

The Fortinet logo consists of the word "FORTINET" in a bold, sans-serif font. The letter "O" is stylized with a red and white grid pattern. A registered trademark symbol (®) is located at the top right of the word.

FORTINET®

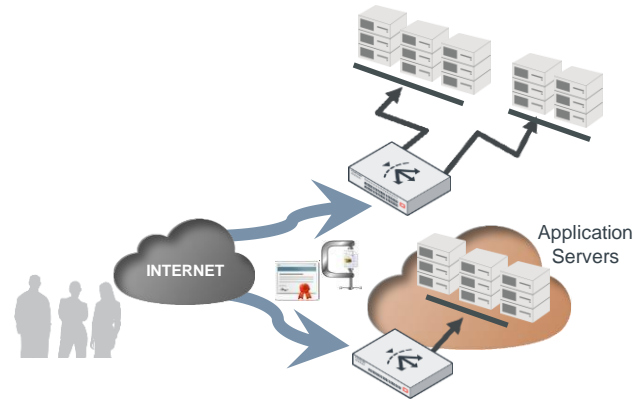
FAST. SECURE. GLOBAL.

FortiADC

Application Delivery Controllers

Scope/Definition of ADCs

- Eliminate unplanned downtime
 - » Application server
 - » ISP
 - » Data center
 - » Physical port
- Increase application performance
- Advanced application traffic management
 - » L7 content-based routing
 - » SSL offloading / SSL Re-encryption
 - » HTTP Content Caching
 - » HTTP Compression
 - » Header Rewriting
 - » Application Layer Health Checks
 - » Direct Server Return



ADC Drivers/Challenges



- Application availability/capacity
 - » Support increased number of users
 - » Support increased secure (SSL) traffic
 - » Provide low-latency and improve the user experience
- Application continuity and disaster recovery
- Reduce application delivery costs/impacts
 - » Improve server resource utilization
 - » Reduce application administration costs
 - » Minimize revenue impacts from downtime
 - » Ease of use*

*Most customers are not looking for something they need to get certified on to run.

Who Needs it?

- Any organization that hosts its own applications
- Any organization hosting corporate applications like MS Exchange, Sharepoint, Lync, VMware VDI
- Size of company less important than business model

Who Needs it Most?

- E-commerce
- Online Services
- Financial services
- Education
- Healthcare
- MSPs/Hosting Companies

FortiADC – Application Delivery Controllers



- Hardware and virtual appliances
- Throughputs from 2.7 to 50 Gbps
- Models with up to 8 10GE SFP+ ports
- Full featured at one low price



- Robust L4 and L7 load balancing
- Advanced L7 content rewriting and routing
- Included GSLB
- Full IPv6 support and 6in4 Tunneling
- Multiple High Availability failover options
- SSL offloading with Forward Proxy
- Gzip HTTP compression
- Web Application Firewall
- Scripting for SLB and content rewriting
- Authentication offloading
- Quality of Service
- Link Load Balancing
- Full CLI , easy-to-use GUI and REST API
- Content Caching
- Stateful Firewall



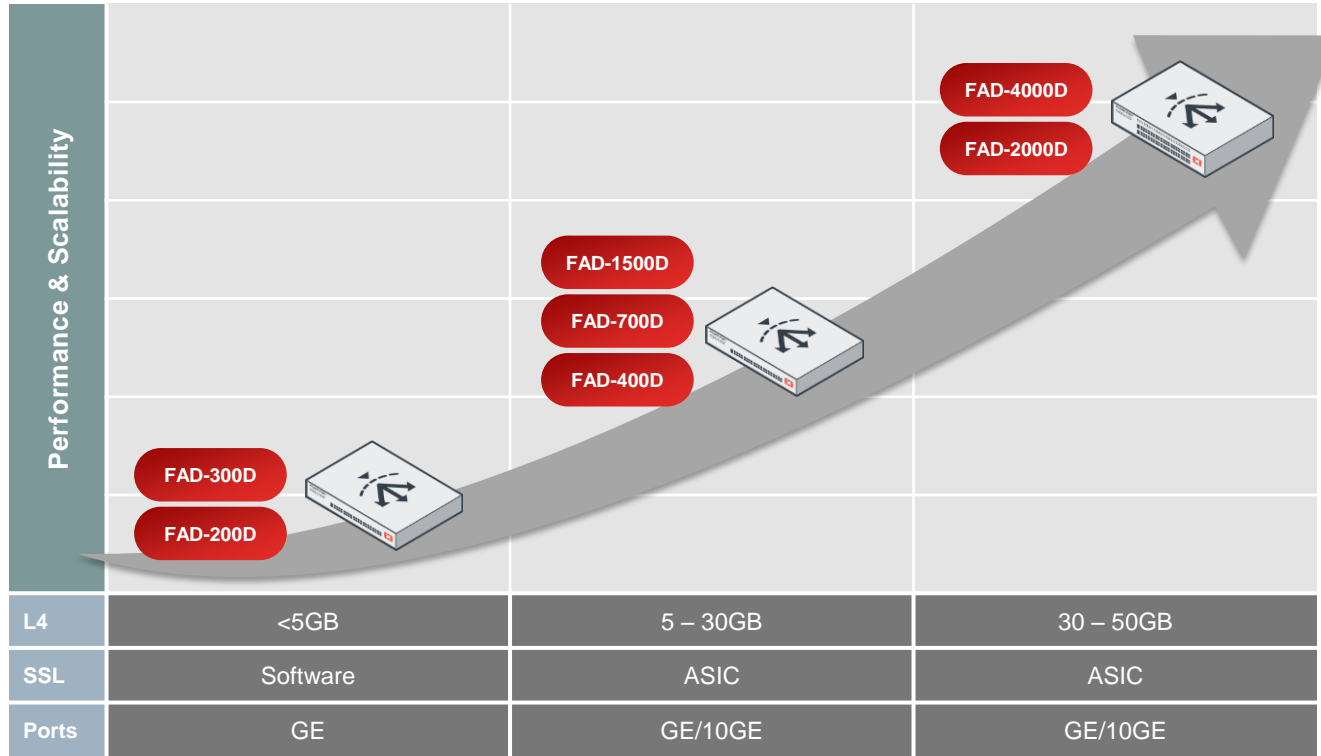
Class-leading performance and value
almost any sized application environment

FortiADC Benefits



- Scale applications with **Server Load Balancing and Server Health Monitoring**
- Maintain connections to application servers with **Persistence**
- Improve secure application, server and firewall performance with **SSL Offloading/Acceleration**
- Reduce bandwidth needs and improve User QoE with **HTTP Compression and Content Caching**
- Optimize data center resources and routing with **L7 Content Routing**
- Disaster recovery/span multiple data centers with **Global Server Load Balancing**
- Mask server IPs with **Content Rewriting**
- Protect applications with **Web Application Firewall (WAF)**
- Prioritize traffic by type with **Quality of Service (QoS)**
- Redundancy and WAN optimization with **Link Load Balancing**
- Reduce hardware costs with **VDOM's**

FortiADC Product Lineup



FortiADC Product Matrix



	200D	300D	400D	700D	1500D	2000D	4000D
L4 /7 SLB	✓	✓	✓	✓	✓	✓	✓
Advanced L7 Traffic Mgmt.	✓	✓	✓	✓	✓	✓	✓
L4 T-put (Gbps)	2.7	5.0	10.0	15.0	20.0	30.0	50.0
LLB	✓	✓	✓	✓	✓	✓	✓
GSLB	Included	Included	Included	Included	Included	Included	Included
Gzip Compression	✓	✓	✓	✓	✓	✓	✓
Caching	✓	✓	✓	✓	✓	✓	✓
QoS	✓	✓	✓	✓	✓	✓	✓
WAF	✓	✓	✓	✓	✓	✓	✓
Authentication	✓	✓	✓	✓	✓	✓	✓
Scripting	✓	✓	✓	✓	✓	✓	✓
IP Reputation	✓	✓	✓	✓	✓	✓	✓
Firewall/DoS	✓	✓	✓	✓	✓	✓	✓
VDOM	n/a	10	20	30	45	60	90
Ethernet Connectivity	4 GE	8 GE	8 GE, 2 10GE	8 GE, 4 10GE	8 GE, 4 10GE	16 GE, 4 10GE	16 GE, 8 10GE
Power Supply	Single	Single	Single	Single (Dual Option)	Dual	Dual	Dual

FortiADC Virtual Appliances



Technical Specifications	FortiADC VM01	FortiADC VM02	FortiADC VM04	FortiADC VM08
vCPU Support (Max)	1	2	4	8
Memory Support (Max)	2GB	4GB	8GB	16GB
Network Interface Support	10	10	10	10
Storage Support (Min / Max)	50MB / 1TB	50MB / 1TB	50MB / 1TB	50MB / 1TB

Enterprise grade virtual ADC

- Deploy ADCs without extra hardware
- Dynamic expansion in VM environments
- VMware ESX/ESXi, Citrix XenServer, Open Source Xen, Microsoft Hyper-V, KVM.



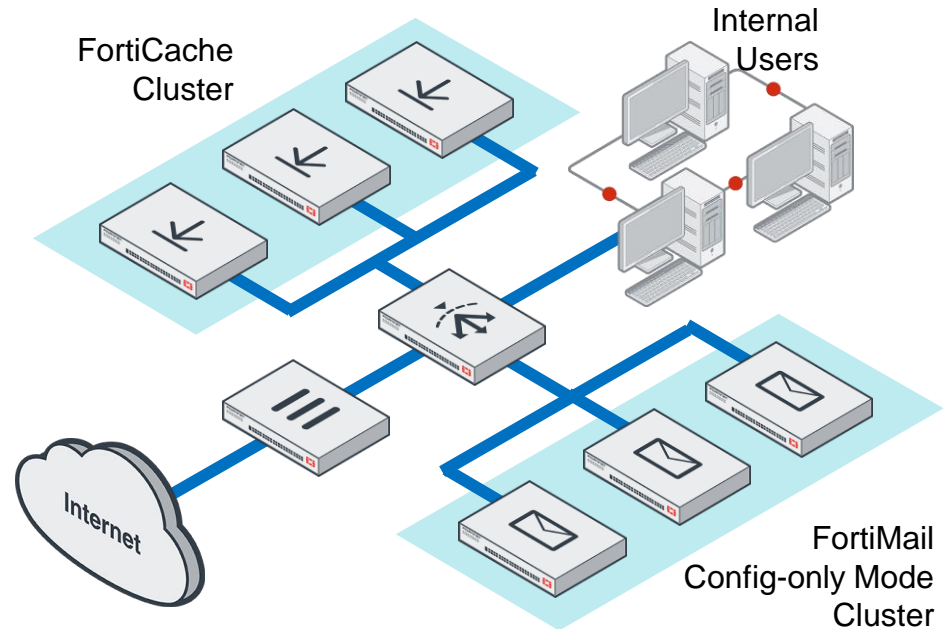
Microsoft Qualifications

- FortiADC fully Qualified
 - » Exchange 2010 (2013)
 - » Lync 2013
 - » Skype for Business
- Listed on Microsoft Technet
- Detailed deployment guides available on docs.fortinet.com



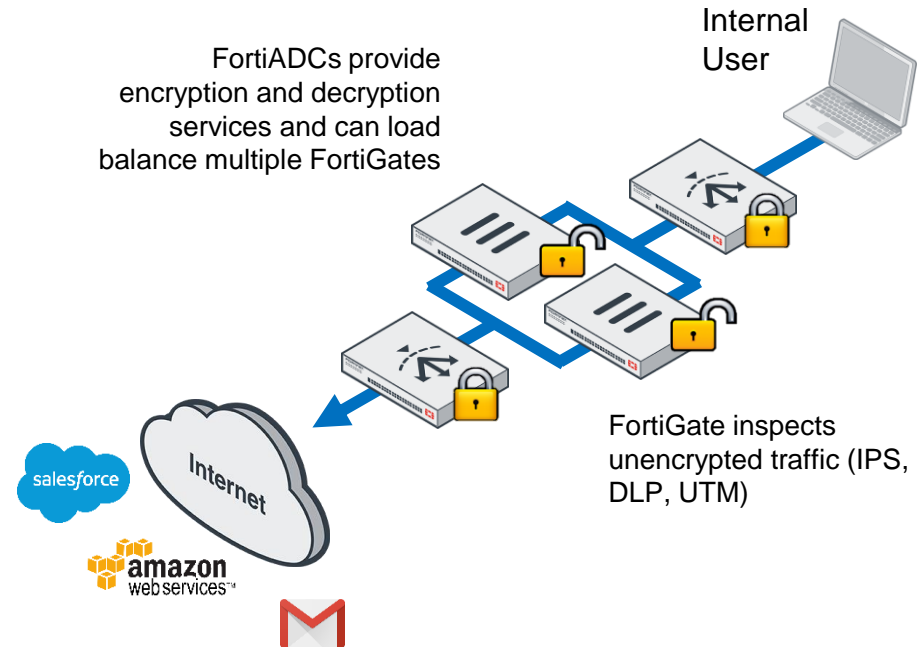
FortiADC with FortiMail and FortiCache

- Expand FortiCache
 - » High-volume content caching
 - » Minimize deployment complexity
- Expand FortiMail
 - » Increased capacity for email security
 - » Redundancy for FortiMail
 - » HTTPS for secure email traffic
- Detailed deployment guides on docs.fortinet.com



SSL Forward Proxy

- Inspect secure traffic, but offload from FortiGate firewall
- Maintains secure traffic and certificates with clients and external hosts
- FortiADC pair in front of and behind firewall
- FortiGate load lessened and can focus on threat detection and mitigation
- Load balance multiple FortiGates
- FortiGuard Web Filtering simplifies URL management (only SSL FP)



FortiADC Security

- Stateful Firewall
- Web Application Firewall
- Authentication Offloading for web applications (local, LDAP and RADIUS)
- GEO IP security and logs
- IP Reputation (subscription required)
- Web Filtering (subscription required)
- IPv4 and 6 firewall rules
- Granular policy-based connection limiting
- Syn Cookie Protection
- Global Server Load Balancing - DNSSec
- GSLB - DNS Response Rate Limiting

- FortiGuard Security Services
 - » Award-winning threat research services
 - » Dynamic/automated updates for FortiADC
 - » Automatic downloads
 - » Always up-to-date



SECURED BY
FORTIGUARD.

WAF Security Service

- Application layer signatures
- Malicious bots
- Suspicious URL pattern
- Web vulnerability scanner updates

IP Reputation

- Protection for automated attacks and malicious sources
- DDoS, Phishing, Botnet, Spam, Anonymous proxies and infected sources

Web Filtering

- Manage SSL FP scanning exceptions
- Enable/disable SSL inspection by category
- Automatic updates

FortiADC Competitive Advantages



- Kemp and Barracuda at low end
- F5/A10/Citrix in Enterprise/MSP
- Generally similar features at lowest TCO in segment (\$/Gbps L4 throughput)
- Battle Cards for F5, Citrix, Radware, Kemp, Barracuda and A10

General Product Line Features and Performance

	FortiADC	F5	Citrix	Radware	A10	Kemp	Barracuda
L4/L7 Load Balancing	✓	✓	✓	✓	✓	✓	✓
GSLB	✓	License	License	License	✓	License	✓
Link LB	✓	BigIP-2000	License	License	Basic	✗	✗
WAF	✓	License	License	License	✓	✓	✓
Authentication	✓	License	License	License	✓	✓	✓
VDOMs	✓	✓	Different HW	License	✓	✗	✗
Scripting	✓	✓	✗	✓	✓	✗	✗
IP Reputation	✓	License	License	✗	License	✗	✓
Stateful Firewall	✓	License	✗	✗	✗	✗	✗
Average \$US/GB L4 Throughput	\$1,000	\$4,000	\$3,700	\$2,600	\$2,200	\$1,250	\$1,200

Pricing/Licensing



- Purchase price includes
 - » Hardware: appliance, mounting hardware, etc.
 - » VM: downloadable software and license
- FortiCare (1, 2 and 3 year increments)
 - » 8x5 enhanced
 - » 24x7 comprehensive
- FortiGuard (1 year only)
 - » IP reputation
 - » WAF Security Services
- FortiCare and FortiGuard Bundle available

Questions



- Are your applications outgrowing a single server or your current server load balancer?
 - » All FortiADCs provide server load balancing with high-performance options to meet the needs of almost any application
- Do you need 99.999% uptime?
 - » FortiADC's healthchecking, high availability and GSLB provide a 3-tier approach to cover almost any chance of downtime
- Do you have multiple data centers for disaster recovery of applications?
 - » GSLB on FortiADCs bridges multiple datacenters and is included at no extra cost
- Do you host Microsoft Exchange or SharePoint with over 1,000 users?
 - » FortiADCs are certified for load balancing Microsoft applications
- Are secure applications slowing down servers and increasing response times?
 - » All FortiADCs support SSL offloading with some hardware-accelerated models that offer blazing fast speed
 - » All FortiADCs support HTTP Compression
 - » All FortiADCs support Content Caching

Additional Resources



- **White Papers**
 - » Basics of Application Delivery: ABCs of ADCs
- **Solution Guides/Briefs**
 - » Application Delivery Network Solutions
 - » Microsoft Applications
 - » FortiADC and FortiMail
 - » FortiADC and FortiCache
 - » FortiADC and FortiGate SSL Inspection
- **Positioning Guides/Responses**
 - » Info-Tech 2013 Vendor Landscape
 - » Gartner 2013 Application Delivery Controller Magic Quadrant
 - » Battle Cards (F5, Citrix, A10, Radware, Brocade, Kemp and Barracuda)
- **Deployment Guides**
 - » Microsoft Exchange 2010
 - » Microsoft Exchange 2013
 - » Load Balancing with IIS and Apache
 - » 7 Steps to Implement Server Load Balancing
 - » Microsoft Lync/Skype for Business
 - » FortiMail/FortiADC Deployment Guide
 - » FortiCache/FortiADC Deployment Guide
 - » FortiADC with FortiGate for SSL Inspection