

Fortinet Receives Broad Industry Analyst Recognitions

Fortinet Solutions Recognized as Innovative and Industry Leading



Introduction

At Fortinet, innovation is at the heart of everything we do. We understand that the threat landscape changes quickly and that security companies must innovate even faster to protect our customers. We have a proven track record of innovating the best security products on the market, reflected in our unparalleled number of awards and recognitions.

Fortinet delivers high-performance network security solutions that protect networks, users, and data worldwide from today's continually evolving threats. Our broad portfolio of top-rated solutions and centralized management enables security consolidation and delivers a simplified, end-to-end security infrastructure.

Security, SD-WAN, and ZTNA are in high demand as work gets more distributed and business accelerates digital transformation. An increasing number of vendors entering the market with security, ZTA, and SD-WAN solutions all promote their solutions as best in class and industry leading. Fortinet has broadly patented all the fundamental elements of modern-day network security. This includes the convergence of networking and security, endpoint protection, SD-WAN, ZTNA, NAC, switches, SASE, and other aspects of the Fortinet Security Fabric platform.

The challenge for today's CISOs and IT purchasing teams is to validate vendors' claims and identify which vendor's solution truly shines when compared with those of the same kind. Luckily, an important data point they can rely on is the unbiased evaluation from industry experts who take a comprehensive look at key solution providers. Industry analysts are one set of these experts, and they evaluate specific technologies, solutions, vendors, and industry segments, reviewing all aspects of the solutions, market demand and needs, and provided their expert unbiased opinions.

Fortinet is actively engaged with industry analysts and experts, openly communicating on our products and solutions as we seek their evaluations and analyses. We believe that having analyst recognition and endorsement validates our innovation efforts and customer satisfaction.

Fortinet Engages With Top-tier Industry Analysts

We have broadened our industry analyst engagement to include top-tier research firms in the security segment. Following are the major research companies we engage with and their key analysis tools and reports.

Gartner

A \$4.1 billion company and a member of the S&P 500, Gartner has a global reach, working with businesses in more than 100 countries. With nearly 16,000 associates in 90+ offices globally, Gartner has over 40 years' experience providing objective insight and expert guidance to enterprises and their executives worldwide, enabling faster, smarter decisions.

Flagship research: Gartner's flagship research includes Market Guides and 100+ Gartner Magic Quadrants, a standard for objective market analysis covering more than 800 technology and technology service vendors.

Frost & Sullivan

For 60 years, Frost & Sullivan has helped companies identify, plan, and capture growth opportunities around the world. With a team of experts based in 45 global offices, Frost & Sullivan generates intelligence spanning 10 industries, 35 sectors, and 300 markets using a powerful understanding of how value chains operate on a global level. In addition, it has over 1,000 experts who have covered virtually every industry and trend for decades.

Flagship research: The Frost Radar is a robust analytical tool, which evaluates companies across two key indices: their focus on continuous innovation and their ability to translate their innovations into consistent growth.



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IDC

Founded in 1964, IDC is a wholly-owned subsidiary of [International Data Group \(IDG, Inc.\)](#), the world's leading tech media, data and marketing services company. With more than 1,100 analysts worldwide, IDC offers global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives.

Flagship research: MarketScape is one of the ICT industry's premier vendor assessment tools, providing in-depth quantitative and qualitative technology market assessments of ICT vendors for a wide range of technology markets.

Forrester


Forrester helps business and technology leaders use customer obsession to accelerate growth. That means empowering vendors to put the customer at the center of everything they do: leadership, strategy, and operations.

Flagship research: Forrester produces several flagship reports including Waves, Now Tech, and New Tech reports. The Forrester Wave™ is a guide for buyers considering their purchasing options in a technology marketplace. To offer an equitable process for all participants, Forrester follows a publicly available methodology, which we apply consistently across all participating vendors.


What are the key elements for evaluation?

Each analyst firm has different criteria for how they evaluate vendors for their flagship research reports. The common threads that each uses include a combination of input from vendors, customer references, and insights from customer inquiry.

Validation Results

Solutions	Analyst Firm	Guide Category	Position	Recognition Description	Report Title	Analyst Name	Public Link (URL) to the Report	Publish Date
Network Security								
 Email	Gartner	Market Guide	Listed	A Market Guide defines a market and explains what clients can expect it to do in the short term. With the focus on early, more chaotic markets, a Market Guide does not rate or position vendors within the market, but rather more commonly outlines attributes of representative vendors that are providing offerings in the market to give further insight into the market itself.	Market Guide for Email Security	Mark Harris, Peter Firstbrook, Ravisha Chugh, Mario de Boer	Link	10/7/21
	Frost and Sullivan	Radar	Leader	Frost & Sullivan ranks Fortinet among the top 15 global vendors in email security.	Frost Radar: Global Email Security	Tony Massimini	Link	4/1/21
	Forrester	Wave	Strong Performer	The Forrester Wave is a guide for buyers considering their purchasing options in a technology marketplace. To offer an equitable process for all participants, Forrester follows a publicly available methodology, which we apply consistently across all participating vendors.	The Forrester Wave: Enterprise Email Security, Q2 2021	Joseph Blankenship, Claire O'Malley	Link	May-21








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Network Security								
 Network Firewalls	Gartner	MQ	Leader	Gartner Magic Quadrants offer visual snapshots, in-depth analyses and actionable advice that provide insight into a market's direction, maturity and participants. Magic Quadrants compare vendors based on Gartner's standard criteria and methodology.	Magic Quadrant for Network Firewalls	Rajpreet Kaur, Jeremy D'Hoinne, Nat Smith, Adam Hills	Link	11/1/21
	Forrester	Wave	Strong Performer	The Forrester Wave	The Forrester Wave™: Enterprise Firewalls, Q3 2020	Andre Kindness, Abhijit Sunil, Glenn O'Donnell, Renee Taylor, Diane Lynch	Link	3Q2020
	Info-Tech	Data Quadrant	Leader	Evaluation of top vendors using product features, vendor strengths, user-satisfaction and other criteria.	Next Generation Firewall Data Quadrant Report		Link	Nov-21
	Info-Tech/ Software-Reviews	Emotional Footprint	Champion	Uses data from vendors and focuses on 25 Emotional Footprint data points across five categories to highlight areas where vendors have strengths and weaknesses, based on customer input.	Next Generation Firewall Emotional Footprint Report		Link	Nov-21
 OT	Gartner	Market Guide	Listed	Market Guide	Market Guide for Operational Technology Security	Katell Thielemann, Wam Voster, Barika Pace, Ruggero Contu	Link	Jan-21
	Forrester	Wave	Strong Performer	The Forrester Wave	The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions, Q4 2021	Brian Kime	Link	11/1/21




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Network Security								
 SD-WAN	Gartner	MQ	Leader	Gartner Magic Quadrant	Magic Quadrant for WAN Edge Infrastructure	Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng	Link	9/20/21
	Gartner	Critical Capabilities	Ranked #1 in 3 out of 5 use cases [Security-Sensitive WAN, Small Branch WAN and Remote Worker]	Gartner Critical Capabilities evaluates 5 uses and ranks vendors based on capabilities. Fortinet received the highest number of #1 rankings on 3 use cases [Security-Sensitive WAN, Small Branch WAN and Remote Worker]	Critical Capabilities for WAN Edge Infrastructure	Jonathan Forest, Naresh Singh, Andrew Lerner, Evan Zeng	Link	9/27/21
	Forrester	Now Tech	Listed: Large >\$100M	A Now Tech report highlights the value proposition, vendor segments, and individual vendors operating in a maturing marketplace. A Now Tech helps Forrester clients become more educated about a market and provides them with a preliminary list of vendors that they might prioritize for ongoing interactions.	Now Tech: Software-Defined WAN Hardware/ Software, Q3 2020	Andre Kindness, Abhijit Sunil, Glenn O'Donnell, Renee Taylor, Diane Lynch	Link	9/24/20
	IDC	Market-Scape	Leader	IDC MarketScope is an ICT industry vendor assessment tool, providing in-depth quantitative and qualitative technology market assessments of ICT vendors for a wide range of technology markets. This comprehensive assessment of market competitors, delivered in a full-length research report, and summarized in an easy-to-read graphical depiction, provides you with the critical information necessary to make your most important technology decisions.	IDC MarketScope: SD-WAN Infrastructure	Brandon Butler	TBD - to publish on 11/18/21	11/18/21
	Frost and Sullivan	Frost Radar	Top SD-WAN Vendor [ranked #2]	The Frost Radar	Frost Radar	Roopa Honnachari	Link	Sep-21
	Info-Tech/ Software-Reviews	Emotional Footprint	Champion	Emotional Footprint	SD-WAN Emotional Footprint Report		Link	Nov-21
	Info-Tech/ Software-Reviews	Data Quadrant	Leader	Evaluation of top vendors by customers. Analyst input is limited to determining which features are included.	SD-WAN Data Quadrant Report		Link	Nov-21





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Network Security								
 SWG	Gartner	MQ	Honorable Mention	Gartner Magic Quadrant	Magic Quadrant for Secure Web Gateways	Lawrence Orans, John Watts	Link	Dec-20
	Frost & Sullivan	Radar	Leader	The Frost Radar	Frost Radar: Global Web Security Market		Link	2020
 WLAN/ LAN	Gartner	MQ	Visionary	Recognized for our Security integration as well as efforts around AI/ML and cloud management.	Magic Quadrant for Wired and Wireless LAN Access Infrastructure	Mike Toussaint, Christian Canales, Tim Zimmerman	Link	Nov-21
Zero-Trust Access								
 WAF	Gartner	MQ	Niche	Gartner Magic Quadrant	Magic Quadrant for Web Application and API Protection	Jeremy D'Hoinne, Rajpreet Kaur, Adam Hils, John Watts, Shilpi Handa	Link	9/1/21
Security Operations								
 Endpoint	Gartner	MQ	Niche	Gartner Magic Quadrant	Magic Quadrant for Endpoint Protection Platforms	Paul Webber, Peter Firstbrook, Rob Smith, Mark Harris, Prateek Bhajanka	Link	May-21
	Forrester	Now Tech	Listed: Small (<\$50M)	Now Tech Report	Now Tech: Endpoint Detection and Response, Q4 2021	Allie Mellen	Link	Nov-21
 Endpoint Detection and Response	IDC	MarketScape	Major Player	IDC MarketScape	IDC MarketScape: Worldwide Modern Endpoint Security for Enterprises	Michael Suby	Link	Nov-21
	IDC	MarketScape	Major Player	IDC MarketScape	IDC MarketScape: Worldwide Modern Endpoint Security for Small and Midsize Businesses	Michael Suby	Link	Nov-21



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Security Operations								
 Extended Detection and Response	Gartner	Market Guide	Listed	Market Guide	Market Guide for Extended Detection and Response	Craig Lawson, Peter Firstbrook, Paul Webber	Link	Nov-21
	 SIEM	Info-Tech/ Software-Reviews	Data Quadrant	Leader	Evaluation of top vendors by customers. Analyst input is limited to determining which features are included.	Security Incident and Event Management Data Quadrant Report	Shastri Sooknanan	Link
Info-Tech/ Software-Reviews		Emotional Footprint	Leader	Emotional Footprint	Security Incident and Event Management Emotional Footprint Report	Shastri Sooknanan	Link	10/15/21
GigaOm		Radar	Leader	The GigaOm Radar report is a forward-looking analysis that plots the relative value and progression of vendor solutions along multiple axes based on strategy and execution. The Radar report includes a breakdown of each vendor's offering in the sector.	GigaOm Radar for SIEM	Chris Grundemann, Karen Martin, Logan Andrew Green	Link	8/18/21
Gartner		MQ	Visionary	Gartner Magic Quadrant	Magic Quadrant for Security Information and Event Management	Kelly Kavanagh, Toby Busa, John Collins	Link	6/29/21
Forrester		Now Tech	Listed (Midsize \$50M-\$200M)	The Forrester Wave	Now Tech: Security Analytics Platforms, Q3 2020	Josh Zelonis	Link	8/7/20



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Security Operations								
 SOAR	GigaOm	Radar	Leader	The GigaOm Radar report is a forward-looking analysis that plots the relative value and progression of vendor solutions along multiple axes based on strategy and execution. The Radar report includes a breakdown of each vendor's offering in the sector.	GigaOm Radar for SOAR	Chris Grundemann, Logan Andrew Green	Link	9/16/21
	Gartner	Market Guide	Listed	Market Guide	Market Guide for Security Orchestration, Automation and Response Solutions	Claudio Neiva, Craig Lawson, Toby Bussa, Gorka Sadowski	Link	9/21/21
 UEBA	Gartner	Market Guide	Listed	Market Guide	Market Guide for Insider Risk Management Solutions	Jonathan Care, Brent Predovich, Paul Furtado	Link	12/29/20

Summary

Understanding industry trends, technology, and solutions from analyst research can help CISOs and IT purchase decision-makers choose the security solution best suited for their needs. Choosing analyst firms with experience covering the respective technology areas for an extended period will give the best insight as they look for trends over time when evaluating the performance of a vendor and its solutions.

Leveraging analyst reports and expert validation as a reference when evaluating vendors and their solutions, combining their insights with independent testing and certification through independent testing organizations like ICSA, AV-Comparatives, Virus Bulletin, and others will help enterprises choose the right solutions for their organizations.

