



Fortinet Partners With Tech Data to Help Resellers Get Hands-On With Network Security Solutions

Fortinet Multi-Threat Appliances Now Available for Partner Demonstration in Tech Data's Technology Solutions Center

SUNNYVALE, CA -- (MARKET WIRE) -- 03/07/11 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of unified threat management (UTM) solutions -- today announced that Tech Data Corporation (NASDAQ: TECD), a leading distributor of IT products and Fortinet partner, is enabling resellers to "test drive" Fortinet multi-threat security appliances at its Florida-based technology solutions center. Tech Data's 6,000 foot square foot technology lab is used by resellers to bring their employees and customers to see products in action.

Tech Data sells an average of \$88 million worth of IT products a day to more than 125,000 technology resellers in more than 100 countries. Ranked number 109 on the Fortune 500 list and number 389 on Fortune's Global list, Tech Data had \$22.1 billion in sales in its fiscal 2010 and is the world's leading technology distributor.

The solutions center includes the latest technology available in the channel covering a wide range of solutions from networking to unified communications to digital signage. With the Fortinet appliances now available in the solutions center, Tech Data's reseller customers can become more familiar with FortiGate® and FortiMail™ network and messaging security appliances and gain hands-on experience on how to add these products to their network solutions offering.

Every month resellers visit the Tech Data solutions center to demonstrate a broad array of IT solutions for their end-user customers, as well as to train their own sales and technical employees on the latest technologies. The 6,000-square-foot facility comprises more than \$6 million worth of technology products from more than 150 leading hardware and software producers.

Fortinet products deployed within the Tech Data solution center include multiple FortiGate appliances and a FortiMail appliance. Showing partners and customers of all sizes the power of Fortinet's multi-threat security appliances and email security appliances enables partners to become more familiar with the products and reduce the sales cycle.

In addition to showcasing the Fortinet appliances, Tech Data is also using two FortiGate-620B appliances to secure one of several networks inside the center. They also provide VPN access to that network, enabling partners to remotely SSL VPN into the Solution Center for demos and for training. A FortiAnalyzer™400B appliance is also deployed to demonstrate how it can analyze and report on network usage.

"Businesses of all sizes are increasingly aware of the need for broad network security solutions," said Chuck Bartlett, vice president and general manager, Advanced Infrastructure Solutions, Tech Data. "That creates opportunity for Fortinet resellers to bring network security solutions to a greater number of customers, and is one of the key drivers behind Tech Data establishing our Network Security Business Unit (SBU). Having the Fortinet products in our solutions center helps enable resellers to demonstrate the real-world benefits of these solutions for their customers in a live data center environment."

Tech Data's Network SBU includes a team of dedicated professionals familiar with the latest security practices and solutions. They help resellers -- including Fortinet partners -- implement network protection strategies that include intrusion prevention, encryption, wireless access control, VPN and SSL VPN, firewall, gateway anti-virus, Web content filtering, email spam filtering and messaging security.

"We are thrilled to be able to showcase Fortinet products within Tech Data's technology solutions center," said Michael Valentine, senior vice president, Americas Sales for Fortinet. "The combination of working with Tech Data and giving partners hands-on access to our products is a demonstration of Fortinet's investment in partners and our focus on creating an ease-of-doing business environment for our channel and the end customers."

About Fortinet (www.fortinet.com)

Fortinet (NASDAQ: FTNT) is a worldwide provider of network security appliances and the market leader in unified threat management (UTM). Our products and subscription services provide broad, integrated and high-performance protection against dynamic security threats while simplifying the IT security infrastructure. Our customers include enterprises, service providers and government entities worldwide, including the majority of the 2009 Fortune Global 100. Fortinet's flagship FortiGate product delivers ASIC-accelerated performance and integrates multiple layers of security designed to help protect against application and network threats. Fortinet's broad product line goes beyond UTM to help secure the extended enterprise -- from endpoints, to the perimeter and the core, including databases and applications. Fortinet is headquartered in Sunnyvale,

Calif., with offices around the world.

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