

THE HWaaS SOLUTION THAT SELLS ITSELF

Proven | Top-Rated | Profitable



Fortinet's NEW Margin Rich Next Generation HWaaS

Fortinet and Tech Data have partnered to provide advanced, security-focused technologies and threat intelligence tailored to broaden the service portfolio of Managed Security Service Providers while being delivered under a monthly recurring procurement model.

Why Now

- Low barrier to entry enables you to create valuable Managed Security Services offers and accelerate your Managed Security Services practice
- Ability to deliver an OPEX procurement model
- Billing on a monthly basis allows you to add margin and services and provide a single bill to your customer
- OPEX purchase model allows your customers to conserve valuable capital
- Ability to enable Zero Touch Provisioning utilizing FortiDeploy, FortiCloud, and FortiManager creating installation efficiencies that result in increased margin
- Ability for you to layer on additional Managed Services such as SD-WAN (included feature), FortiSIEM, FortiSandbox, etc.

All of Fortinet's HWaaS solutions provide:

- FortiSandbox Cloud
- FortiGuard Antispam
- FortiGuard AntiVirus (AV), Botnet and Mobile AV Service
- Application Control
- Internet Service/FortiFlow
- Client ID
- IP Geography
- Malicious URL
- URL Whitelist
- AV Database (Multiple)
- Botnet Domain
- Flow AV
- IP Reputation
- Mobile AV
- FortiGuard IPS
- FortiGuard Web Filtering Query
- Secure DNS Query
- Content Disarm and Reconstruct Feature
- Virus Outbreak Prevention Query



Security

Protects against known exploits, malware and malicious websites using continuous threat intelligence provided by FortiGuard Labs security services. Detects unknown attacks using dynamic analysis and provides automated mitigation to stop targeted attacks.



Performance

- Delivers industry's best threat protection performance and ultra-low latency using purpose-built security processor (SPU) technology
- Provides industry-leading performance and protection for encryption traffic.

Certification

- Independently tested and validated best security effectiveness and performance
- Received unparalleled third-party certifications from NSS Labs, ICSA Virus Bulletin and AV Comparatives

Networking

- Delivers an extensive routing, switching, wireless controller and high performance IPsec VPN capabilities to consolidate networking and security functionality
- Enables flexible deployment such of UTM features and Secure SD-WAN

Management

- Single Pane of Glass with Network Operations Center (NOC) view provides you with 360° visibility to identify issues quickly and intuitively (may require additional purchases of FortiManager and FortiCloud)

Security Fabric

- Enables Fortinet and Fabric-ready partners' products to collaboratively integrate and provide end-to-end security across the entire attack surface

Join the Fortinet Partner Program [Sign up today!](#)

Questions? Contact Tech Data Fortinet team at uspmfortinet@techdata.com or 800-237-8931, ext. 64216.

Tech Data SKU	Description
13338552	FortiGate-100E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338553	FortiGate-100E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338554	FortiGate-101E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338555	FortiGate-101E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338556	FortiGate-30E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338564	FortiGate-30E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338558	FortiGate-60E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338559	FortiGate-60E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338560	FortiGate-61E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338561	FortiGate-61E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338562	FortiGate-80E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338563	FortiGate-80E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months
13338557	FortiGate-81E Hardware plus 24x7 FortiCare and FortiGuard Protection for 12 months
13338551	FortiGate-81E Hardware plus 24x7 FortiCare and FortiGuard Protection for 36 months