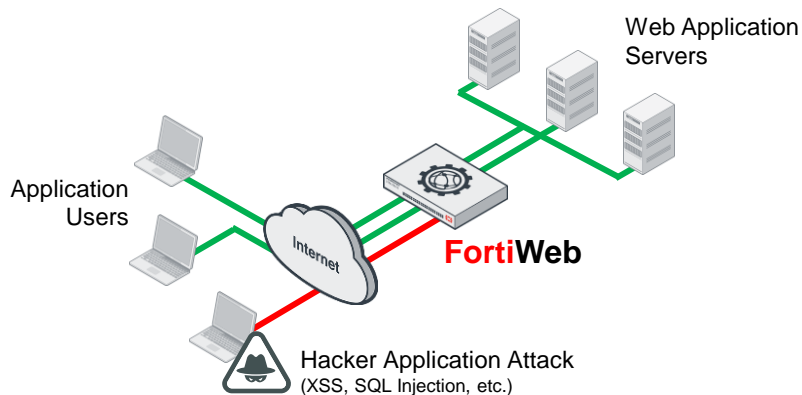


Overview

- » FortiWeb is a Web Application Firewall (WAF) that protects applications from vulnerabilities in the code itself.
- » Uses multiple layers of protection to screen for threats like IP Reputation, Signatures, URL/HTTP protocol conformance, and behavior-based usage monitoring.
- » It is a key component in meeting the Payment Card Industry Data Security Standards (PCI DSS) needed by organization that accepts, stores and transmits credit card information online.

Key Customer Challenges

- » Protect current and existing applications from code-based vulnerabilities
- » Meet PCI DSS Compliance (6.6) for credit card and healthcare data
- » Address OWASP Top 10 Application Vulnerabilities
- » Identify and address web application vulnerabilities (assists with PCI DSS 6.5 compliance)
- » Website publishing for Microsoft and other applications
- » Protect against website defacement



FortiWeb Features

- » Protect applications with automatic usage and anomaly scanning
- » Meet PCI 6.6 Compliance with behavior-based attack mitigation
- » Protection against OWASP Top 10 Application Vulnerabilities
- » Advanced Threat Protections with FortiSandbox Integration and FortiGate Quarantined IP Polling
- » Simplified deployment with FortiGate using WCCP Integration
- » Identify security weaknesses with built-in vulnerability scanning and 3rd party scanner support
- » Website publishing with Single Sign On/Authentication
- » False Positive Mitigation with Syntax-based Detection, User scoring and Session Tracking
- » Block botnets and malicious sources with FortiGuard IP Reputation
- » Virtual application patching with Third-party Scanner Integration

Target Opportunities/Customers

- » Any organization that processes credit cards online and/or has to meet PCI DSS requirements
- » Customers with large internal or publicly-facing web applications
- » **Verticals:** MSPs/Hosting Companies, E-commerce/online services, Retail, Food Service, Hospitality, Financial services, Healthcare

Target Opportunities/Customers

- » Network Security Managers, Directors, Vice Presidents
- » Network Security Architects
- » Application Architects (less common than security teams)

Qualification Questions

- » How do you protect your web-based applications from attacks?
- » Do you regularly conduct code security reviews and if so, how often?
- » Do you accept credit cards for online transactions?
- » Do you need to meet PCI DSS compliance standards? What were the results of your last PCI DSS audit?
- » Are you concerned about data breaches of sensitive customer or proprietary information through your web-based applications?

Key Resources

- » FortiWeb Sales Presentation
- » FortiWeb PCI DSS 6.6 Compliance Solution Guide
- » “IPS or WAF” Solution Guide on Fortinet.com
- » Replacing Microsoft Threat Management Gateway (TMG) with FortiWeb for Publishing Web Applications (Deployment Guide)
- » FortiWeb Product Demo on Fortinet.com
- » User Guides and reference materials on docs.fortinet.com to refer customers to for detailed overviews of features and how FortiWeb operates

FortiWeb Kill Points

- » **FortiGuard.** No other company provides the expertise, experience and coverage when it comes to threat analysis and research.
- » **Performance.** FortiWeb is the fastest WAF in the industry. Period. Take any CPU and FortiWeb will squeeze the most performance out of it.
- » **Integration.** FortiWeb integrates with FortiGate and FortiSandbox to provide better security and a more complete solution. No other solution does this.
- » **Operations.** FortiWeb has the easiest day to day operations solution in the industry. This includes installation, alerts, tuning, upgrades and backups.
- » **Recognized** by Garter as a Challenger in the 2016 Magic Quadrant for Web Application Firewalls.
- » **False Positive Mitigation.** FortiWeb has the best solution addressing the biggest headache WAF administrators deal with. Additional filtering layers make tuning easy from the attack log itself, granular exception controls support every use case, and user scoring gives more exacting control of violations.

Product Lineup

Performance & Scalability			
WAF	< 1 Gbps	1 – 10 Gbps	10+ Gbps
SSL	Software	ASIC	ASIC
Ports	GE	GE/10GE	GE/10GE

Please see Data Sheet for Virtual Appliances

Product Specifications

	100D	400D	600D	1000D	2000E	3000E/3010E	4000E
WAF Throughput	25 Mbps	100 Mbps	250 Mbps	1 Gbps	2 Gbps	5 Gbps	20.0 Gbps
Latency	Sub-ms	Sub-ms	Sub-ms	Sub-ms	Sub-ms	Sub-ms	Sub-ms
SSL	Software	Software	Software	ASIC	ASIC	ASIC	ASIC
L7 Load Balancing	✓	✓	✓	✓	✓	✓	✓
L7 DoS Protection	✓	✓	✓	✓	✓	✓	✓
Site Publishing/SSO	✓	✓	✓	✓	✓	✓	✓
Vulnerability Scanner	✓	✓	✓	✓	✓	✓	✓
Anti/virus/antimalware	✓	✓	✓	✓	✓	✓	✓
Form Factor	Desktop	1U	1U	2U	2U	2U	2U
GE Port	4	4	4 (2 bypass)	6 (4 bypass)	4 bypass	8 bypass	8 bypass
GE SFP	0	4	4	2	4	4	4
10GE SFP+	0	0	0	0	2	4	4
ADDMs	N/a	32	32	64	64	64	64