

Overview

- » FortiADC is an Application Delivery Controller (ADC) that scales applications and makes them more available to users.
- » Using Server Load Balancing (SLB), applications can be spanned across multiple servers in a single data center or at other locations.
- » Additional features such as SSL offloading, content caching, and content-based routing provide advanced features that speed the delivery of applications and manage WAN and LAN bandwidth.

Key Customer Challenges

- » Increase application availability/capacity for user growth
- » Handle more secure application (SSL) traffic
- » Provide low-latency and improve experience
- » Application continuity and disaster recovery
- » Reduce application delivery costs/impacts
- » Improve application server resource utilization
- » Reduce application administration
- » Minimize revenue impacts from downtime

FortiADC Features

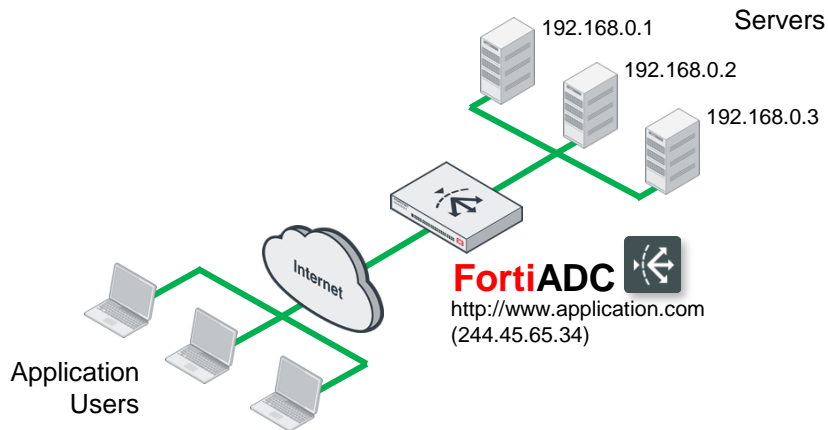
- » Scale applications with Load Balancing and Health Monitoring
- » Maintain connections to application servers with Persistence
- » Improve secure application, server and firewall performance with SSL Offloading/Acceleration
- » HTTP Compression and Content Caching
- » Optimize data center resources 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

Target Opportunities/Customers

- » Any organization that hosts its own applications
- » Applications core to business model
- » Size of company less important than business model
- » Applications that need multiple servers and data centers
- » **Verticals:** E-commerce/Online Services, Financial services, Education, Healthcare, MSPs/Hosting Companies

Target Opportunities/Customers

- » Data Center Managers, Directors, Vice Presidents
- » IT Administrators
- » Application Architects



Qualification Questions

- » Applications outgrowing a single server or your current server load balancer?
- » Need highly available applications for 99.999% uptime?
- » Need multiple data centers for disaster recovery of applications?
- » Microsoft Exchange or SharePoint with over 1,000 users?
- » Secure applications slowing down servers and increasing response times?




Key Resources

- » WP: ADC Basics; ABCs of ADCs
- » Application Delivery Network Solutions Sol. Brief
- » Microsoft Solution Briefs and Deployment Guides: Exchange, Lync, Skype for Business
- » 7 Steps to Implement Server Load Balancing Deployment Guide
- » Solution Briefs and Deployment Guides for FortiGate SSL Inspection, FortiMail, and FortiCache
- » Battle Cards: F5, Citrix, A10, Radware, Brocade, Kemp and Barracuda

FortiADC Kill Points

- » **All-inclusive Licensing and Features.** No additional expense for ports, and features such as Global Server Load Balancing, Link Load Balancing, QoS and SSL offloading.
- » **Hardware and Performance.** FortiADC offers up to 50 Gbps of L4 throughput and class-leading SSL offloading performance in ASIC accelerated models.
- » **Advanced Security Features Included.** The only ADC that includes all security features in a single appliance without the need to buy additional licenses for WAF, Stateful Firewall and IP Reputation (subscriptions may apply).
- » **Best Price to Performance Ratio.** FortiADC solutions are an average of 30% the price of F5, Citrix and Radware and 85% the cost of A10. There are cheaper options from Kemp and Barracuda, but they don't offer the features that FortiADC does.

Product Lineup

Performance & Scalability			FAD-4000D FAD-2000D 	
		FAD-1500D FAD-700D 		
	FAD-300D FAD-200D FAD-100F 			
	L4	<5GB	5 – 30GB	30 – 50GB
	SSL	Software	ASIC	ASIC
Ports	GE	GE/10GE	GE/10GE	

Please see Data Sheet for Virtual Appliances

Product Specifications

	100F	200D	300D	400D	700D	1500D	2000D	4000D
L4 - 7 SLB	✓	✓	✓	✓	✓	✓	✓	✓
Advanced L7 LB	✓	✓	✓	✓	✓	✓	✓	✓
L4 T-ppt (Gbps)	1.5	3.0	6.0	12.0	18.0	23.0	32.0	50.0
LLB	✓	✓	✓	✓	✓	✓	✓	✓
GSLB	✓	✓	✓	✓	✓	✓	✓	✓
Gzip Compression	✓	✓	✓	✓	✓	✓	✓	✓
Caching	✓	✓	✓	✓	✓	✓	✓	✓
QoS	✓	✓	✓	✓	✓	✓	✓	✓
WAF	✓	✓	✓	✓	✓	✓	✓	✓
Authentication	✓	✓	✓	✓	✓	✓	✓	✓
Scripting	✓	✓	✓	✓	✓	✓	✓	✓
IP Reputation	✓	✓	✓	✓	✓	✓	✓	✓
Firewall/DoS	✓	✓	✓	✓	✓	✓	✓	✓
VDOM	N/A	N/A	10	20	30	45	60	90
Ethernet Connectivity	6 GE	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)	Single (Dual Option)	Dual	Dual	Dual