

FORTINET | COLOMBIA
& ECUADOR
XPERTS26

Herramientas para FortiSASE

Equipo Fortinet

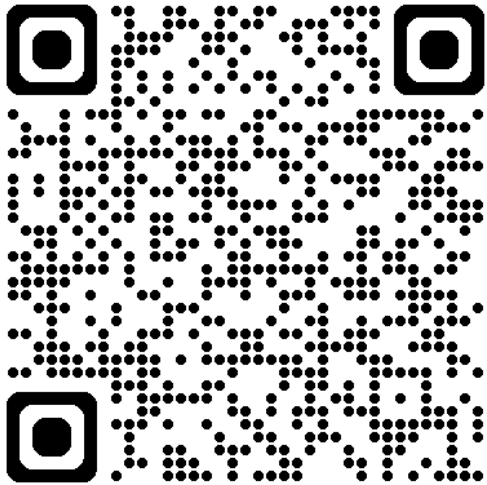
Sr. System Engineer Team

Forti SASE Tools

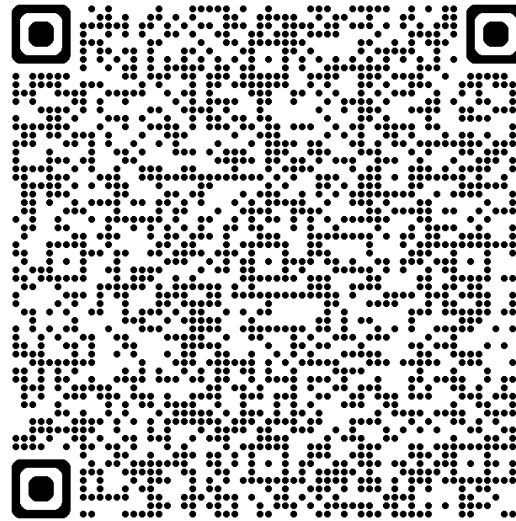


¿Dónde Explorar?

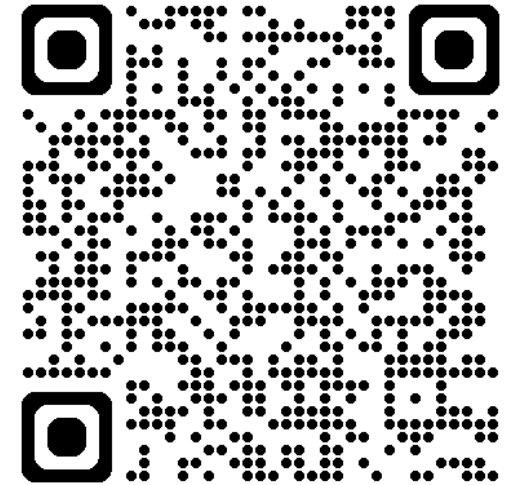
Portales de Fortinet para Partners



[Fortinet SASE Calculator](#)



[Unified SASE For Dummies](#)



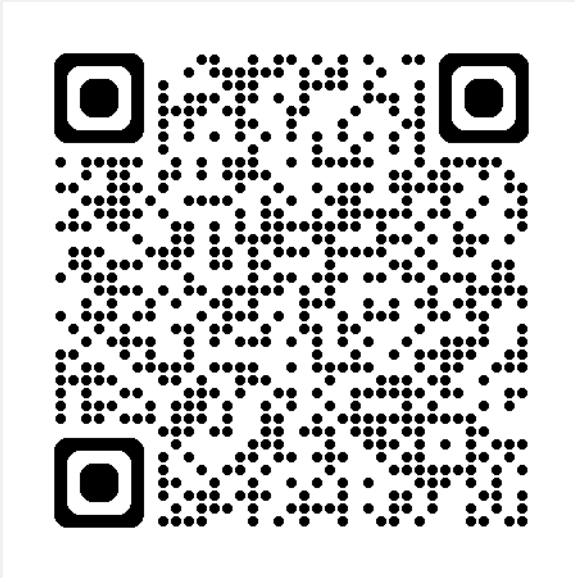
[Fortinet Partner Portal SASE](#)



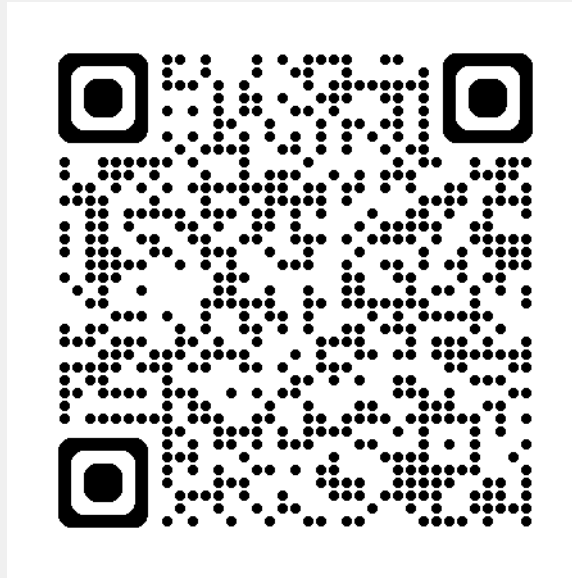
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¿Donde estudiar?

Portales de estudio y base de conocimientos



[Docs Fortinet SASE Library](#)



[Fortinet Certified Specialist SASE](#)

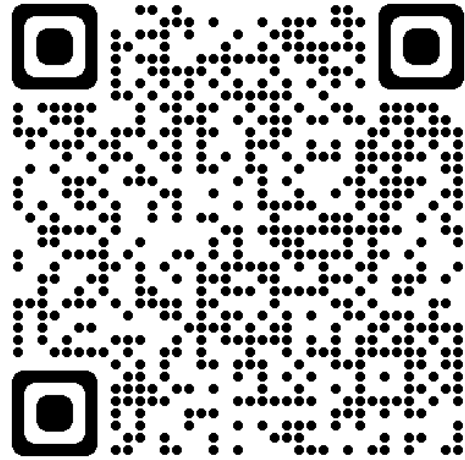


[Fortinet Videos](#)

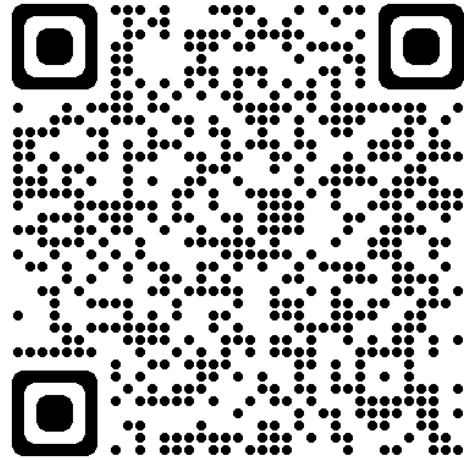


Demostraciones de las Soluciones

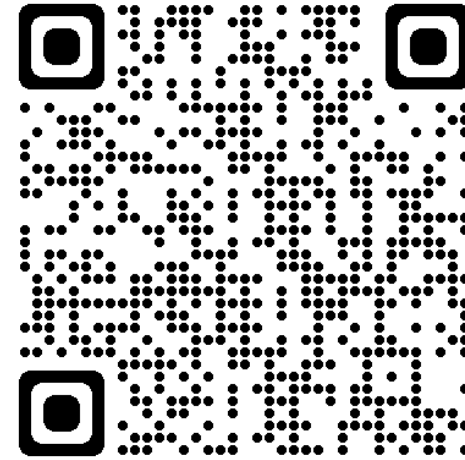
Portales de herramientas de demostración y laboratorios



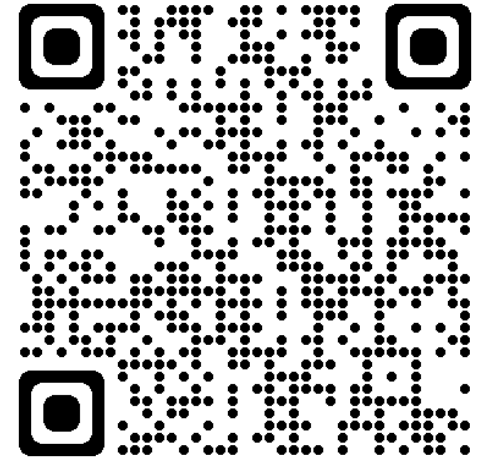
[Fortinet Product Demos](#)



[1-Click Demo- FNDN](#)



[Fortinet Interactive IT-OT Demo](#)



[FortiSASE POP's](#)



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Customer Use Case



Preguntas de descubrimiento: al vender SASE

- ¿Cómo ha cambiado tu lugar de trabajo en los últimos 12-24 meses (remoto, híbrido, contratistas)?
- ¿Qué crecimiento prevés en usuarios, ubicaciones o aplicaciones en la nube en los próximos 1-2 años?
- ¿Cómo acceden hoy los usuarios remotos a las aplicaciones?
- ¿Cómo limitas el movimiento lateral una vez que el usuario está conectado?
- ¿Cómo se hace cumplir la seguridad constante para los usuarios dentro y fuera de la red?
- ¿Cómo validas la identidad del usuario y la postura del dispositivo antes de conceder el acceso?
- ¿Qué pasaría si la cuenta de un usuario se ve comprometida?
- ¿Cuántos proveedores están actualmente involucrados en seguridad web, seguridad en la nube y acceso remoto?
- ¿Se gestionan las políticas de firewall SWG, CASB, ZTNA en consolas separadas?
- ¿Qué permitiría una reducción del 40-50% en el gasto en redes y seguridad para el negocio?
- ¿Qué aplicaciones SaaS y en la nube son las más críticas para tu negocio?
- ¿Tienes información sobre el uso riesgoso de SaaS o el movimiento de datos?
- ¿Qué controles de acceso GenAI existen hoy en día?
- ¿Están las **iniciativas de Zero Trust** en la hoja de ruta? ¿Se discute esto a nivel ejecutivo?
- ¿Qué tamaño tiene el equipo que gestiona la red y la seguridad: son lo mismo o están alineados?

Securing Hybrid Employees/ Users

Vendor Consolidation

Securing Application Access

SASE | Main Customer's Metrics

NUMBER OF REMOTE/MOBILE USERS

SASE provides secure access and consistent policies for remote workers, so the number of off-site employees is a key metric.

NUMBER OF CLOUD APPLICATIONS

SASE optimizes secure access to cloud apps, so organizations with many cloud services benefit more.

NUMBER OF BRANCH OFFICES

SASE replaces traditional branch security appliances with cloud-delivered services, benefiting organizations with many distributed locations.

NETWORK PERFORMANCE REQUIREMENTS

SASE solutions like SD-WAN can improve application performance, so organizations with stringent network needs value this capability.

SECURITY STAFFING LEVELS

SASE centralizes security management, helping organizations with limited security staff.

EXISTING SECURITY TOOLS/COMPLEXITY

Organizations struggling with multiple point solutions can benefit from SASE's integrated networking and security.

CLOUD ADOPTION PLANS

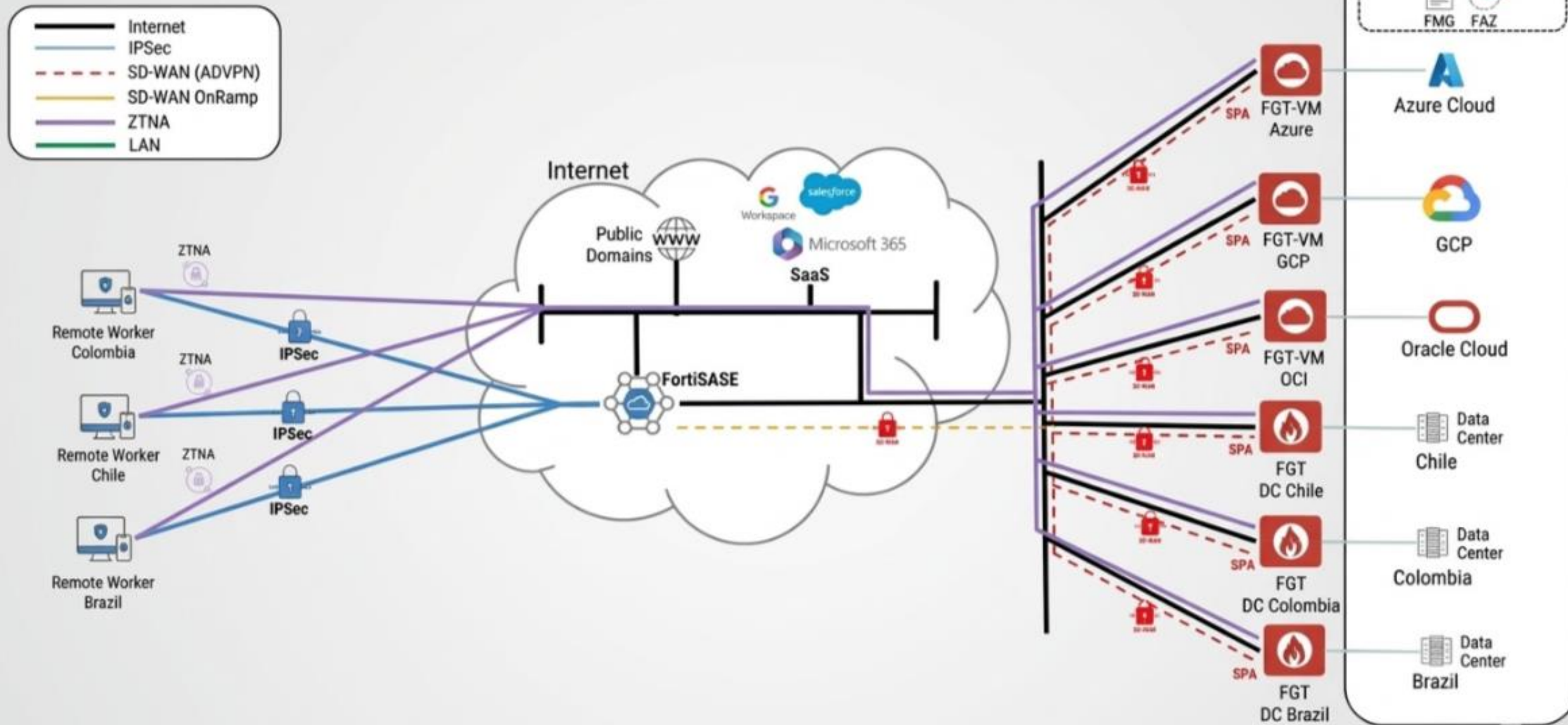
Companies planning major cloud migrations are good prospects for SASE's cloud-native architecture.

Use Case – Manufacturing Customer

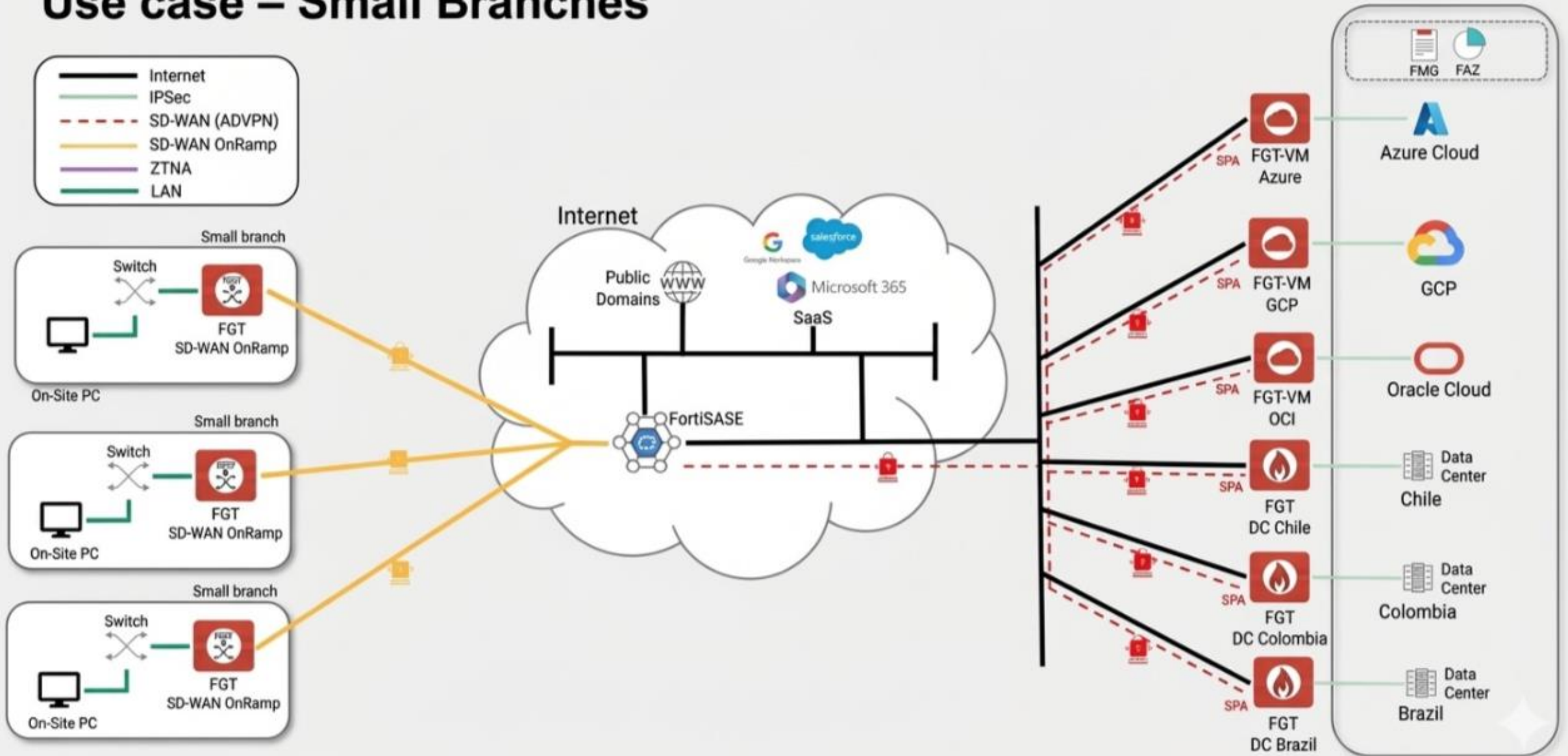
- HQ based in Brazil
 - 2x FortiGates 600F (HA)
- Three Small Branches in Colombia, Chile and Peru
- 5.000 users
- On-premises Datacenter
 - Brazil: 2x FortiGates 1000F (HA)
 - Chile: 2x FortiGates 600F (HA)
 - Colombia: 2x FortiGates 400F (HA)
- Multicloud Infrastructure
 - OCI: 2x FortiGate VM (4 CPU)
 - Azure: 2x FortiGate VM (4 CPU)
 - GCP: 2x FortiGate VM (2 CPU)
- Concerns regarding critical application access
- Contractors accessing without any restriction (VPN)
- No SaaS visibility (sanctioned vs unsanctioned applications)
- Some users complain about performance issues when accessing the Oracle company application hosted on OCI from their home (VPN)
- Security incident where credentials were shared with unauthorized third parties
- HQ must have at least two POP for redundancy matters
- 36 Months Contract



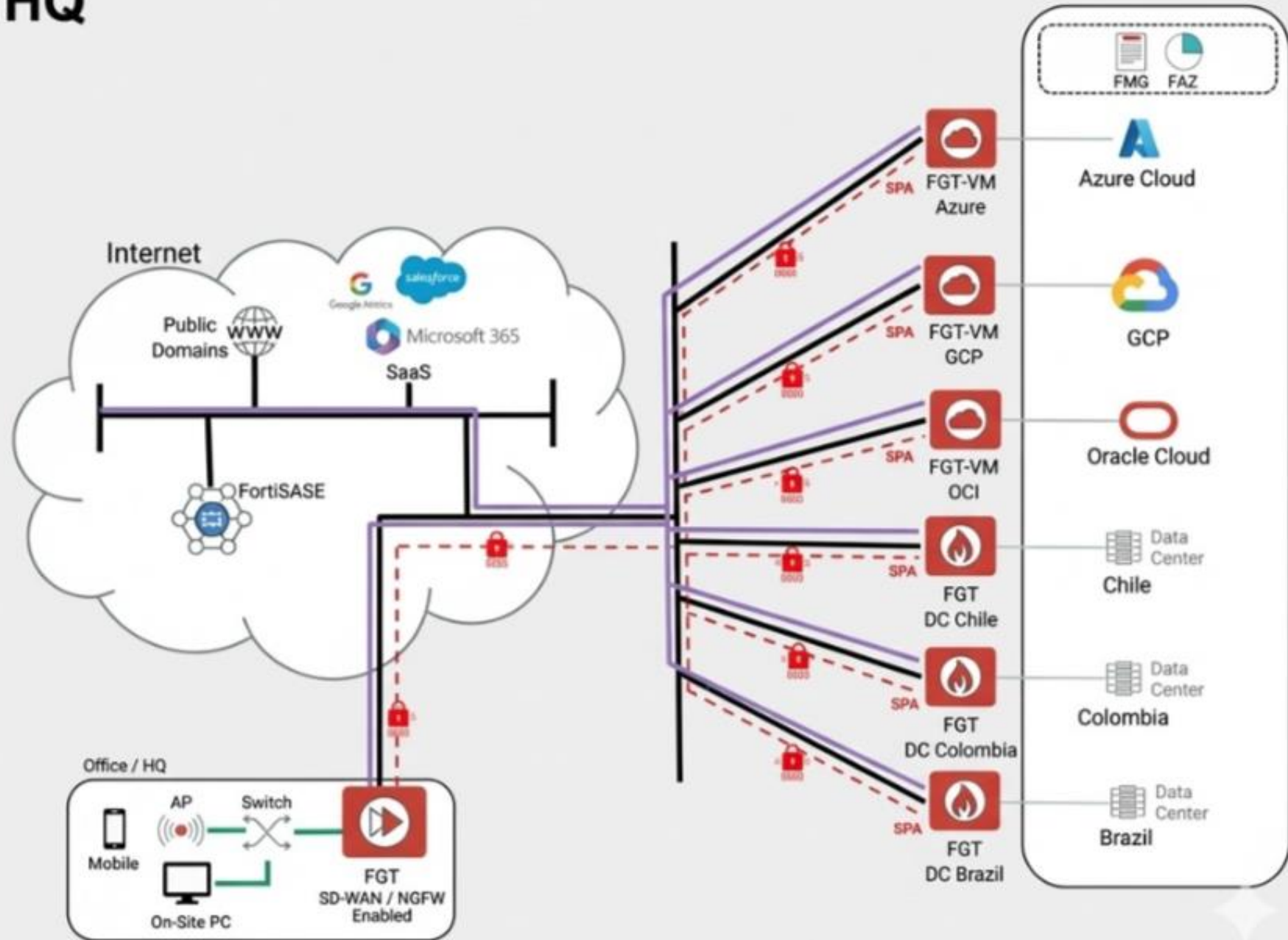
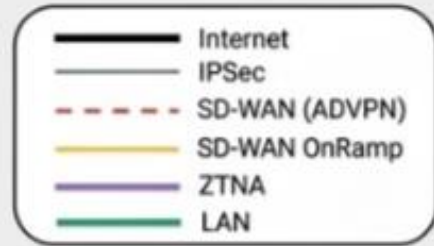
Use Case – Remote Workers



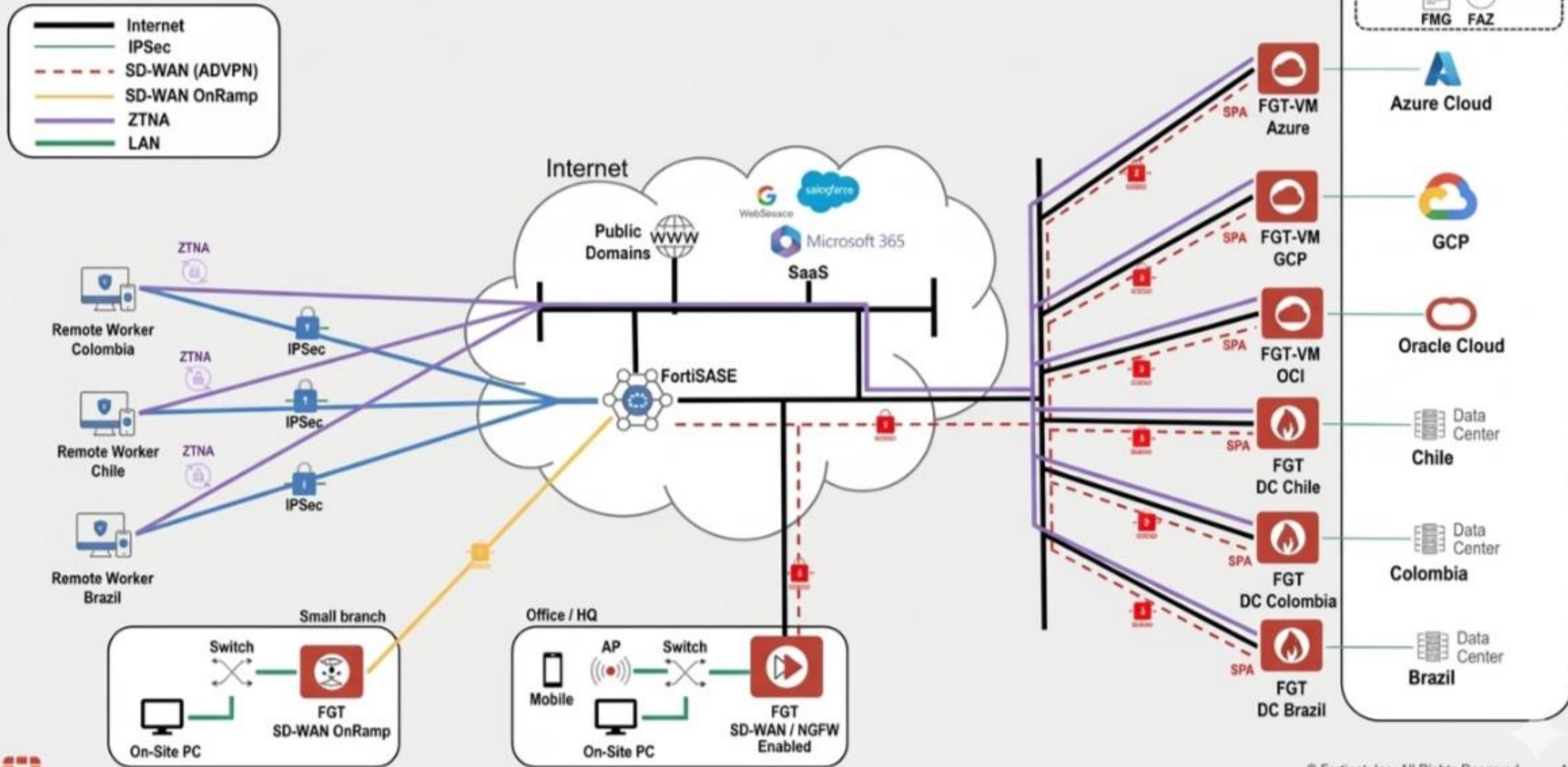
Use case – Small Branches



Use case – Offices/HQ



Use case – Whole Company



Use Case – Billing Of Materials

FortiSASE version and user quantity:			
Unit	SKU	Description	Qty
FortiSASE Advanced Suscription	FC4-10-EMS05-676-02-DD	FortiSASE Advanced Subscription for 2,000-9,999 Users: Fortinet Cloud-delivered security (IPS, Web, DNS, SSL, Anti-Malware, CASB) plus Enterprise-ready Integrations for NOC/SOC teams with secure private access via unified agent (SASE, ZTNA, EPP) or agent-less via SWG. Includes 3 devices per-user and FortiCare Premium.	5000

SPA Hub Licensing (On-Premises Datacenter)			
Unit	SKU	Description	Qty
Fortigate 1000F	FC-10-F1K0F-1329-02-DD	SD-WAN Service Bundle (SDWAN Underlay & Application Montioring, FortiGuard SD-WAN SLA Database Updates, SD-WAN Overlay Orchestration Service, FortiSASE 50-user starter kit, SASE Secure Private Access (SPA) Connector, FortiTelemetry Cloud, 1-year cloud-based log retention, and FortiCare Premium).	2
Fortigate 600F	FC-10-0600F-1329-02-DD	SD-WAN Service Bundle (SDWAN Underlay & Application Montioring, FortiGuard SD-WAN SLA Database Updates, SD-WAN Overlay Orchestration Service, FortiSASE 10-user starter kit, SASE Secure Private Access (SPA) Connector, FortiTelemetry Cloud, 1-year cloud-based log retention, and FortiCare Premium).	2
Fortigate 400F	FC-10-0400F-1329-02-DD	SD-WAN Service Bundle (SDWAN Underlay & Application Montioring, FortiGuard SD-WAN SLA Database Updates, SD-WAN Overlay Orchestration Service, FortiSASE 10-user starter kit, SASE Secure Private Access (SPA) Connector, FortiTelemetry Cloud, 1-year cloud-based log retention, and FortiCare Premium).	2



Use Case – Billing Of Materials

SPA Hub Licensing (Public Cloud)			
Unit	SKU	Description	Qty
Subscription License for FortiGate-VM (2 CPU)	FC2-10-FGVVS-662-02-DD	FortiSASE Secure Private Access connector license for SD-WAN	2
Subscription License for FortiGate-VM (4 CPU)	FC3-10-FGVVS-662-02-DD	FortiSASE Secure Private Access connector license for SD-WAN	4

Branch-on-Ramp			
Unit	SKU	Description	Qty
Branch-on-Ramp	FC1-10-EMS05-769-02-DD	Branch On-Ramp Location (1Gbps node)	2
Assisted Onboarding	Include Service		





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