

# FORTINET Security Day

September 16<sup>th</sup> 2024  
12:15 pm  
Athens, Greece



booth #10



Integrator, Cloud



# In (the) Trust of SASE ?

**Manos Kokolakis, MSc**  
Customer Success Manager

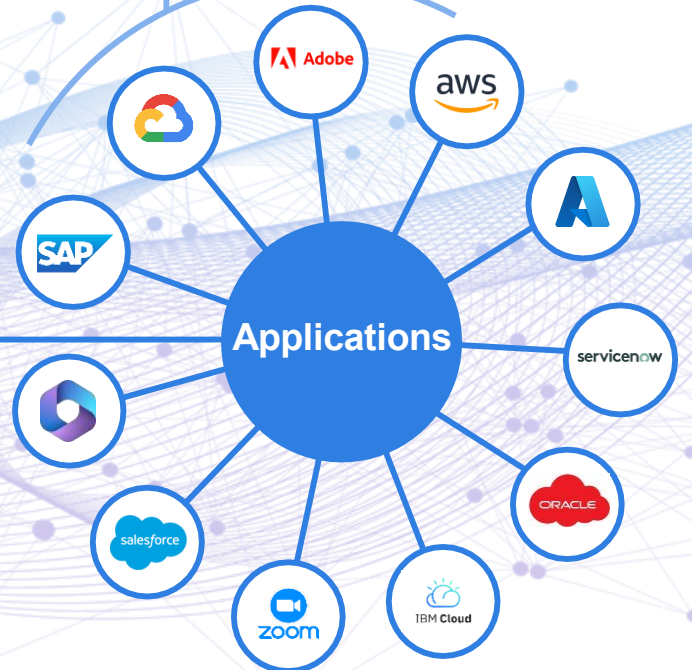
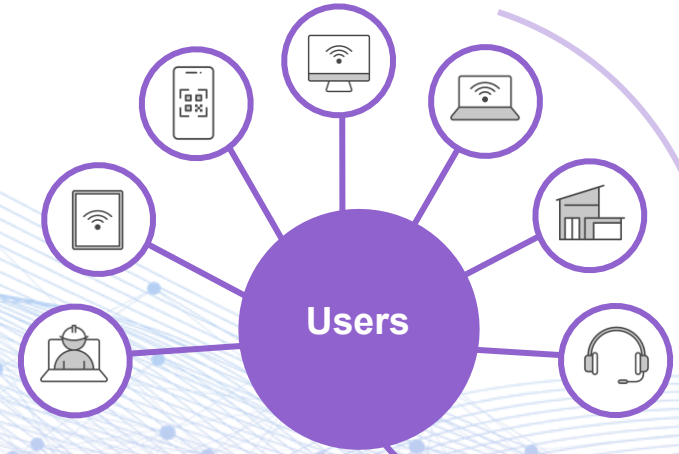
[mkokolakis@intrust.gr](mailto:mkokolakis@intrust.gr)



# Traditional Networking, *trust everyone and connect everything*

**84%**  
Companies are hybrid  
Forbes

**125+**  
Distributed applications used by  
enterprise  
Gartner

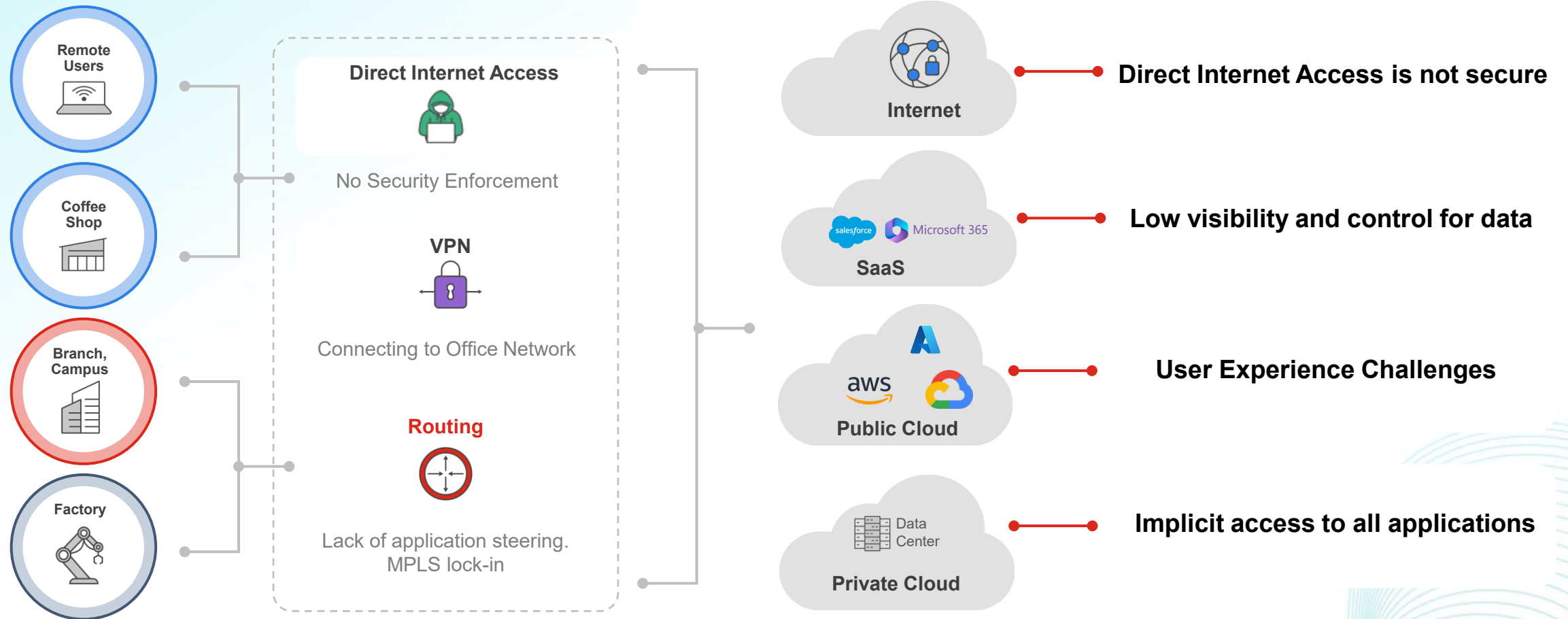


**90%**  
Of enterprises will have experienced  
a security incident related to the edge  
network by 2026  
Gartner

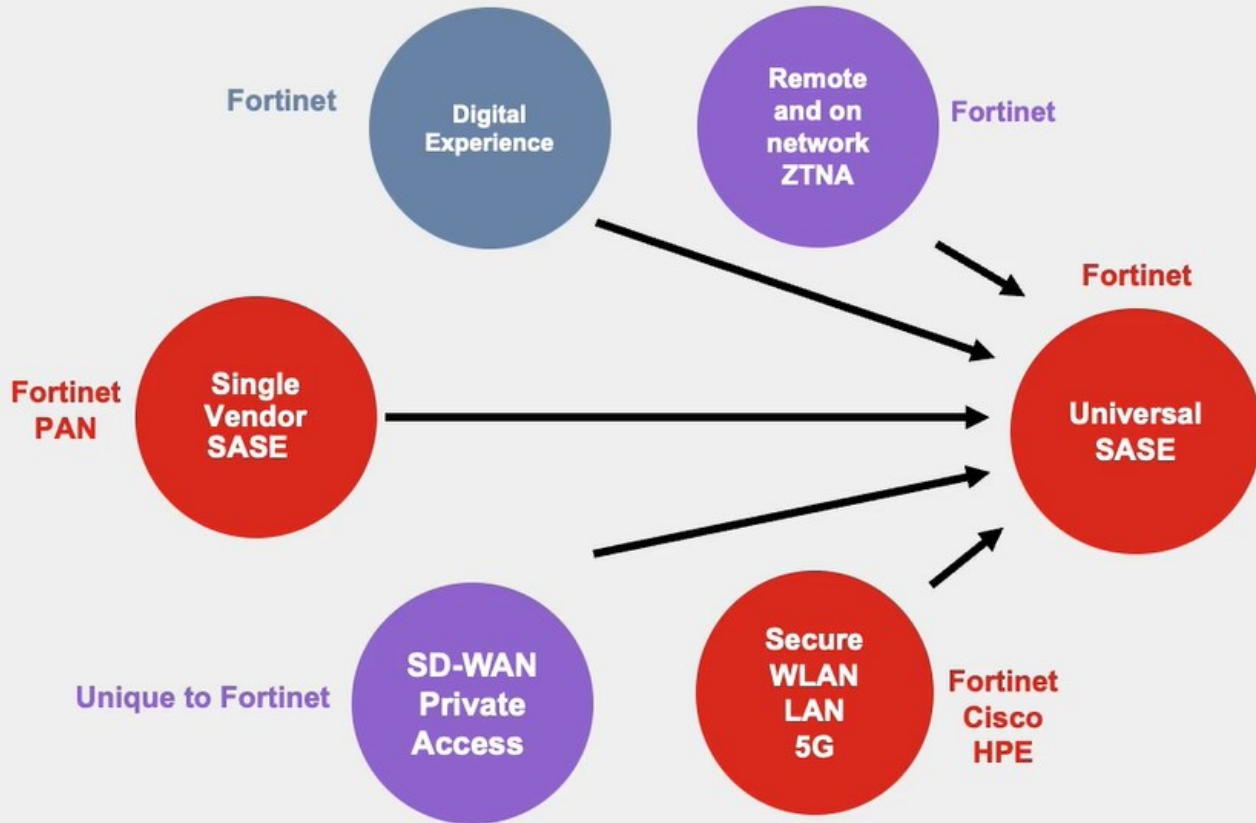
**42B**  
IoT devices  
IDC



# Current Technology Requires Transformation



# Universal SASE Protects Users, Edges and Devices Anywhere



## SASE

| Function                       | SASE          |                     |                    |                |
|--------------------------------|---------------|---------------------|--------------------|----------------|
|                                | Secure SD-WAN | Secure Service Edge | Single Vendor SASE | Universal SASE |
| SD-WAN                         | ●             |                     | ●                  | ●              |
| Network Security               | ●             |                     | ●                  | ●              |
| Secure Web Gateway             |               | ●                   | ●                  | ●              |
| Cloud Access Security Broker   |               | ●                   | ●                  | ●              |
| Remote ZTNA                    |               | ●                   | ●                  | ●              |
| Unified Management             |               |                     | ●                  | ●              |
| Unified Logging & Response     |               |                     | ●                  | ●              |
| On Network ZTNA                |               |                     |                    | ●              |
| SD-WAN Private Access          |               |                     |                    | ●              |
| Digital Experience             |               |                     |                    | ●              |
| WLAN/LAN/5G Connect to SASE    |               |                     |                    | ●              |
| IoT & OT Device Access Control |               |                     |                    | ●              |

# Fortinet Unified SASE Analyst Recognitions

## SD-WAN

Oct. 2023 Magic Quadrant for SD-WAN

**Fortinet Recognized as a Leader**

Figure 1: Magic Quadrant for SD-WAN



Source: Gartner (September 2023)

## Single Vendor SASE

June 2024 Magic Quadrant for Single-vendor SASE

**Fortinet Recognized as a Challenger**



## SSE

April 2024 Magic Quadrant for Security Service Edge

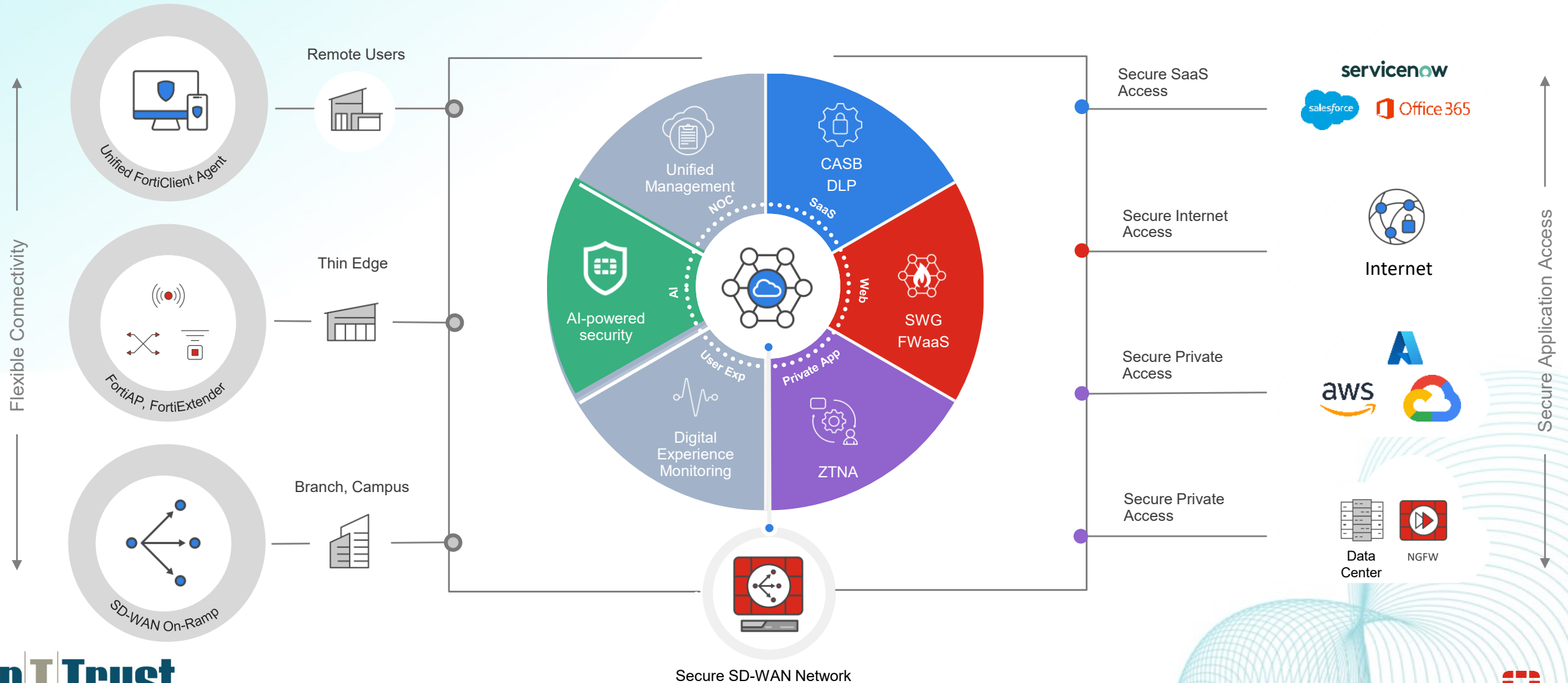
**Fortinet Recognized as a Challenger**



Unified Management, Universal Zero Trust and Consistent AI-Powered Security



# FortiSSE Architecture – Cloud Delivered SSE



# So why FortiSASE ?



## ONE OPERATING SYSTEM

SD-WAN, SSE, NGFW, LAN



FortiOS

## UNIFIED MANAGEMENT PLANE

SSE, DEM, WLAN



SaaS Management

## ONE ANALYTICS ENGINE

Data lake for security operations



Integration with SOC

## UNIFIED ENDPOINT AGENT

EPP, SASE, ZTNA, CASB, DEM



FortiClient

AI-Driven Security Services with Flexible Consumption with **FortiPoints**



FortiGuard Labs





# FortiFlex Consumption-Based Security

First SASE Vendor to follow consumption model

Customers/Partners only pay for what they consume daily



## FortiFlex Points

Enterprise: Additional points can be added at any time.  
Unused points can be rolled over with valid subscription\*  
Post-paid – PAYG model



## Provision through FortiFlex portal or API

- Any FortiGuard or FortiCare Services
- Any size of VMs
- Any quantity
- Deployable anywhere on-prem or cloud

**VM and Services**

FGT FMG FAZ FWB FC-EMS ADC FortiPortal

**FortiGate HW Services**

|                   |                      |   |
|-------------------|----------------------|---|
| • FGT-40F         | • FGT-80F            | • FGT-600F                                  |
| • FGT-60E/60F/61F | • FGT-100E/100F/101F | • FGT – 1000F/1800F/2600F/3000F/3001F/3200F |
| • FGR – 60F/70F   | • FGT-200E/200F/201F |   |
| • FGT-70F         | • FGT-400F/401F      |   |

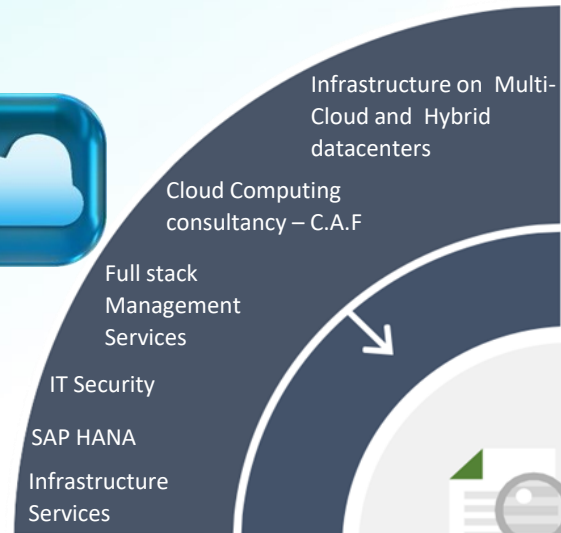
**SaaS Services and Addons**

FortiWeb Cloud – Private & Public FGT Cloud FAZ Cloud + FAZ Cloud with SOCaaS SD-WAN Underlay

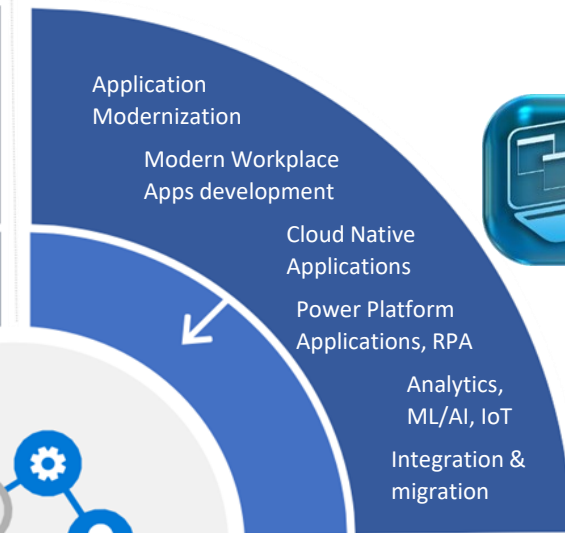


# Portfolio of Services

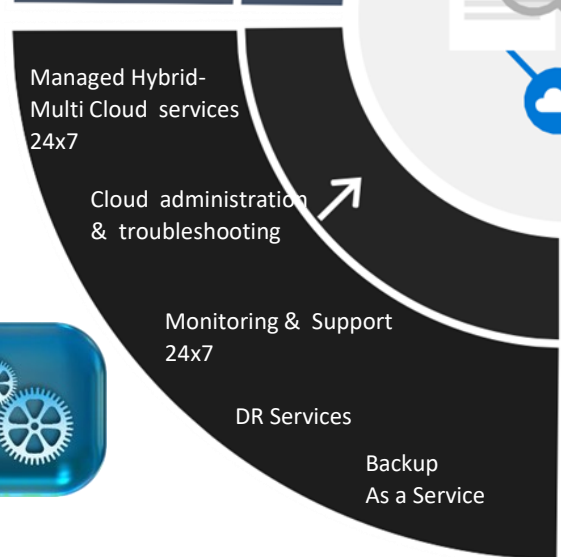
## Dynamic Infrastructure Services



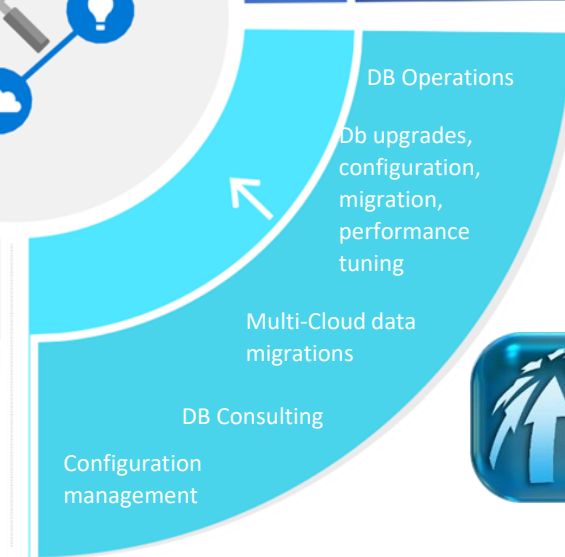
## Application Development Services



## Managed Services



## DBA Services



# Key differentiators

## MSaaS

Monitor and support for all **platforms** with tailor-made solution (InTTrust IP)

## DBAaaS

**For all DBs** : admin, operate, tuning, migration  
(Unique service in Greece)

## SAPaaS

Infrastructure Services for SAP HANA - **all platforms**  
(>1000 instances)

## Application Modernization

Containers, Microservices, Low Code  
(Power Platform)

## Industrial Solutions

OT/IT Convergence, IoT/DW/Automation/ML

## Innovative Solutions

InTTrust IP,  
(Water Underground, DNABlockchain)

## Security Services

Consulting - Implementation

## Consulting Services

PM,  
Change Management, Business Analysis  
(Energy, Banking)



Integrator, Cloud



# InTTrust-Fortinet: In (the) Trust of SASE

## Use Cases

Presenter: M. Mouriki

16/9/2024

Fortinet Security Day 2024



# Fortinet FortiSASE

Cloud-delivered security with AI-powered security services for work-from-anywhere



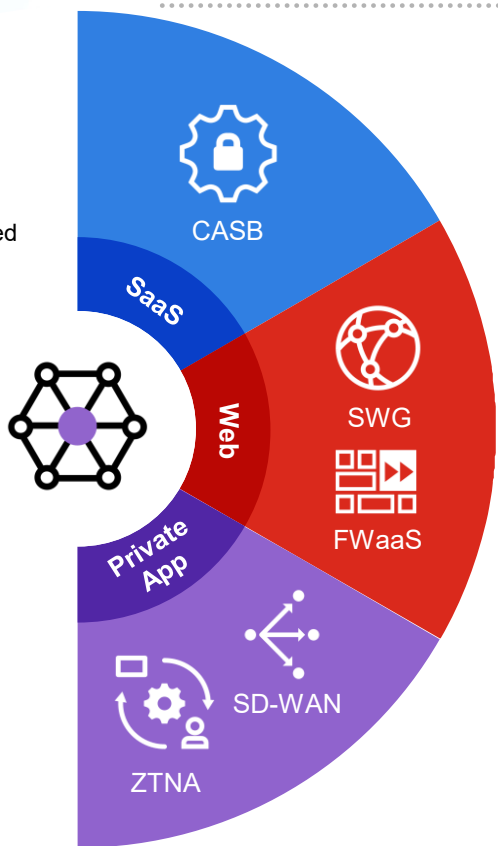
SASE



Cloud Managed



AI-Powered Security



Secure SaaS Access



Secure Internet Access



Secure Private Access



Securing remote users

Cloud-delivered Security & Networking

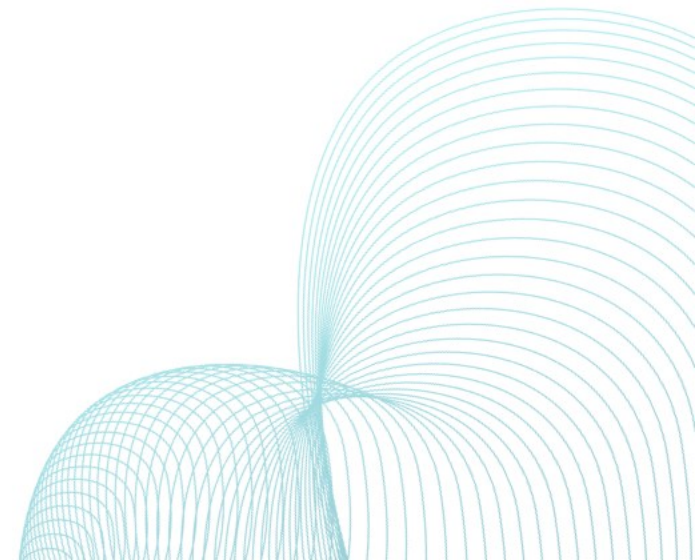
Improved User Experience

# FortiSASE Use Case #1

Secure Internet Access (SIA) for Remote Users

## What is SIA?

- Safe browsing from anywhere
- Securing the traffic going to the internet
- Redirecting remote user internet traffic to the closest FortiSASE PoP
- FortiSASE acting as a gatekeeper for all internet traffic



# FortiSASE Use Case #1

Secure Internet Access (SIA) for Remote Users

## Safe browsing from anywhere



### Malware & Ransomware prevention

Prevent threats with cloud-based Firewall, IPS, Web Filtering, Anti-virus, DNS and File Filtering, Sandbox



### Deep SSL Inspection of end-user activity

Deep inspection of web activity for threats, even when using secured HTTPS access



### AI Powered Security Services

Best in class security efficacy and zero-day threat protection with AI powered FortiGuard Security Services

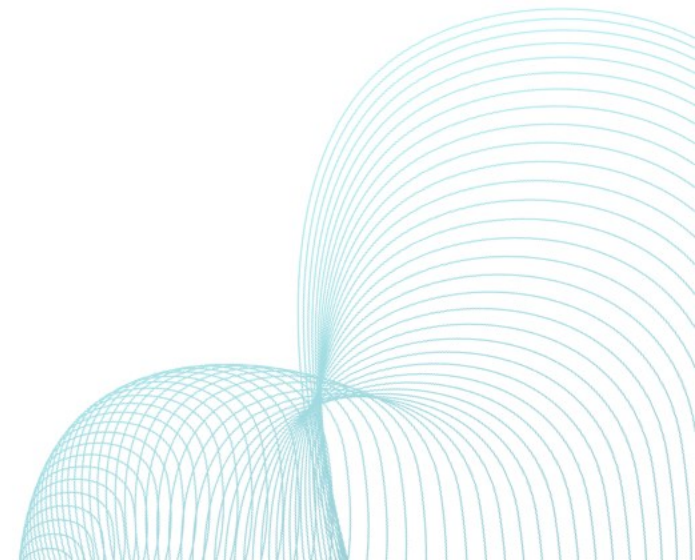


# FortiSASE Use Case #2

Secure SaaS Access(SSA) for Remote Users

## What is SSA?

- FortiSASE secures SaaS access and enables:
  - Cloud application visibility
  - Data security
  - Assess risk
- FortiSASE uses the following components to secure SaaS access:
  - Inline-CASB
  - FortiCASB





# FortiSASE Use Case #2

Secure SaaS Access (SSA) for Remote Users

For Visibility and Control

## Secure Access to Cloud apps and files



### Cloud App Access Control

Safe Cloud Application access and blocking of malicious apps with in-line CASB feature, including Zero Trust posture checks



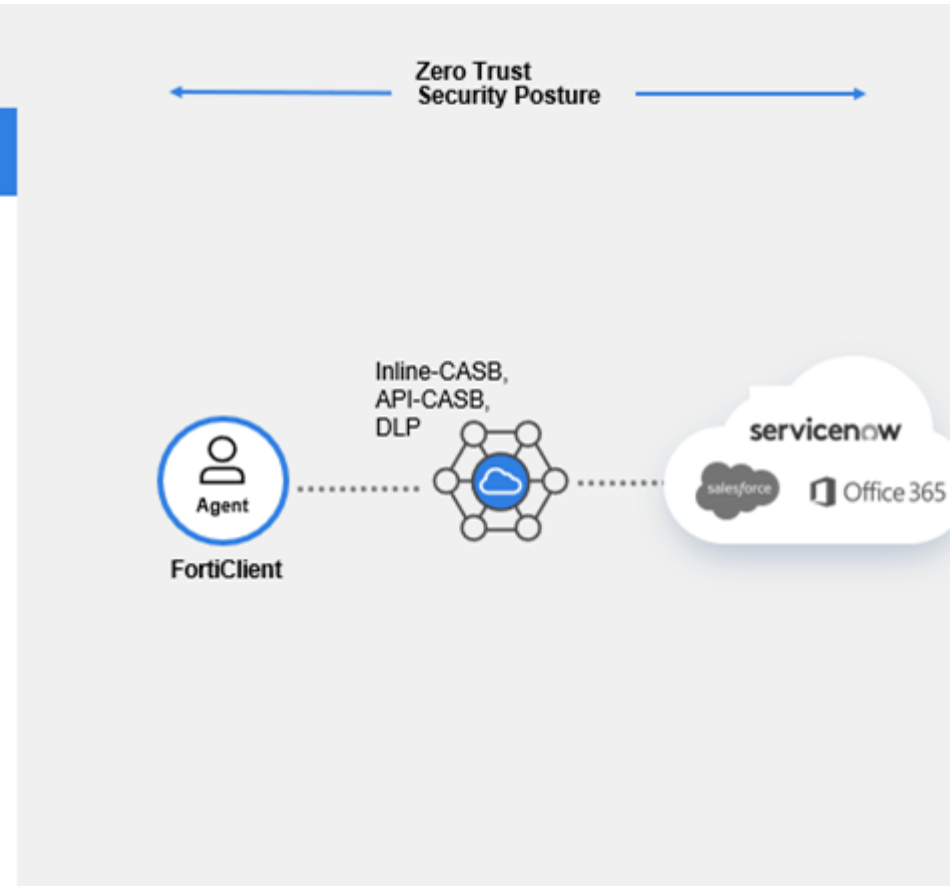
### Deep control & view of apps content

Control over app content and files with API-based CASB for enhanced security and threat detection



### Unified agent for anywhere detection

FortiClient Agent covers all the use-cases from SASE, Zero-trust, SaaS security, and End-Point Protection

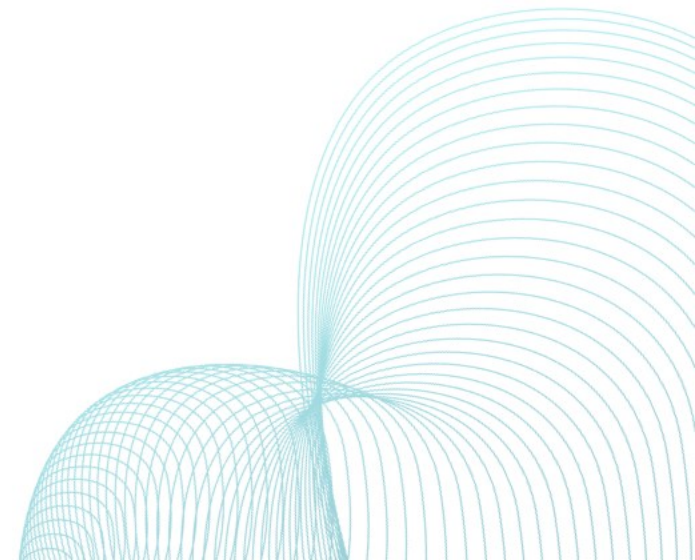


# FortiSASE Use Case #3

Secure Private Access (SPA) for Remote Users

## What is SPA?

- Secure access to corporate applications which are protected by on-premises datacenter or public cloud FortiGate
- FortiSASE acts as a bridge to connect a remote worker to the corporate application
- Right level of security can be achieved by using one or more of the following:
  - ZTNA-FortiSASE integration with FortiGate ZTNA access proxy
  - NGFW/SD-WAN integration



# FortiSASE Use Case #3

Secure Private Access (SPA) for Remote Users

With ZTNA and SD-WAN integration

## Secure corporate app access



### Secure Cloud & datacenter app access

Secure anywhere access to corporate applications in datacenter and cloud with deep security inspection



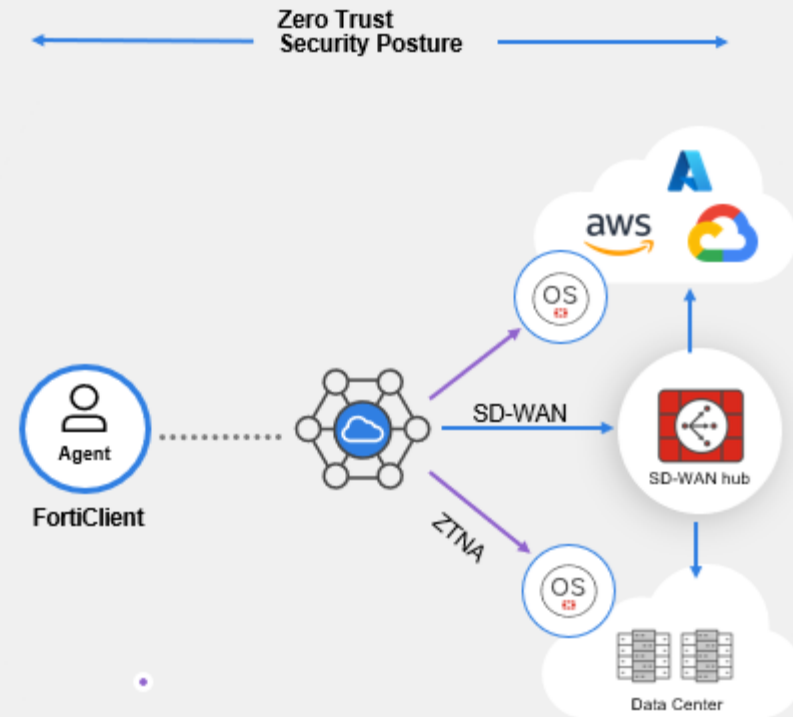
### Universal Zero-trust Network Access

User identity and device context-based zero-trust access to explicit applications from remote or on-prem location

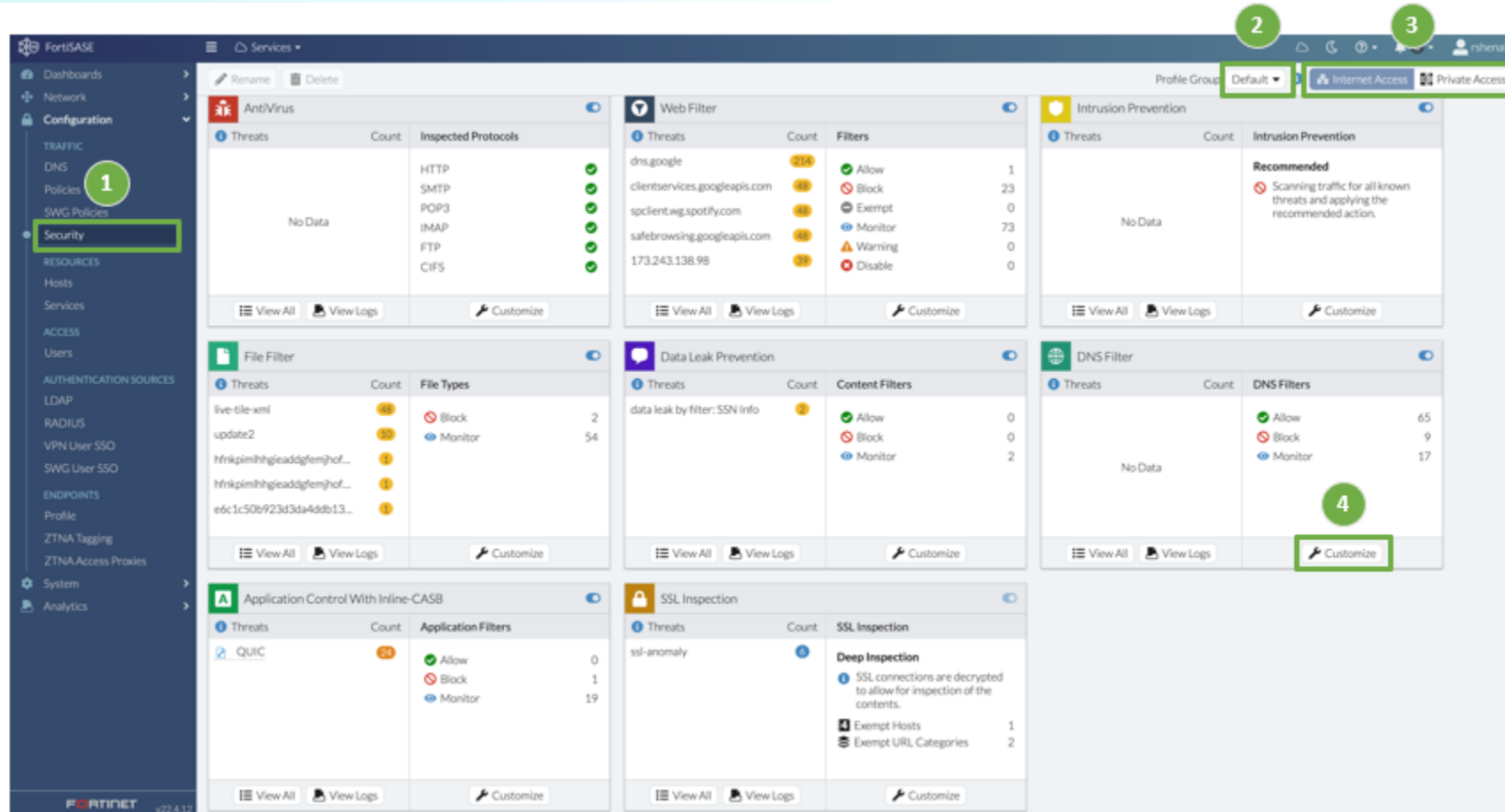


### SD-WAN integration

Superior user experience with full integration with Fortinet SD-WAN architecture



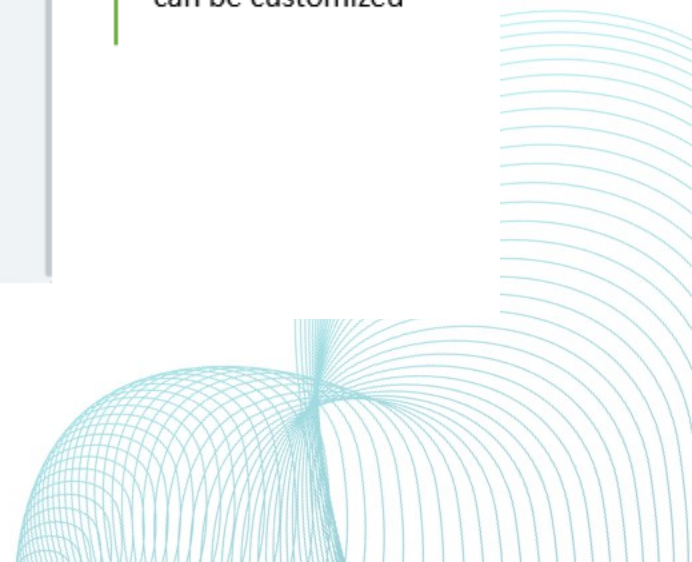
# FortiSASE Use Cases Dashboard



The screenshot displays the FortiSASE dashboard with the following components:

- Sidebar:** Contains navigation menus for Dashboards, Network, Configuration, TRAFFIC, DNS, Policies, SWG Policies, Security (highlighted with a green box and '1'), RESOURCES, Hosts, Services, ACCESS, Users, AUTHENTICATION SOURCES, LDAP, RADIUS, VPN User SSO, SWG User SSO, ENDPOINTS, Profile, ZTNA Tagging, ZTNA Access Proxies, System, and Analytics.
- Top Bar:** Shows 'Services' and 'Profile Group' dropdown (highlighted with '2').
- Security Modules:**
  - AntiVirus:** Shows 'Threats' (No Data) and 'Inspected Protocols' (HTTP, SMTP, POP3, IMAP, FTP, CIFS).
  - Web Filter:** Shows 'Threats' (214) and 'Filters' (Allow, Block, Exempt, Monitor, Warning, Disable).
  - Intrusion Prevention:** Shows 'Threats' (No Data) and 'Recommended' actions.
  - File Filter:** Shows 'Threats' (live-file.xml, update2, etc.) and 'File Types' (Block, Monitor).
  - Data Leak Prevention:** Shows 'Threats' (data leak by filter: SSN info) and 'Content Filters' (Allow, Block, Monitor).
  - DNS Filter:** Shows 'Threats' (No Data) and 'DNS Filters' (Allow, Block, Monitor).
  - Application Control With Inline-CASB:** Shows 'Threats' (QUIC) and 'Application Filters' (Allow, Block, Monitor).
  - SSL Inspection:** Shows 'Threats' (ssl-anomaly) and 'Deep Inspection' options (Exempt Hosts, Exempt URL Categories).
- Annotations:**
  - '1' points to the Security menu in the sidebar.
  - '2' points to the Profile Group dropdown.
  - '3' points to the Internet Access and Private Access buttons.
  - '4' points to the Customizable button in the DNS Filter panel.

- 1 Simplified FOS Security from single pane
- 2 Default profiles available for fast consumption
- 3 Web and Private App visibility
- 4 Security profiles can be customized



# What now, what next?

**Take the In the Trust SASE Advantage and Speak to an expert**

- InTTrust Booth No10.



Integrator, Cloud



# Thank you.

*see you in booth #10*

