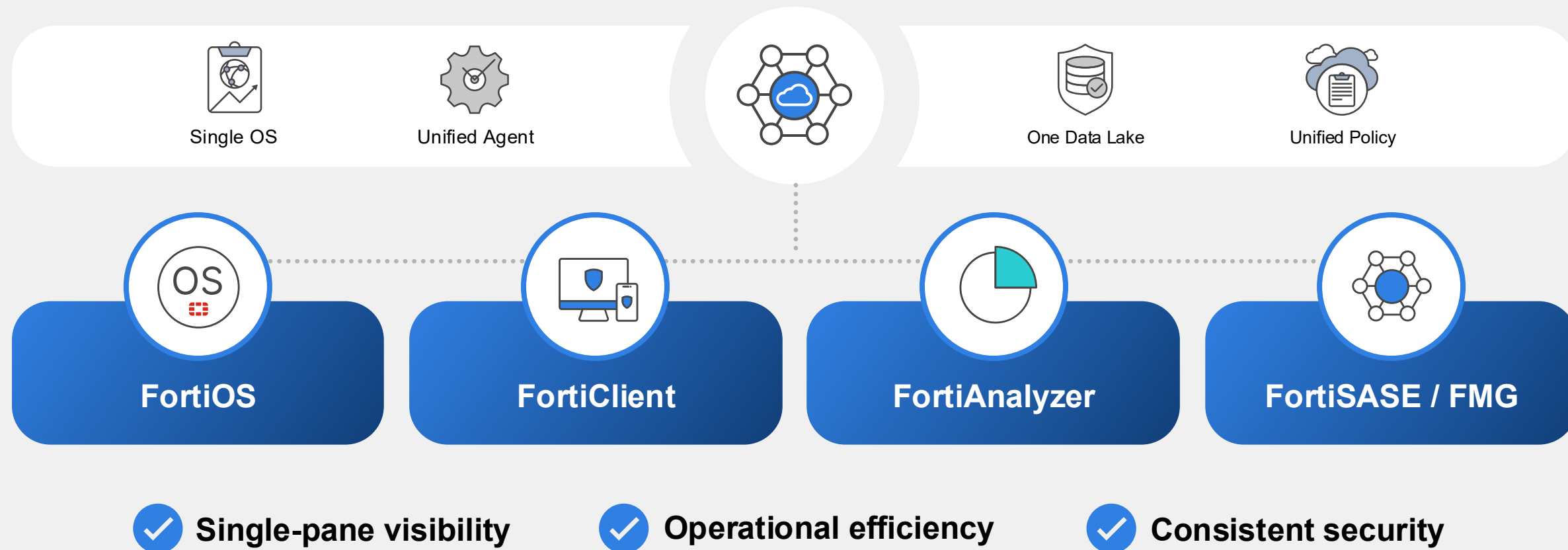


# Fully Unified Security Stack: Access & Control

Consistent policy, centralized control, unified data

3

Unification & convergence



# FortiSASE – Central Management

Single policy for the entire company

3 Unification & convergence

## What it does:

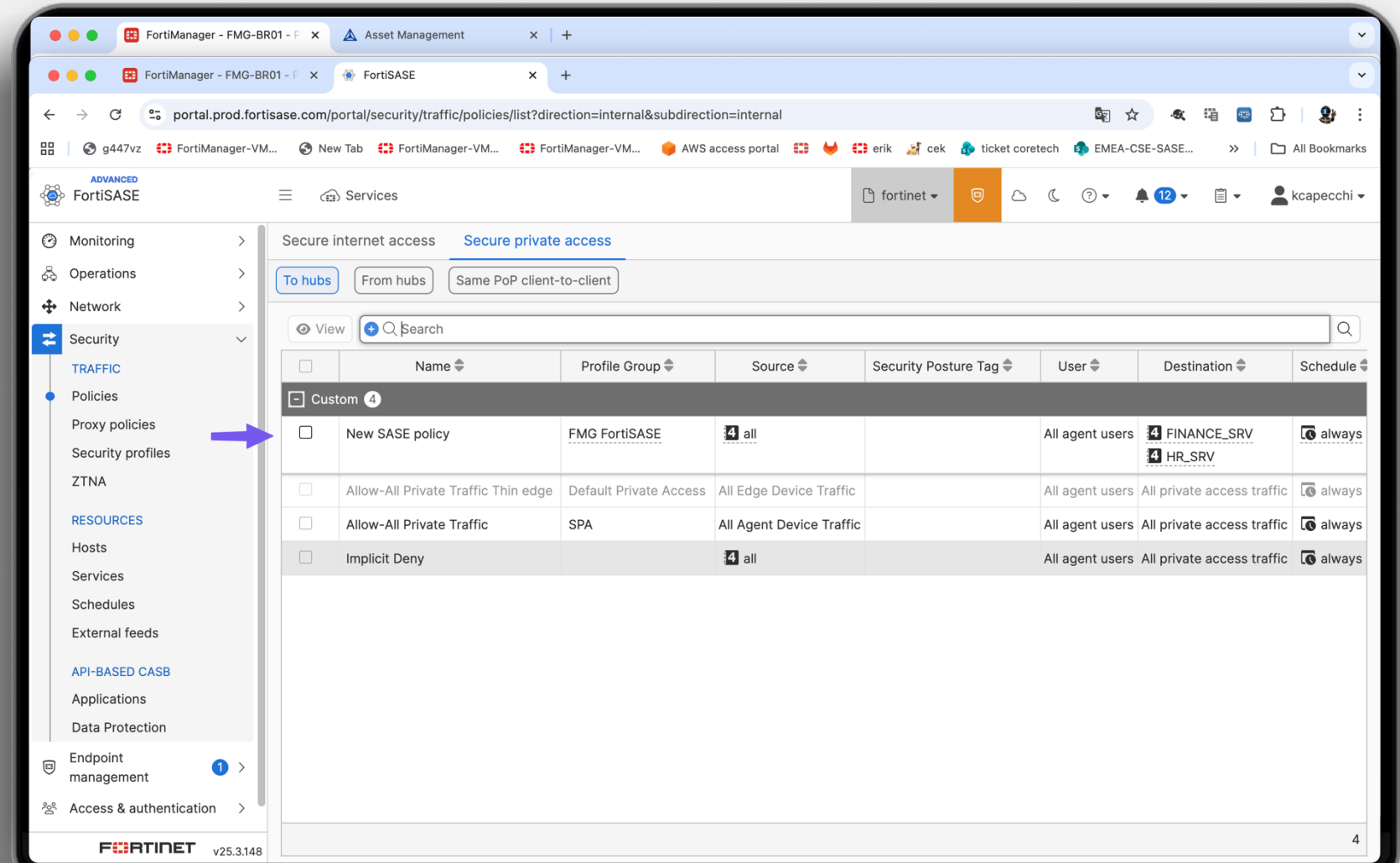
Allows configuration synchronization from FortiManager to FortiSASE, enabling customers to keep consistent policy enforcement across the whole company.

Multiple objects are supported. Main are:

- synchronizing firewall policies
- firewall proxy policies
- firewall schedules
- security posture tags

## Requirements:

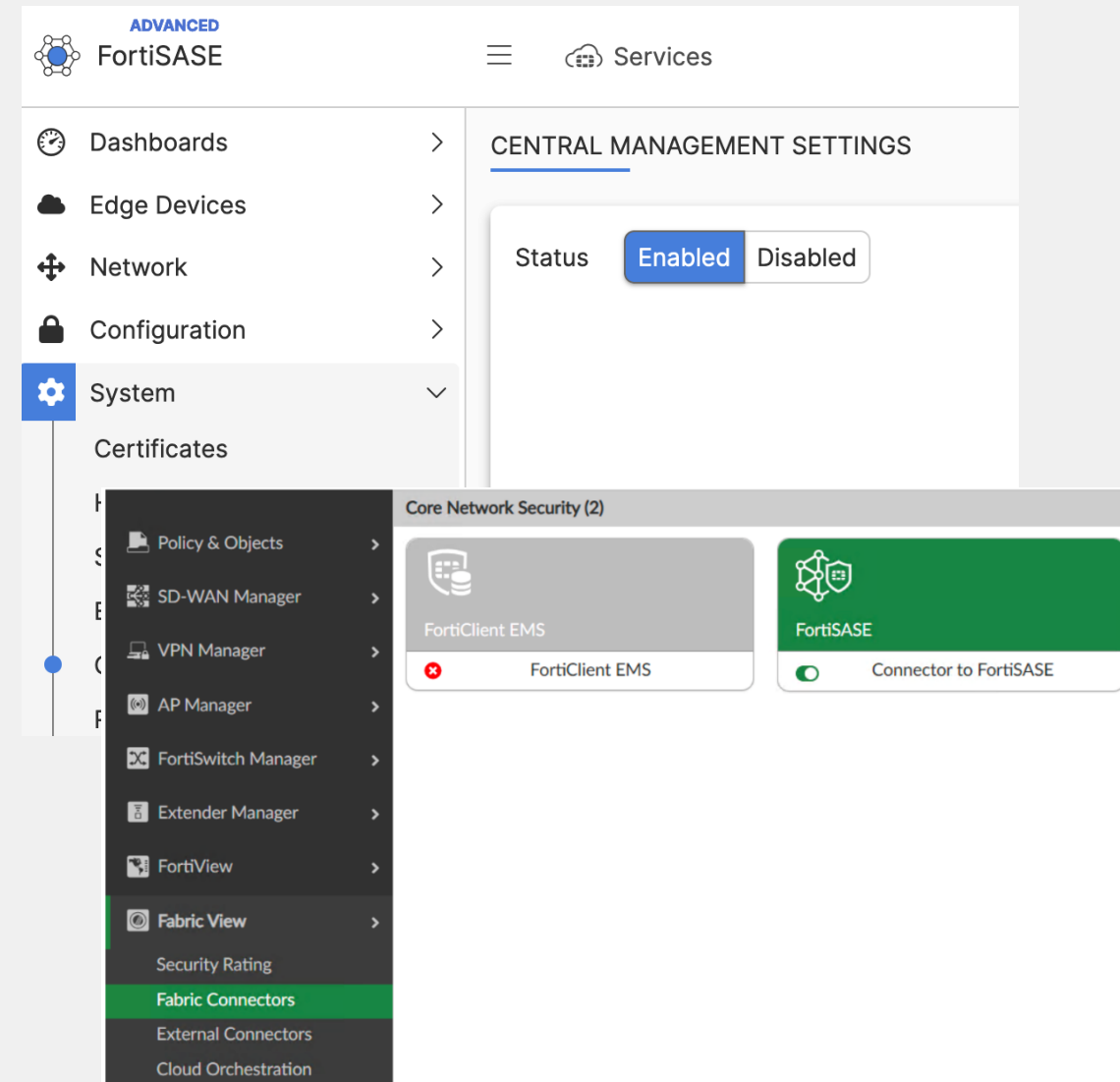
- FortiSASE subscription must be registered to the same FortiCloud account as FortiManager.
- FMG version 7.4.4 or later. Check FortiSASE release notes for updated information.



# FortiSASE Central Management with FortiManager

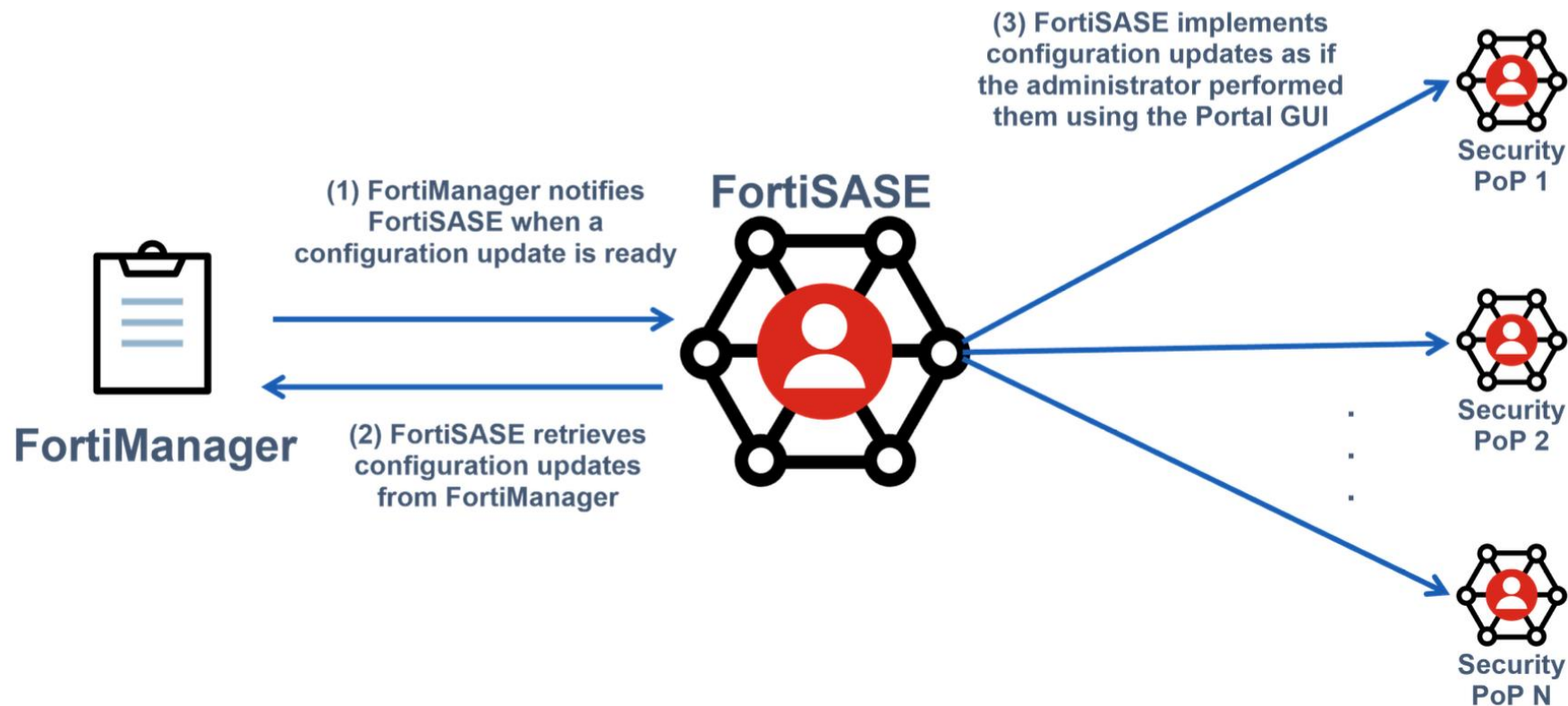
## Considerations

- Must enable Central Management on FortiSASE Console.
- Must enable FortiSASE Connector on FMG
- Up to 3k objects at once
- One-way configuration synchronization: FortiManager -> FortiSASE
- Unsupported configuration settings are ignored by FortiSASE
- FortiSASE converts flow-based features to proxy-based features
- Turns supported objects into read-only in FortiSASE
- Does not support synchronizing client-to-client traffic policies.
- FortiManager only supports adding FortiSASE to FortiGate and Fortinet Security Fabric ADOMs. Also, cannot add FortiSASE to ADOMs operating in backup mode.
- Normalized interfaces are automatically configured within the selected ADOM, but not in the Global Database ADOM.



# FortiSASE Central Management with FortiManager

## Workflow



### To troubleshoot configuration synchronization in the FortiManager CLI:

To troubleshoot configuration synchronization progress or errors in the FortiManager CLI, enter these commands and retry the configuration synchronization:

```
diagnose debug enable  
diagnose debug application dmsase 255
```

# FortiSASE Central Management with FortiManager

Supported configuration objects

## Policy Packages

- Firewall Policies
- Firewall Proxy Policies
- Firewall Schedules
- Security Posture

\*Device Manager and Police Packages are supported.

## Security Profiles

- SSL Inspection
- AntiVirus
- Web Filter
- IPS
- File Filter
- DLP
- DNS Filter

## External Feeds

- Web Filter FQDNs
- DNS Filter domains
- External hosts

## Others

- Firewall Addresses
- Firewall Address Groups
- Services
- Services Groups
- Security Profile Group

# Services



# Power of a Unified Data Lake with FortiSASE

Engine behind consistent security, analytics and visibility transforms SASE operations



## Seamless integration



### Say No to False Positives!

**24x7 Human based** Monitoring and analysis with weekly summary reports, alerts and notifications



### Respond: Act Fast

Fortinet security experts notify **within 15 mins** – IOCs, remediation, why and what



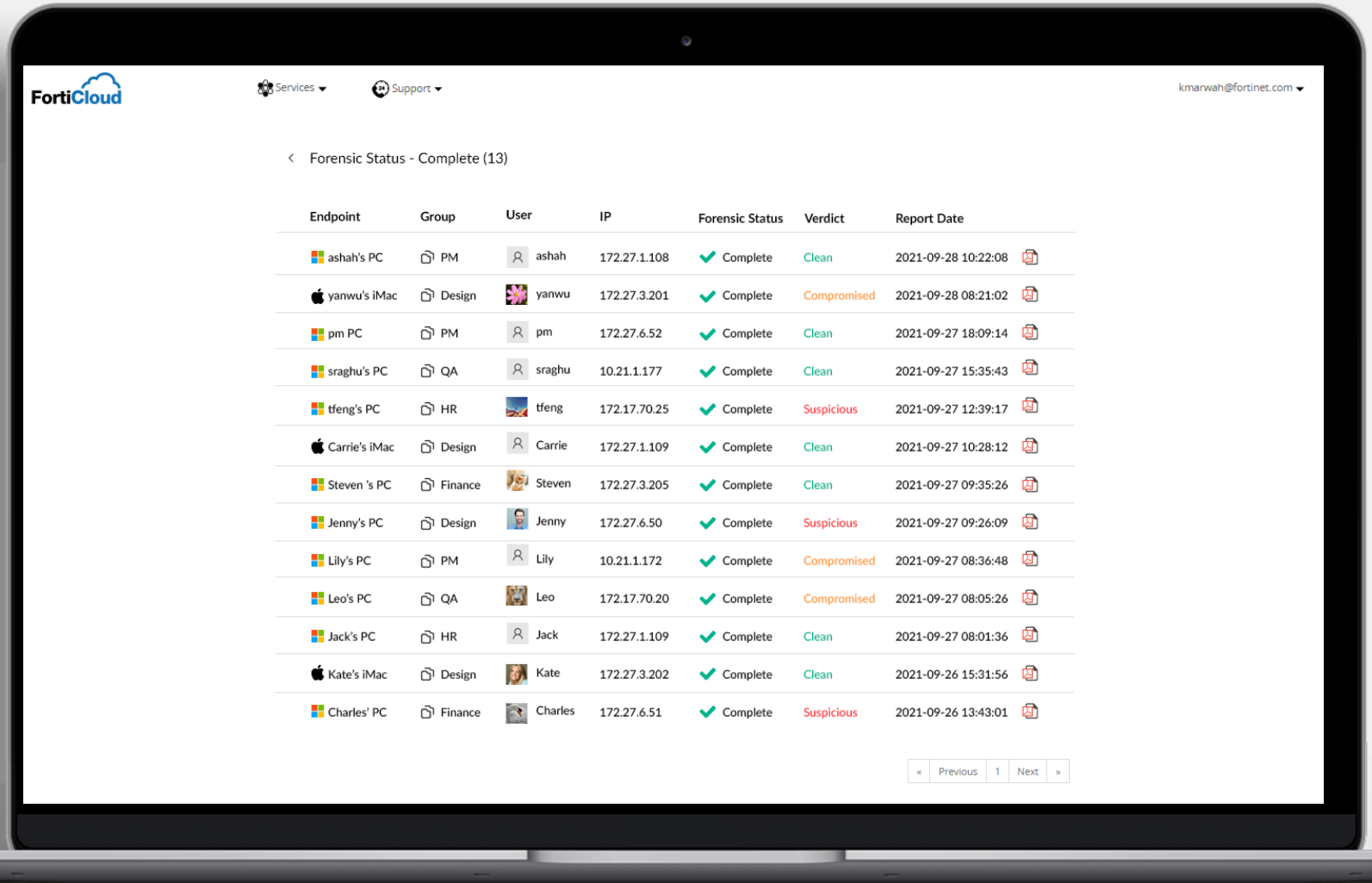
### Improve: Maximize Investment

Cloud-based portal with intuitive dashboards, on-demand reports and quarterly Fortinet expert meetings



# FortiGuard Forensics Report

- Part of Advanced and Comprehensive Tiers.
- Leverage FortiGuard Forensics service to investigate potentially compromised endpoints
- Up to 5 simultaneous analysis can be requested per account.
- FortiGuard Forensics Team will analyze and provide verdict & details report on findings
- Windows machines only for now.



| Endpoint      | Group   | User    | IP           | Forensic Status | Verdict     | Report Date         |
|---------------|---------|---------|--------------|-----------------|-------------|---------------------|
| ashah's PC    | PM      | ashah   | 172.27.1.108 | Complete        | Clean       | 2021-09-28 10:22:08 |
| yanwu's iMac  | Design  | yanwu   | 172.27.3.201 | Complete        | Compromised | 2021-09-28 08:21:02 |
| pm PC         | PM      | pm      | 172.27.6.52  | Complete        | Clean       | 2021-09-27 18:09:14 |
| sraghu's PC   | QA      | sraghu  | 10.21.1.177  | Complete        | Clean       | 2021-09-27 15:35:43 |
| tfeng's PC    | HR      | tfeng   | 172.17.70.25 | Complete        | Suspicious  | 2021-09-27 12:39:17 |
| Carrie's iMac | Design  | Carrie  | 172.27.1.109 | Complete        | Clean       | 2021-09-27 10:28:12 |
| Steven's PC   | Finance | Steven  | 172.27.3.205 | Complete        | Clean       | 2021-09-27 09:35:26 |
| Jenny's PC    | Design  | Jenny   | 172.27.6.50  | Complete        | Suspicious  | 2021-09-27 09:26:09 |
| Lily's PC     | PM      | Lily    | 10.21.1.172  | Complete        | Compromised | 2021-09-27 08:36:48 |
| Leo's PC      | QA      | Leo     | 172.17.70.20 | Complete        | Compromised | 2021-09-27 08:05:26 |
| Jack's PC     | HR      | Jack    | 172.27.1.109 | Complete        | Clean       | 2021-09-27 08:01:36 |
| Kate's iMac   | Design  | Kate    | 172.27.3.202 | Complete        | Clean       | 2021-09-26 15:31:56 |
| Charles' PC   | Finance | Charles | 172.27.6.51  | Complete        | Suspicious  | 2021-09-26 13:43:01 |

# Optimized and Secure Access to Applications

With largest global network of SASE POPs



**Owned infrastructure**  
5M+  
Total sq. ft.

**Lower TCO**  
Cost savings for  
customers

**High availability**  
99.999%  
FortiSASE SLA target

**Scale**  
190+ global cloud  
locations. Flexibility to  
choose cloud provider.



# Service Level Agreement

## What is an SLA

- A commitment to a service level, which if not delivered is subject to a service credit

## Points to Consider

- The target is 100% uptime.
- A credit is only applicable if the service falls below 5 x 9s.
- A Credit is an extension to an existing subscription it is not a \$ payment
- The Credit is capped at 60 days per annum.
- Applicable to all SKUS within the Service Description

**“Available or the “Availability”** of the Service is defined as the ability to accept the Customer’s qualified packets, apply customer configured security controls (as delivered by the in-line hardware and software hosted in Fortinet’s Data Centers) and transmit processed packets to the Internet.”

| <b>&gt;=99.999%</b> | <b>99.999% but<br/>&gt;=99.9%</b> | <b>&lt;99.99%<br/>but<br/>&gt;=99%</b> | <b>&lt;99%<br/>but<br/>&gt;=98%</b> | <b>&lt;98%</b> |
|---------------------|-----------------------------------|----------------------------------------|-------------------------------------|----------------|
| No Penalty          | 2 Days                            | 5 Days                                 | 10 Days                             | 30 Days        |

# FortiCare – Outcome-Based Expert Services

Three options to meet customers' faster Time-to-Value and Adoption needs

|                                       |              |                                                                                                            |           |
|---------------------------------------|--------------|------------------------------------------------------------------------------------------------------------|-----------|
| <b>Custom Deployment Services</b>     | SASE, SD-WAN | <ul style="list-style-type: none"><li>- Large Deployments</li><li>- 1st time customers</li></ul>           | Custom    |
| <b>Advanced Deployment Services*</b>  | SASE         | <ul style="list-style-type: none"><li>- Medium-to-Large Deployments</li><li>- 1st time customers</li></ul> | 3 months  |
| <b>QuickStart Deployment Services</b> | SD-WAN       | <ul style="list-style-type: none"><li>- Small-to-Medium Deployments</li></ul>                              | 5-10 days |

\* PS Deployment + 3 months Operational Support

## Additional Options

**Designated Engineer** for large rollouts

**White-Glove Services (Advanced Support) Pro or Pro Plus** for Large / VLE accounts

**Faster Time-to-Value**

**Improved Security Posture**

**Expert Assistance**

**Operational Efficiency**



# Thin Edge Devices

Support available for FortiAPs, FortiBranch SASE, FortiExtender

1 Secure any device, user

## FortiSASE Thin Edge Security

### Where to Position?

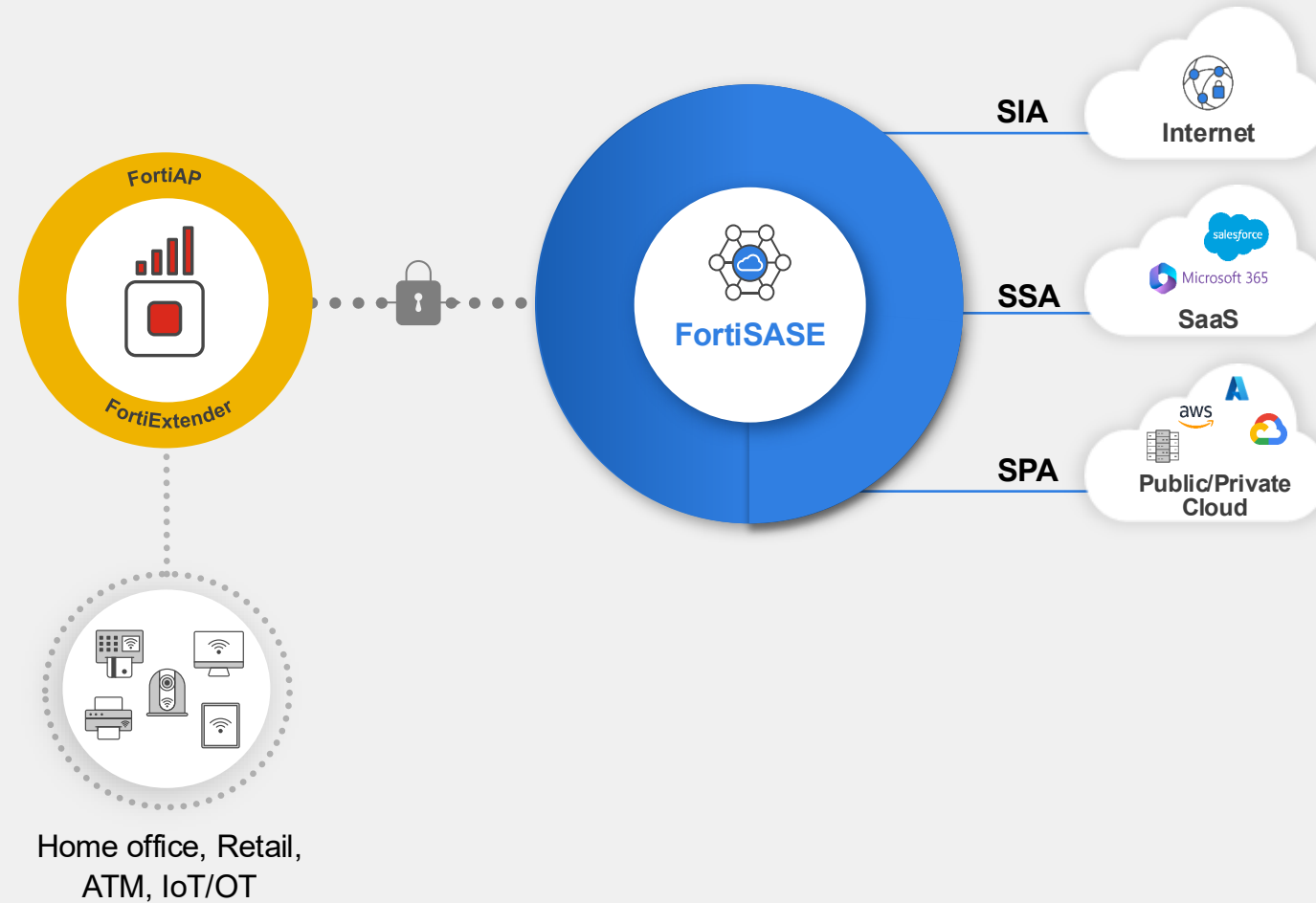
Secure small locations, pop-up locations or home offices without the need of a firewall. (micro-branches)

### What to connect?

IoT, OT and agentless devices (e.g. PoS, ATM)

### Requirements

- Hardware + Thin Edge License Subscription.
- Supported hardware models:
  - FortiExtender: FEX-200F, FBS-20G, FBS-20G-WiFi, FBS-10F-WiFi.
  - FortiAP: F-, G- and K-series running 7.2.4+

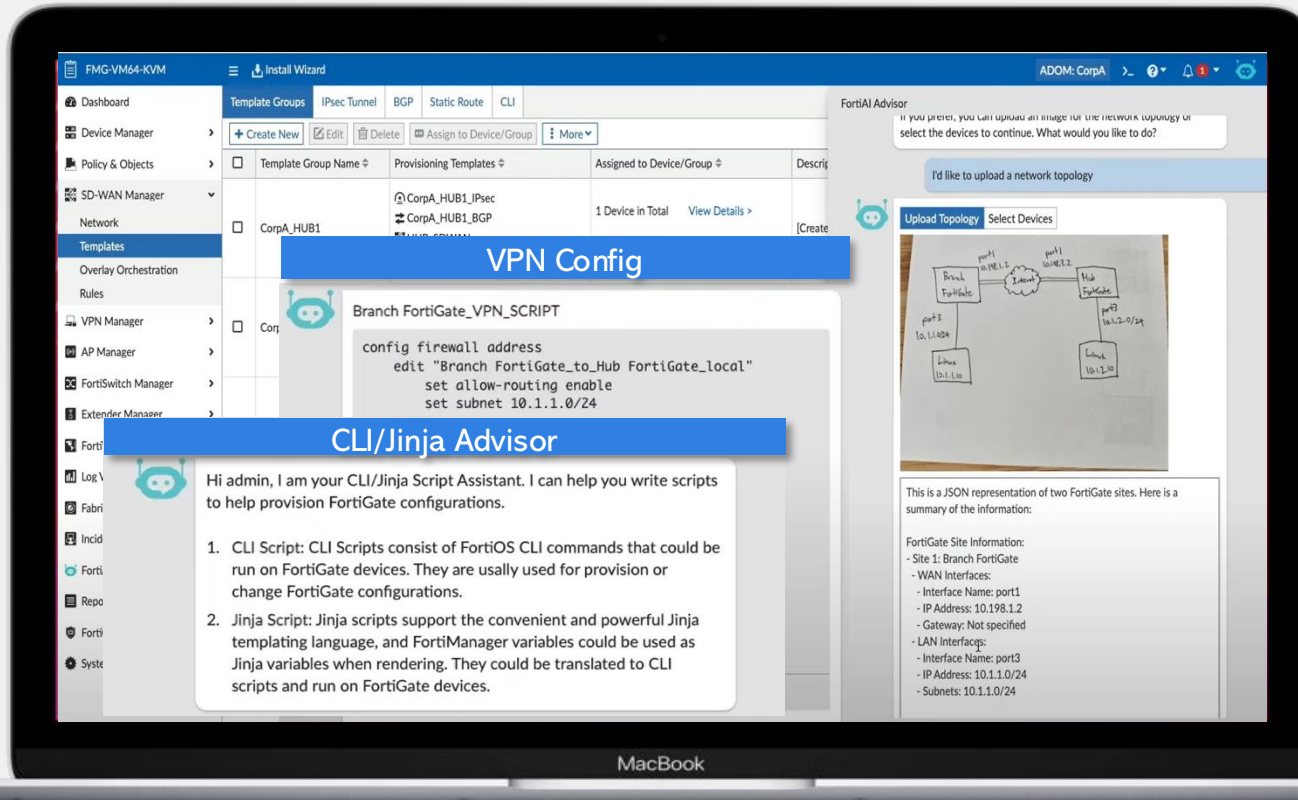


[https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIA\\_for\\_FortiExtender\\_site\\_based\\_remote\\_users](https://docs.fortinet.com/document/fortisase/latest/feature-release-notes/969608/common-use-cases#SIA_for_FortiExtender_site_based_remote_users)



# FortiAI Enhancing SD-WAN Operations

Unleash the Potential of FortiManager and Transform Network Operation



## Day 0-1 Faster Config with Consistency

- GenAI-Assisted Scripting
- Generate VPN config based on a network topology image
- CLI, Jinja and VPN Advisor
- Validation and Recommended editing
- Save scripts and template for execution

## DAY-2 Accelerate Troubleshooting

- VPN Assistant
- Drill-down on issues
- Recommended actions
- Reporting

# Licensing



# Simplest User-Based Licensing in the Industry

No more multi-pages of SSE BoM

| Capability           | Standard                 | Advanced                                                  | Comprehensive                                                 |
|----------------------|--------------------------|-----------------------------------------------------------|---------------------------------------------------------------|
| SWG & FWaaS          | ●                        | ●                                                         | ●                                                             |
| FortiClient & EPP    | ●                        | ●                                                         | ●                                                             |
| ZTNA                 | ●                        | ●                                                         | ●                                                             |
| CASB                 | ●                        | ●                                                         | ●                                                             |
| DLP                  | ●                        | ●                                                         | ●                                                             |
| Sandbox              | ●                        | ●                                                         | ●                                                             |
| Dedicated IPs        | ●                        | ●                                                         | ●                                                             |
| SOCaaS               |                          | ●                                                         | ●                                                             |
| Endpoint Forensics   |                          | ●                                                         | ●                                                             |
| DEM                  |                          | ●                                                         | ●                                                             |
| Assisted On-boarding |                          | ●                                                         | ●                                                             |
| POPs                 | Fortinet Cloud Locations | Fortinet Cloud Locations<br>and<br>Public Cloud Locations | Fortinet Cloud Locations<br>and<br>Public Cloud Locations (*) |

## Specifics

Includes 3 devices per user, MOQ 50 users  
FortiCare Premium 24/7 support included

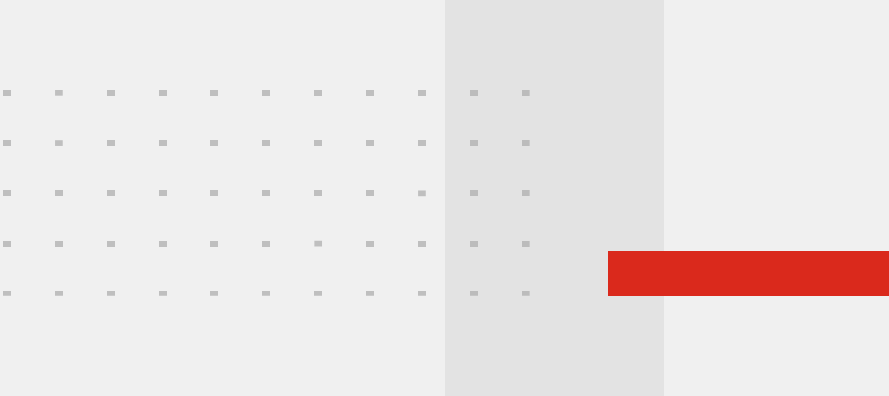
SPA license as an add-on for SD-WAN hub integration  
(\*) Public Cloud locations are guaranteed throughout the contract

# Demo

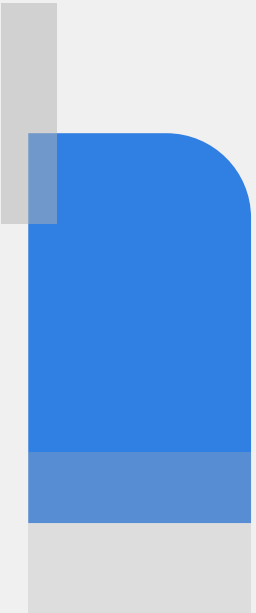


# FortiSASE – Architecture





# SD-WAN & SASE Services Bundle



# What is The SD-WAN & SASE Services Bundle?

Designed to extend SD-WAN to SASE instantly, simplify operations and deliver higher value to organizations



## Simplify Ordering through Consolidation

Consolidate **4 SKUs or 5 SKUs** + FortiCare Premium into **bundles**

- SKU 288 – Underlay & Application Monitoring service
- SKU 1230 – SASE starter kit, up 100 FortiSASE standard user license
- SKU 662 – SPA Connector
- SKU 1125 – FGT Cloud Advanced service that includes SD-WAN Overlay-as-a-Service
- SKU 175 – FGD Attack Surface Security service



## Simplified Operations

Extend to SASE in **minutes**, accelerate troubleshooting, improve security posture, rapid interconnection

- Enable consistent security for the hybrid workforce
- Quickly troubleshoot root causes to slash downtime
- Rapid deployment and seamless interconnection of locations within min
- Continuously monitor and improve security posture and provide actionable insights



## Deliver Higher Value

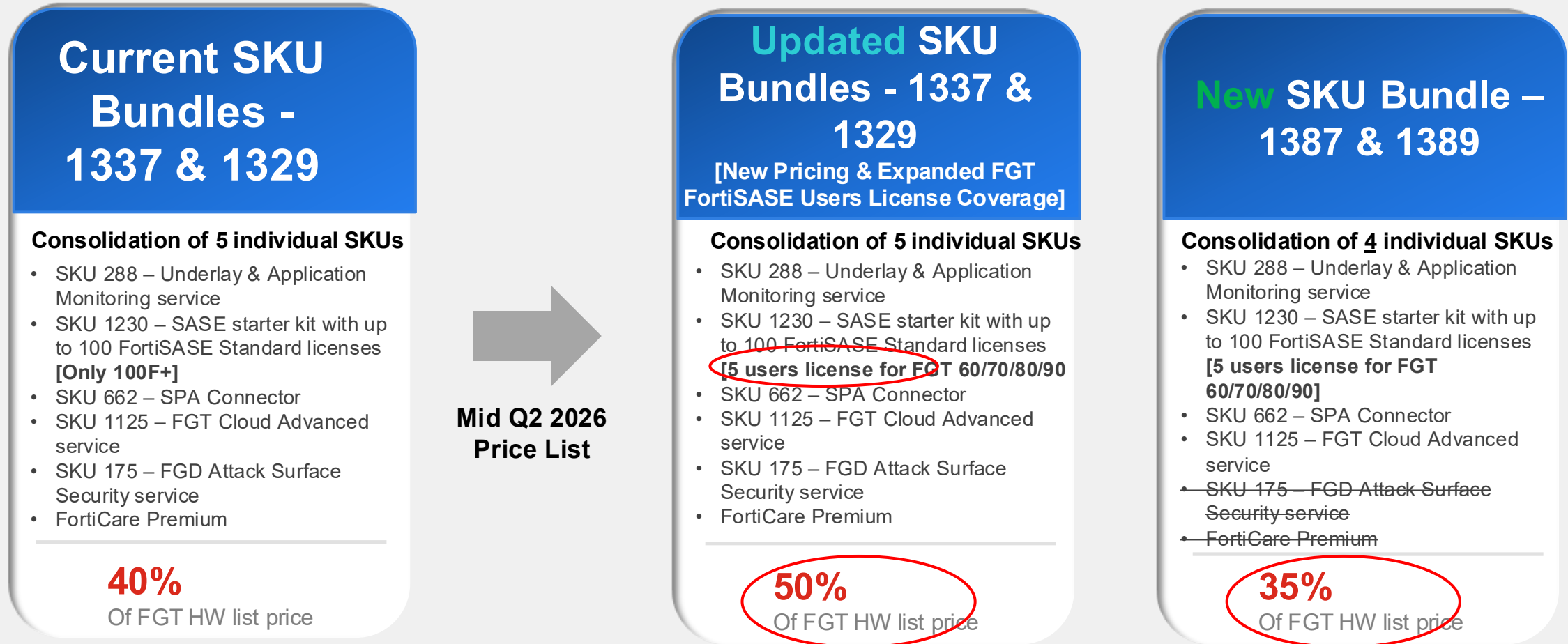
All these services at **35% or 50%** of the FortiGate model

- Customers will be able to consume these services at less than **1/3 of individual service pricing** when enabling these services



# What Changed Since the Introduction of the New SD-WAN & SASE Services Bundle in Q1 2026

New Pricing, Expanded FGT FortiSASE Users Coverage and New Bundle



# Description of Individual Services Part of The Bundle

The Bundle Replaces Each Individual SKU

| Individuals SKUs      | Description                                                                                                                                                                             |
|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FC-10-xxxx-288-02-DD  | SD-WAN Underlay & Application Monitoring Service (Includes SD-WAN Application Monitoring Service, FortiGuard SLA Database, Underlay Setup Assistant and FortiTelemetry SaaS Monitoring) |
| FC-10-xxxx-1230-02-DD | SASE expansion for SD-WAN (SD-WAN SPA connector license plus FortiSASE starter-kit for 10, 50, or 100 users)                                                                            |
| FC-10-xxxx-662-02-DD  | FortiSASE Secure Private Access connector license for SD-WAN                                                                                                                            |
| FC-10-xxxx-1125-02-DD | FortiGate Cloud Advanced Subscription, including Management, Analysis and 1 Year Log Retention plus SD-WAN Overlay-as-a-Service and extended SecOps                                     |
| FC-10-xxxx-175-02-DD  | FortiGuard Attack Surface Security Service (Security, Compliance and Risk Ratings, IoT Detection and IoT Vulnerability Correlation)                                                     |
| FC-10-xxxx-247-02-DD  | FortiCare Premium                                                                                                                                                                       |

| Individual SKUs       | Description                                                                                                                                                                             |
|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FC-10-xxxx-288-02-DD  | SD-WAN Underlay & Application Monitoring Service (Includes SD-WAN Application Monitoring Service, FortiGuard SLA Database, Underlay Setup Assistant and FortiTelemetry SaaS Monitoring) |
| FC-10-xxxx-1230-02-DD | SASE expansion for SD-WAN (SD-WAN SPA connector license plus FortiSASE starter-kit for 10, 50, or 100 users)                                                                            |
| FC-10-xxxx-662-02-DD  | FortiSASE Secure Private Access connector license for SD-WAN                                                                                                                            |
| FC-10-xxxx-1125-02-DD | FortiGate Cloud Advanced Subscription, including Management, Analysis and 1 Year Log Retention plus SD-WAN Overlay-as-a-Service and extended SecOps                                     |

**Bundle 1 @ 50% of  
FGT HW List Price**

**FC-10-xxxx-1337-02-DD**

[For FortiGates 6xF and below along with active E models; doesn't include standard FortiSASE user license]

**FC-10-xxxx-1329-02-DD**

[For FortiGates 6xG+; includes up to 100 standard FortiSASE user license]

**Bundle 2 @ 35% of  
FGT HW List Price**

**FC-10-xxxx-1387-02-DD**

[For FortiGates 6xF and below along with active E models; doesn't include standard FortiSASE user license]

**FC-10-xxxx-1389-02-DD**

[For FortiGates 6xG+; includes up to 100 standard FortiSASE user license]

# Breakdown of FortiSASE Standard User License

## Bundle 1 – SKUs 1337 & 1329

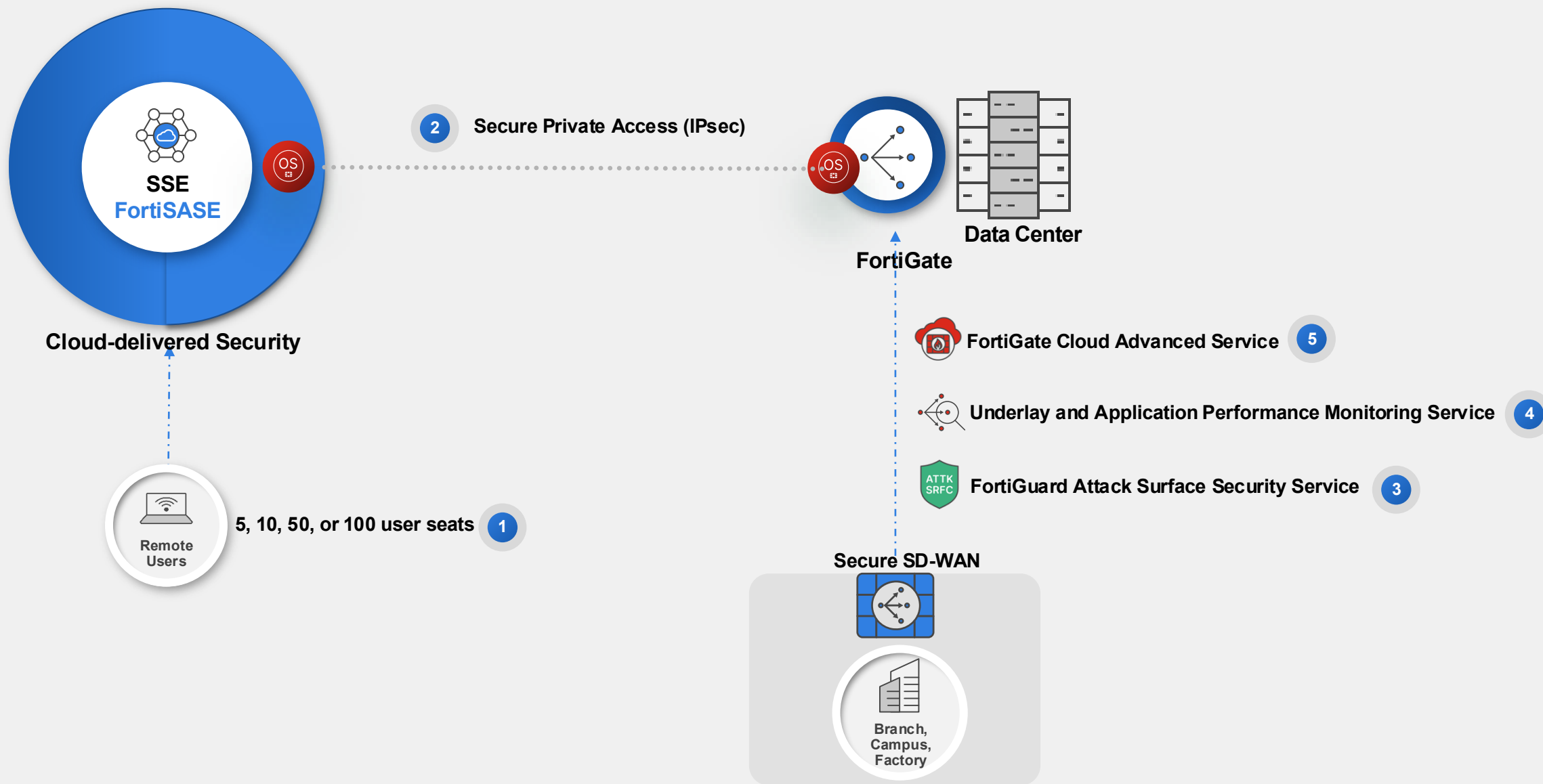
| FortiGate Model               | Included Standard FortiSASE Seats |
|-------------------------------|-----------------------------------|
| Below 60F and active E models | None (SKU 1337)                   |
| 60G+                          | 5 (SKU 1329)                      |
| 100F+                         | 10 (SKU 1329)                     |
| 700G+                         | 50 (SKU 1329)                     |
| 1800F+                        | 100 (SKU 1329)                    |
| VM and Cloud                  | None                              |

## Bundle 2 – SKUs 1387 & 1389

| FortiGate Model               | Included Standard FortiSASE Seats |
|-------------------------------|-----------------------------------|
| Below 60F and active E models | None (SKU 1387)                   |
| 60G+                          | 5 (SKU 1389)                      |
| 100F+                         | 10 (SKU 1389)                     |
| 700G+                         | 50 (SKU 1389)                     |
| 1800F+                        | 100 (SKU 1389)                    |
| VM and Cloud                  | None                              |

# When to Position Bundle 1 vs Bundle 2?

|                                                                | Bundle 1 (1337 & 1329)                                               | Bundle 2 (1387 & 1389)                                                                                 |
|----------------------------------------------------------------|----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Customer Type                                                  | Doesn't have existing security bundle (i.e. UTP, Ent)                | An Add-on to complement existing security bundle (i.e. UTP, Ent)                                       |
| SD-WAN Underlay and Application Performance Monitoring Service | Need to enable the Application Performance Monitoring (APM) function | Since FortiCare Premium available with the security bundle, customers is able to turn the APM function |



# Ideal Customer Profile



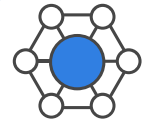
**Net-new and  
existing Fortinet  
Secure SD-WAN  
customers**



**Organizations  
with hybrid or  
remote  
workforces**



**Customers  
looking for  
simplified  
security**



**Accounts  
considering  
third-party SASE  
solutions**

**Is the bundle SKU 1230 being retired?**

Yes.

**Are the new bundles available today to order?**

Yes, 1329/1337 as of Q1 2026 and 1387/1389 as of mid Q2 2026

**Do I need to enable all services in the bundle?**

No. Customers can enable the services they just need.

**Does the new bundle support FortiGate VM SPA?**

No. Customers need to purchase a separate SKU FCX-10-FGVVS-662-02-DD.

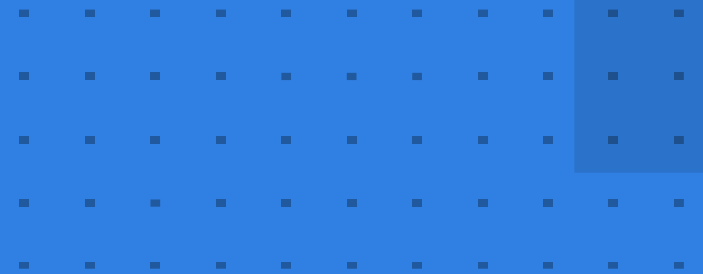
**What's the main difference between the bundles 1329/1337 and 1387/1389?**

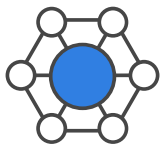
SKUs 1329 and 1337 consolidate 5 individual SKUs along with FortiCare Premium at 50% of FGT hardware list price while SKUs 1387 and 1389 consolidate 4 individual SKUs at 35% of FGT hardware list price.

**Will the individual services be available for licensing?**

No. The new bundle must be purchased

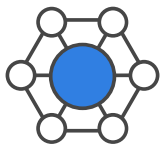
# General Updates





# Ordering Guide Updates

| Remote Users                 |                        | STANDARD         | ADVANCED         | COMPREHENSIVE    |
|------------------------------|------------------------|------------------|------------------|------------------|
| Secure Internet Access (SIA) | SSL Inspection         | ✓                | ✓                | ✓                |
|                              | Inline Anti-virus (AV) | ✓                | ✓                | ✓                |
|                              | Intrusion Prevention   | ✓                | ✓                | ✓                |
|                              | Web and DNS Filtering  | ✓                | ✓                | ✓                |
|                              | Botnet C&C Filtering   | ✓                | ✓                | ✓                |
|                              | Secure Browser         |                  | ✓                | ✓                |
| Secure SaaS Access (SSA)     | Inline CASB            | ✓                | ✓                | ✓                |
|                              | Inline DLP             | ✓                | ✓                | ✓                |
|                              | Cloud API CASB & DLP   | License Included | License Included | License Included |
|                              | Secure Browser         |                  | ✓                | ✓                |



# Ordering Guide Updates

| Remote Users                 |                        | STANDARD | ADVANCED | COMPREHENSIVE |
|------------------------------|------------------------|----------|----------|---------------|
| Secure Internet Access (SIA) | SSL Inspection         | ✓        | ✓        | ✓             |
|                              | Inline Anti-virus (AV) | ✓        | ✓        | ✓             |
|                              | Intrusion Prevention   | ✓        | ✓        | ✓             |
|                              | Web and DNS Filtering  | ✓        | ✓        | ✓             |
|                              | Botnet C&C Filtering   |          |          |               |
| Secure SaaS Access (SSA)     | Secure Browser         |          |          |               |
|                              | Inline CASB            |          |          |               |
|                              | Inline DLP             |          |          |               |
|                              | Cloud API CASB & DLP   |          |          |               |
| Secure Browser               |                        |          |          |               |

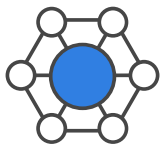
## SD-WAN Service Bundle – SASE Starter Kit

To simplify the journey from SD-WAN to SASE, customers can use the FortiGate SD-WAN service bundle. This bundle includes a starter kit of FortiSASE Standard users plus Secure Private Access (SPA) connectivity. It is supported on F-series and G-series FortiGate models starting with the 60G. Start your SASE adoption with as little as 5 users!

For FortiGate models below the 60G the SD-WAN service bundle includes Secure Private Access (SPA) connectivity only.

| HARDWARE | INCLUDED SEATS | SKU                                            |
|----------|----------------|------------------------------------------------|
| 60G+     | 5              | FC-10-XXXX-1329-02-DD, FC-10-XXXX-1389-02-DD ① |
| 100F+    | 10             | FC-10-XXXX-1329-02-DD, FC-10-XXXX-1389-02-DD ① |
| 700G+    | 50             | FC-10-XXXX-1329-02-DD, FC-10-XXXX-1389-02-DD ① |
| 1800F+   | 100            | FC-10-XXXX-1329-02-DD, FC-10-XXXX-1389-02-DD ① |

① Only SKU 1329 include FortiCare Premium



# Ordering Guide Updates

| Remote Users                 |                        | STANDARD | ADVANCED | COMPREHENSIVE |
|------------------------------|------------------------|----------|----------|---------------|
| Secure Internet Access (SIA) | SSL Inspection         | ✓        | ✓        | ✓             |
|                              | Inline Anti-virus (AV) | ✓        | ✓        | ✓             |
|                              | Intrusion Prevention   | ✓        | ✓        | ✓             |
|                              | Web and DNS Filtering  | ✓        | ✓        | ✓             |
|                              | Botnet C&C Filtering   |          |          |               |
| Secure SaaS Access (SSA)     | Secure Browser         |          |          |               |
|                              | Inline CASB            |          |          |               |
|                              | Inline DLP             |          |          |               |
|                              | Cloud API CASB & DLP   |          |          |               |
|                              | Secure Browser         |          |          |               |

## SD-WAN Service Bundle – SASE Starter Kit

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| HARDWARE | INCLUDED SEATS | SKU                                            |
|----------|----------------|------------------------------------------------|
| 60G+     | 5              | FC-10-XXXX-1329-02-DD, FC-10-XXXX-1389-02-DD ① |
| 100F+    |                |                                                |
| 700G+    |                |                                                |
| 1800F+   |                |                                                |

① Only SKU 1329 include FortiCare Premium

## FortiCASB-SSPM Add-on

Add SaaS Security Posture Management capabilities to your FortiSASE tenant

| USER BAND    | SSPM ADD-ON             |
|--------------|-------------------------|
| 50-499       | FC1-10-EMS05-1282-02-DD |
| 500 – 1,999  | FC2-10-EMS05-1282-02-DD |
| 2000 – 9,999 | FC3-10-EMS05-1282-02-DD |
| 10,000+      | FC4-10-EMS05-1282-02-DD |

**If a customer needs 350 seats for FortiSASE Advanced and 1,000 seats for FortiSASE SSPM Protection, what should they buy?**

The customer should purchase the following SKUs:

350 x FC2-10-EMS05-676-02-DD (FortiSASE Advanced)

1,000 x FC2-10-EMS05-1282-02-DD (FortiSASE SSPM Protection add-on)

Note: The seat counts for the core FortiSASE Advanced subscription and the SSPM Protection add-on do not need to align.

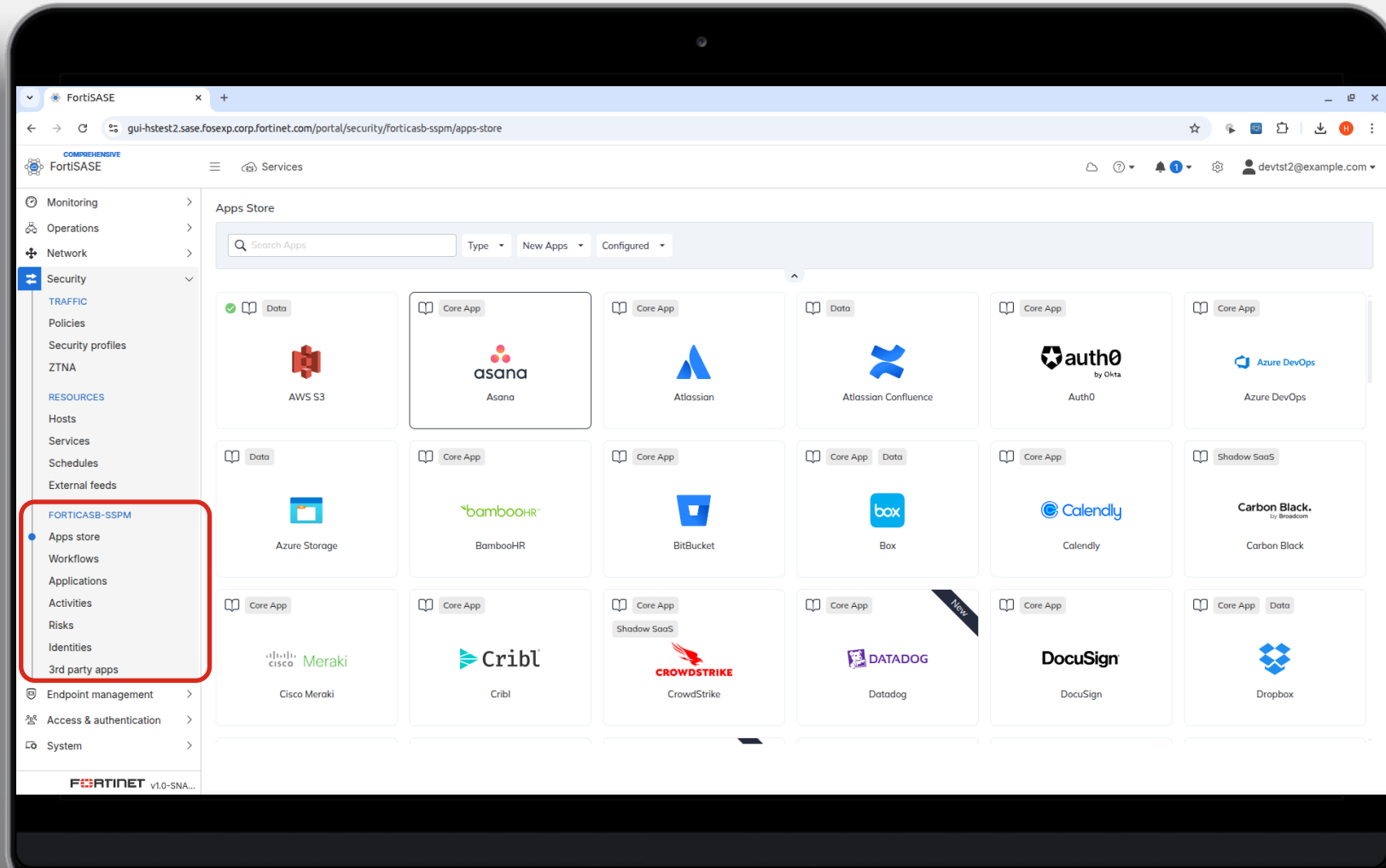




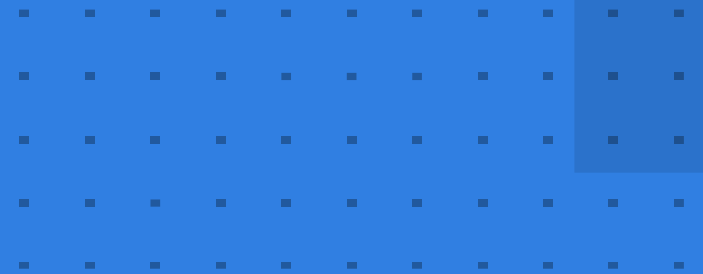
# FortiCASB-SSPM integration with FortiSASE

## The Integration

- Released in 26.2.1
- Full integration of FortiCASB-SSPM in FortiSASE GUI
- All features available in FortiCASB-SSPM will be available in FortiSASE
- Current API-BASED CASB Menu will be removed from FortiSASE



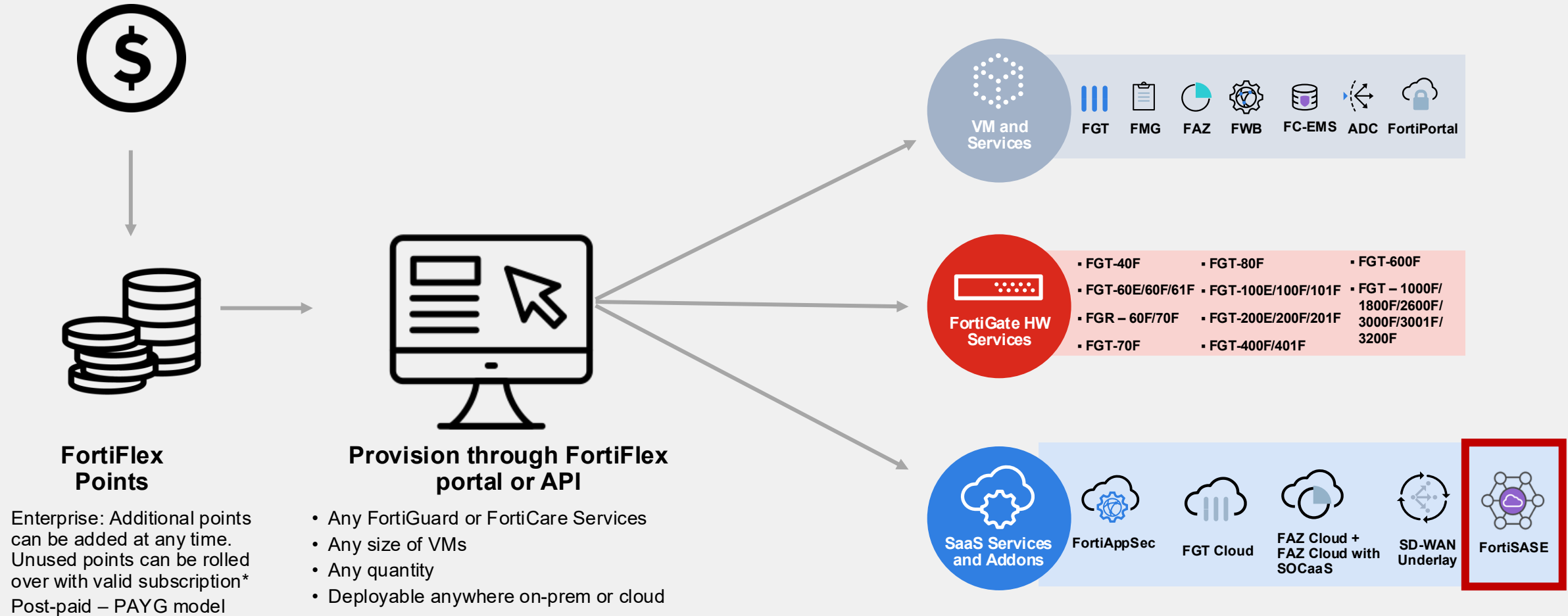
# General Updates



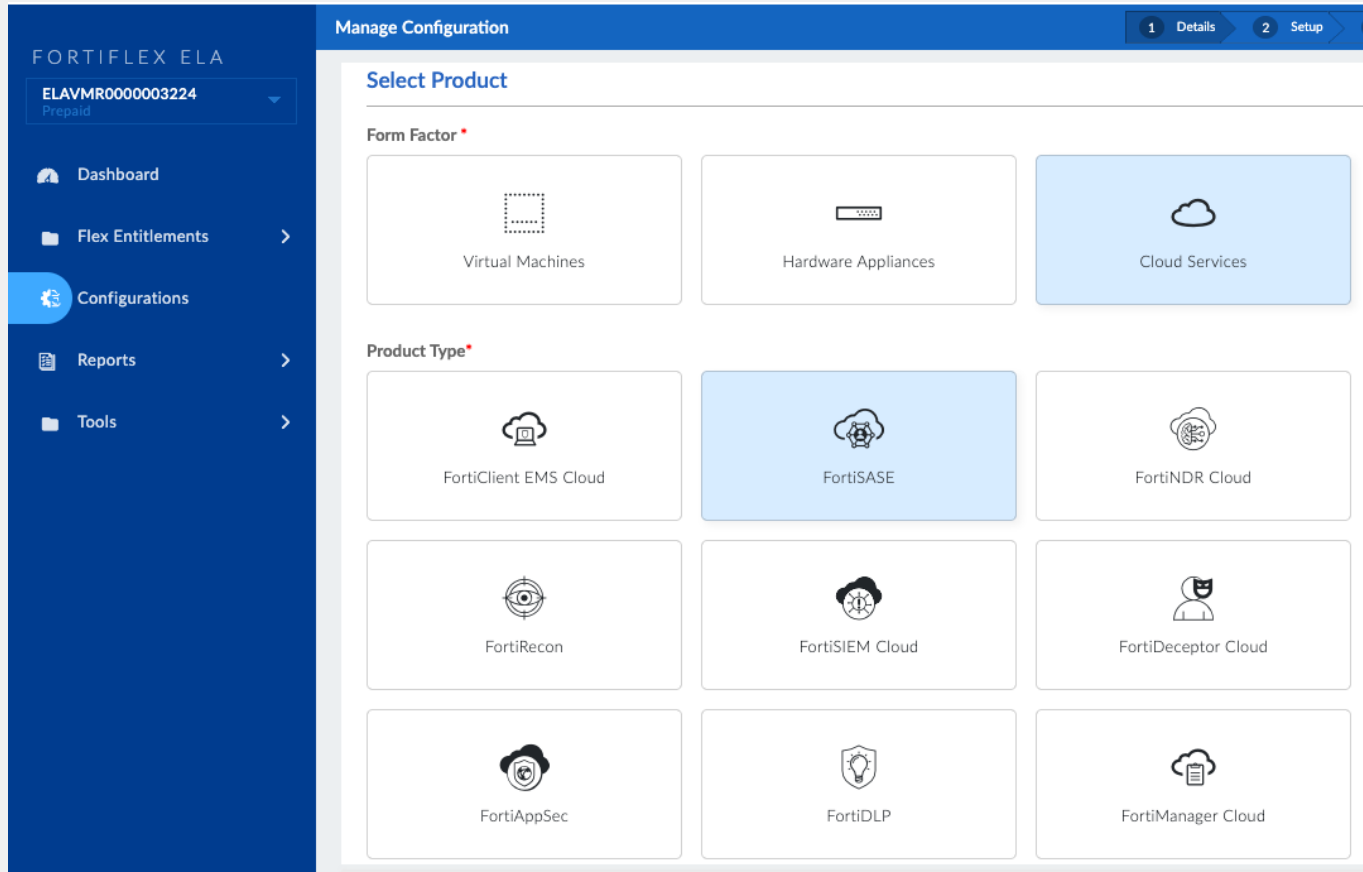
# FortiFlex Consumption-Based Security

First SASE Vendor to follow consumption model

Customers/Partners only pay for what they consume daily



# FortiFlex Consumption-Based Security



## Notes:

- SPA hardware or VM are not included.
- Branch OnRamp requires at least 2 locations

- One Tenant per account ID
- Multi-tenancy supported with FortiCloud
- **Mandatory FortiSASE parameters:**
  - Number of Users (Minimum of 50 – Increments of 1)
  - Services Package (Standard or Advanced or Comprehensive)
- Optional FortiSASE parameters:
  - Data Transfer (Increments of 250GB)
  - Dedicated IP (Increments of 4)
  - Branch OnRamp – Fortinet Cloud (Increments of 1)
  - Branch OnRamp – Public Cloud (Increments of 1)
  - Additional Compute Region - Fortinet Cloud (Increments of 1)
  - Additional Compute Region - Public Cloud (Increments of 1)

# FortiSASE Data Transfer License Model

## How is Data Transfer calculated?

- It combines the value of each active Subscription for the corresponding Entitlement Period (365 days).
- It considers the bi-directional traffic passing through the POP.

## What actions Fortinet may take?

- It notifies customers when consumption reaches 80%, 90% and 100%.
- For **Comprehensive Tier**, it may apply traffic limits with a Daily Enforcement Allocation (formula available on FortiSASE Service Description).

| Per Subscription         | Gigabytes Per Annum |
|--------------------------|---------------------|
| FortiSASE™ User          | 250                 |
| FortiAP                  | 500                 |
| FortiBranchSASE          | 500                 |
| FortiExtender            | 500                 |
| FortiSASE™ Branch OnRamp | 50000               |

### Default Data Transfer:

- Users = Calculated per User per Year at account level.
  - E.g. 100 users will share 25TB of data transfer per year.
- Thin Edge = Calculated per Thin Edge per year at account level.
  - E.g. 100 thin edges will share 50TB of data transfer per year.



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