



SFR Business Team Selects Fortinet's Technology as the Cornerstone of Its Enterprise Managed Security Services

Leading Telco Provider Chooses FortiGate(R) Systems and FortiClient(TM) Endpoint Software to Offer Unified Security Package

SUNNYVALE, CA -- (MARKET WIRE) -- 03/14/11 -- Fortinet® (NASDAQ: FTNT) -- a leading network security provider and the worldwide leader of [unified threat management](#) (UTM) solutions -- today announced that SFR Business Team, the SFR group entity dedicated to business and professional users, has selected Fortinet's technology as the cornerstone of its SIS (Secure Internet Services) managed security services, designed for large enterprises (over 500 employees) and public organizations. Fortinet's FortiGate® integrated network security appliances and FortiClient™ endpoint software respectively serve as the technology platforms for SFR Business Team's network and endpoint security offerings.

As a subsidiary of Vivendi and the number one alternative telecommunications operator in Europe, SFR offers landline, mobile and Internet connectivity to over 26 million consumer and corporate subscribers. As part of its strategy to offer new value-added services to its enterprise customers, SFR Business Team decided to introduce hosted managed security services that would provide a converged infrastructure for the complete protection of corporate networks, as well as their fixed and mobile (Wifi, 3G, ADSL) users, while simplifying deployment and maintenance.

After conducting a thorough analysis of the different security solutions available on the market, SFR Business Team identified Fortinet as a preferred vendor capable of providing a unified security platform to address end-to-end IT security, from the network to the endpoint. Other key selection criteria included Fortinet's comprehensive suite of security functions; the unique virtualization capabilities of FortiGate; and key product features such as the IPSec VPN client integration on FortiClient.

"While the majority of enterprises depend on the Internet to conduct their business, many of them still don't have the right IT resources and internal policies in place to ensure the security of their key IT assets," said Pierre Pfister, VP Marketing at SFR Business Team. "SFR Business Team targets those enterprises with a security strategy based on a fixed-mobile convergence approach. With Fortinet, we can deliver that vision to our customers, who benefit from consolidated security based on a single technology and a unified environment from the network to the end-user. With our solution, they enjoy maximum security and minimal complexity."

With Fortinet's solutions fuelling its SIS services, SFR Business Team offers to corporate clients who subscribed to its 9Connect high-speed Internet access or its 9ipnet MPLS VPN package a complete range of security services including firewall, IPSec and SSL VPN, antivirus, intrusion prevention (IPS), Web filtering and anti-spam. SFR Business Team's SIS Expert services give access to additional security functions such as DMZ connectivity and firewall redundancy.

To manage the security of its 9ipnet clients, SFR Business Team has deployed two FortiGate-5140 carrier-class security chassis in a virtualized mode on twelve FortiGate-5001-series blades, allowing them to manage thousands of customers from one hardware platform and isolate the security services offered to each customer. For large accounts subscribing to the 9ipnet service and 9Connect clients, SFR Business Team provides dedicated FortiGate multi-threat security appliances, ranging from the FortiGate-110C to the FortiGate-3810A models, which are either hosted by SFR Business Team or deployed in a CPE mode.

SFR Business Team's endpoint security is based on Fortinet's FortiClient software, which provides a full range of threat protection for PCs and laptops, even when being used on insecure public networks. The integration with FortiGate allows SFR Business Team corporate clients to facilitate VPN (IPSec and SSL) for remote users, enhance WAN optimization to accelerate performance, and extend network security policies to the endpoints.

SFR Business Team also selected Fortinet's FortiAnalyzer™ appliance to power their Web portal, from which customers can access reports on network usage and attempted attacks.

"The sophistication of today's Internet threats coupled with the increased mobility of the workforce request that corporations adopt end-to-end IT security solutions," said Patrice Perche, senior vice president of international sales & support at Fortinet. "With our integrated security platform, MSSPs and telco carriers, such as SFR Business Team, benefit from a high-performance technology based on a common operating system and user interface, which allows them to offer an easy to manage packaged security solution that provides comprehensive protection for the extended enterprise."

About SFR Business Team (www.SFR Business Team.com)

Following the merger between SFR and Neuf Cegetel, SFR Business Team is now the largest alternative fixed and mobile operator on the businesses French market.

With its high speed mobile and fixed end-to-end network infrastructures, SFR Business Team has more than 140,000 small and large business customers. 98 % of companies listed on the Paris stock market ("CAC 40") are its customers.

Based on new technologies (VoIP, SIP, M2M, 3G+ mobile data) and convergence and building from the expertise of its 2,000 dedicated employees (in technical, marketing, sales, and customer service) and 300 "solutions" partners, SFR Business Team is positioned as the model operator, capable of releasing the full potential of businesses, from small businesses to multinational corporations, by offering them the most appropriate and scalable telecom solutions for their business.

SFR Business Team, which obtained the Qualicert certification in September 2009, benefits from international coverage through its partnership with Vodafone.

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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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