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(please note, we experienced audio difficulties at the start of our session)



# Fortinet Teleworker Solutions Enabling Remote Work At Scale

Peter Newton

Senior Director of Product Marketing & Solutions

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# Growing Need for Remote Work Solutions

Crisis can take many forms:

- natural disasters
- global pandemics
- acts of terror

All can strike with little or no warning

- Business continuity planning/disaster recover
- Employees working offsite



# Fortinet Security Fabric

## Teleworker Solutions

### BROAD

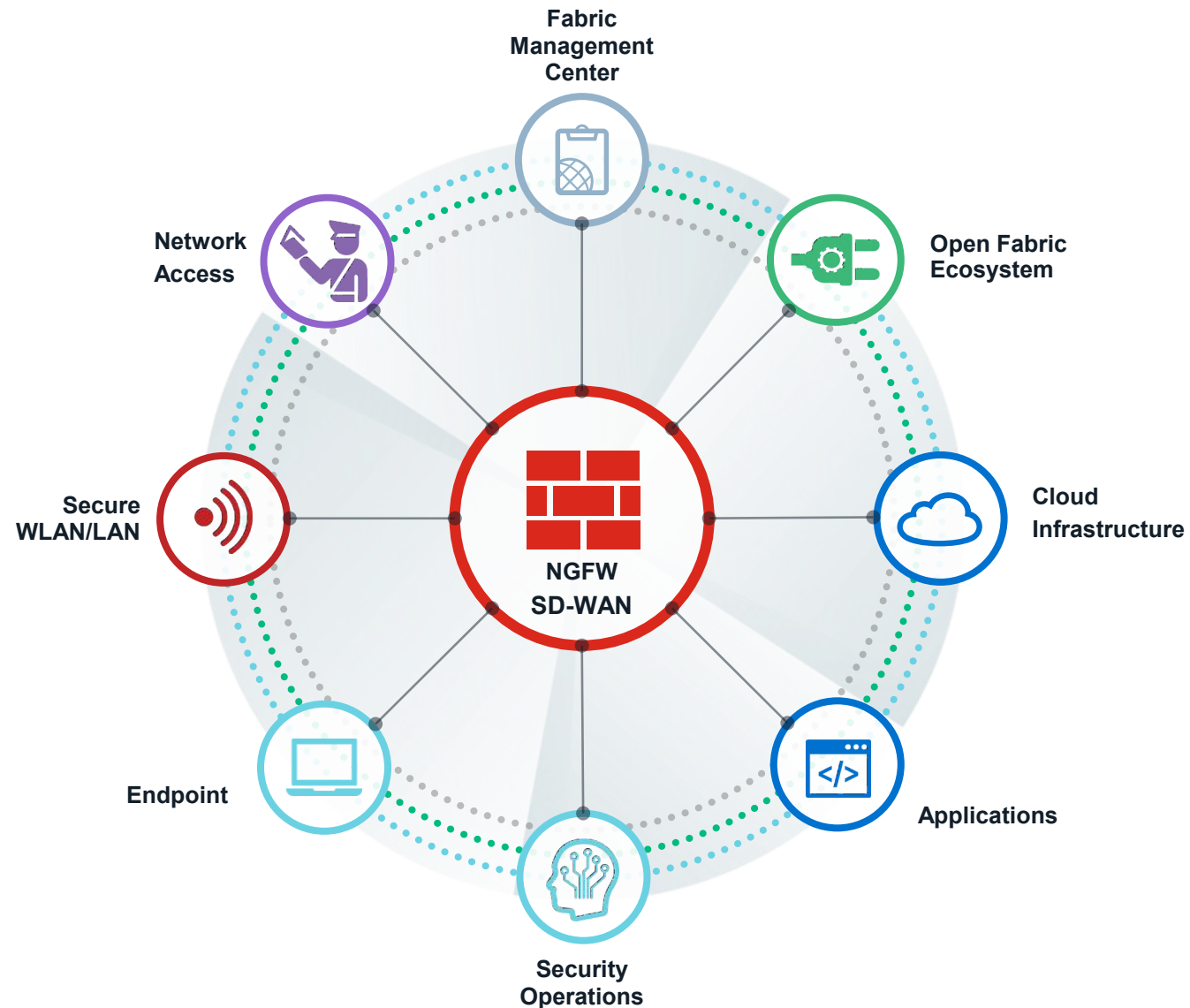
visibility of the entire digital attack surface to better manage risk

### INTEGRATED

solution that reduces the complexity of supporting multiple point products

### AUTOMATED

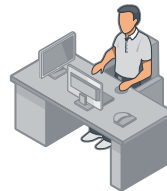
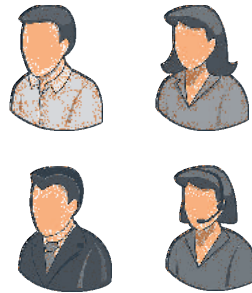
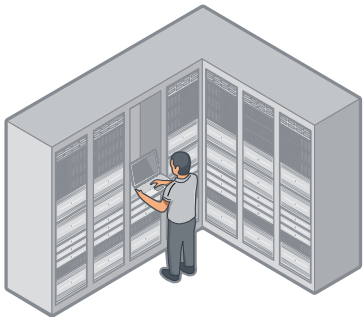
workflows to increase speed of operations and response



# Elements of a Teleworker Solution



Headquarters  
Head End Systems



## General roaming- 100%

- 90% of employees
- (Super & Power users when roaming)

## Power users- 8%

- Key Support Technicians
- Network admins

## Super users- 2%

- Network admins
- Emergency personnel
- Executives

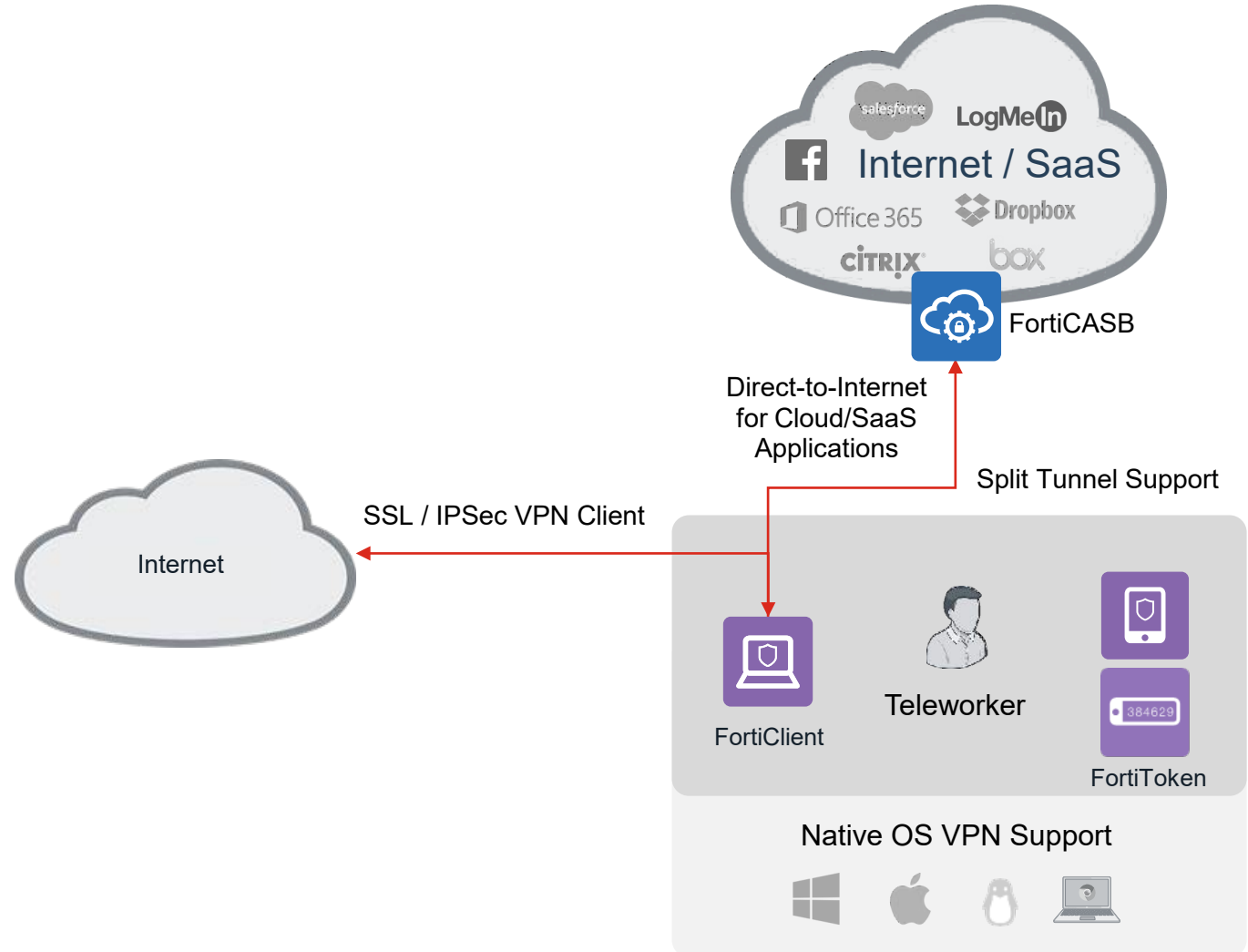
# Elements of a Teleworker Solution- General User



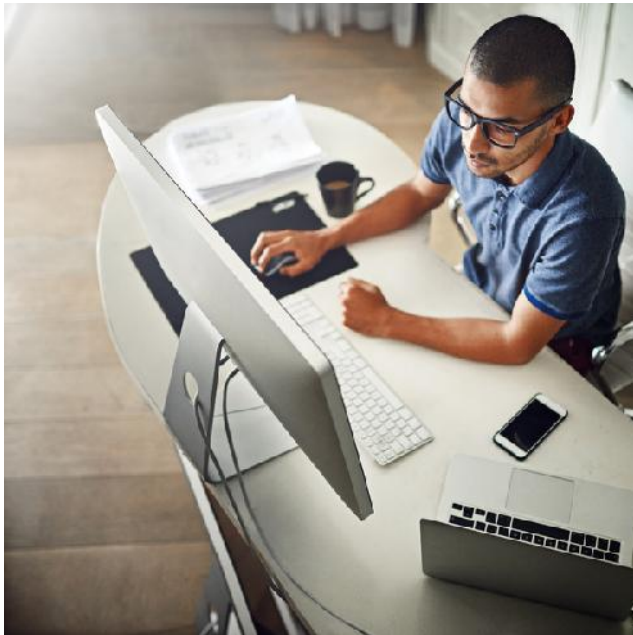
## Secure VPN connection

- SSL
- IPSec FortiClient
- Mobile & Laptop

FortiToken for 2FA



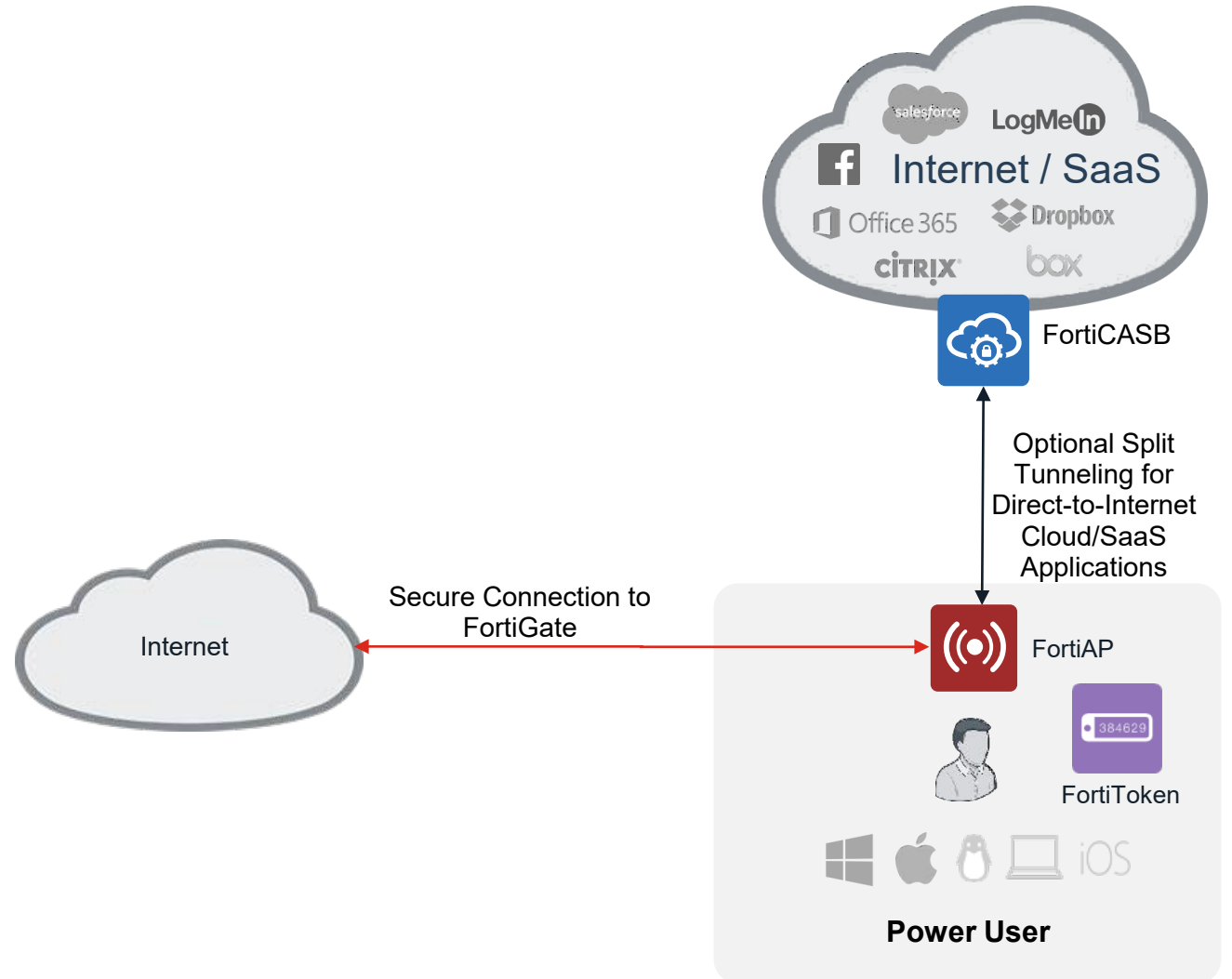
# Elements of a Teleworker Solution- Power User



## FortiAP

- Secure VPN Tunnel
- Firewall policies

FortiToken for 2FA





# Elements of a Teleworker Solution- Super User



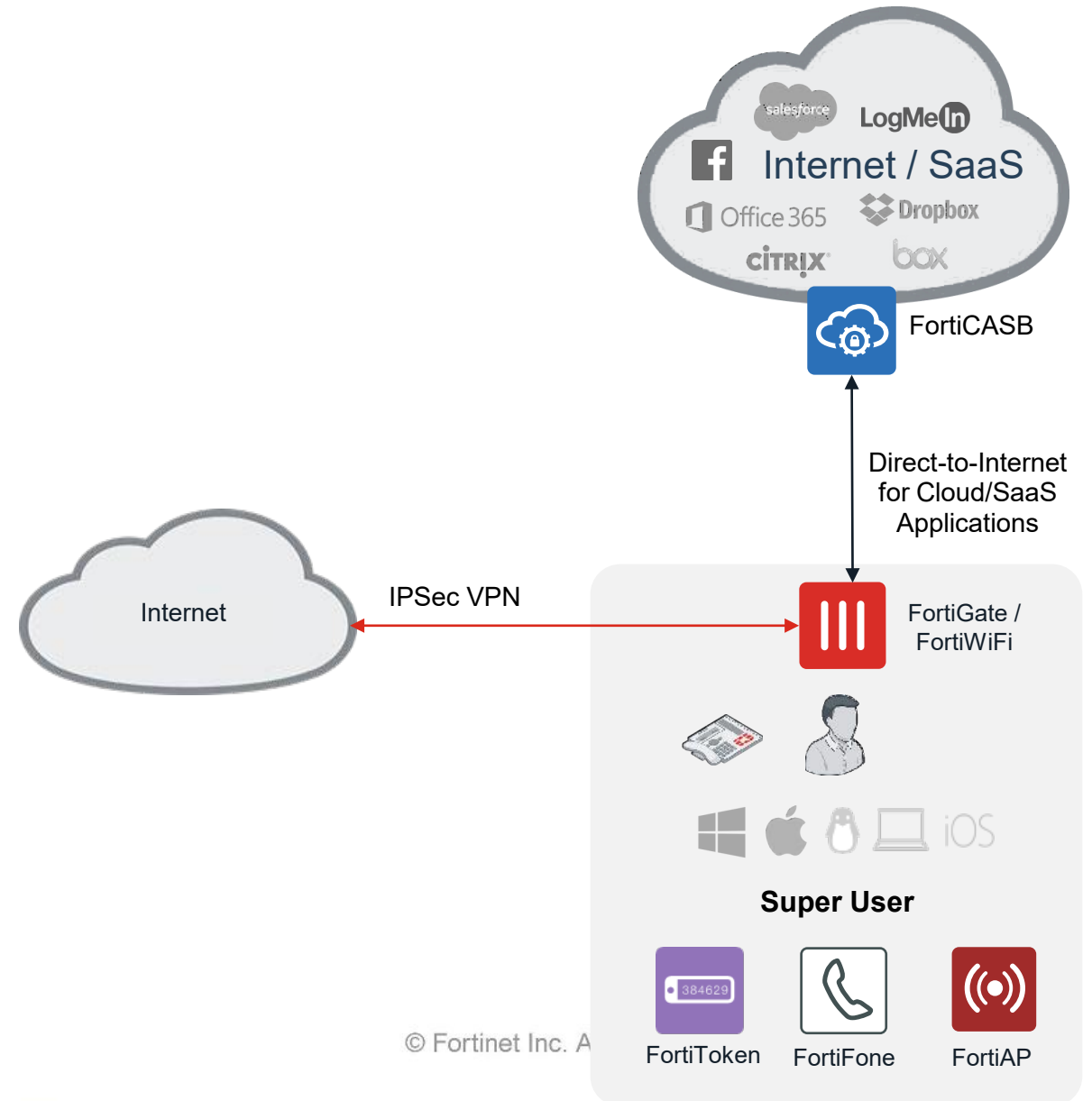
## FortiGate

- Secure VPN Tunnel
- Firewall policies
- Traffic shaping
- Application Control

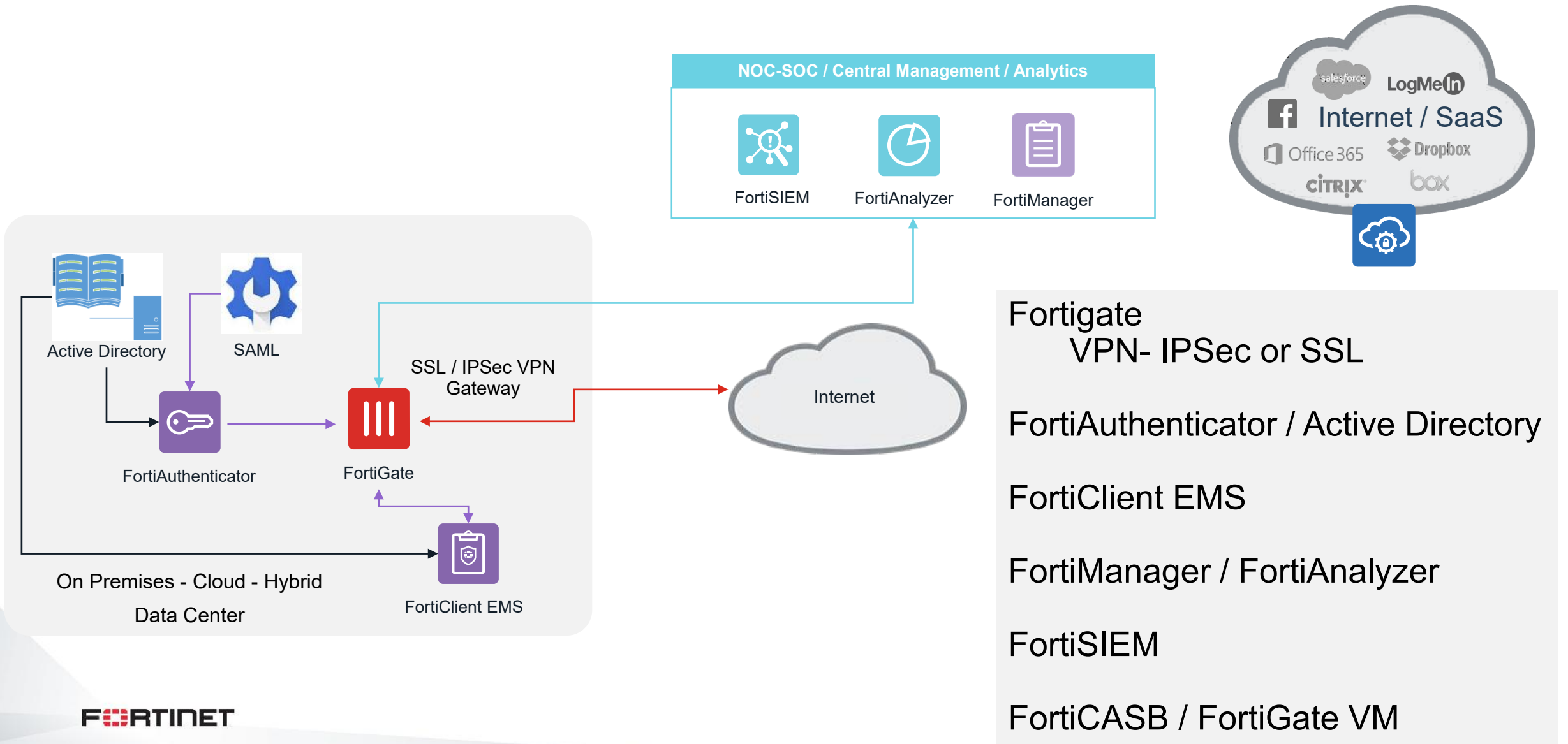
## FortiToken for 2FA

### FortiFone

- Soft Client
- Hardware options



# Elements of a Teleworker Solution- Head End





# Elements of a Teleworker Solution- Head End

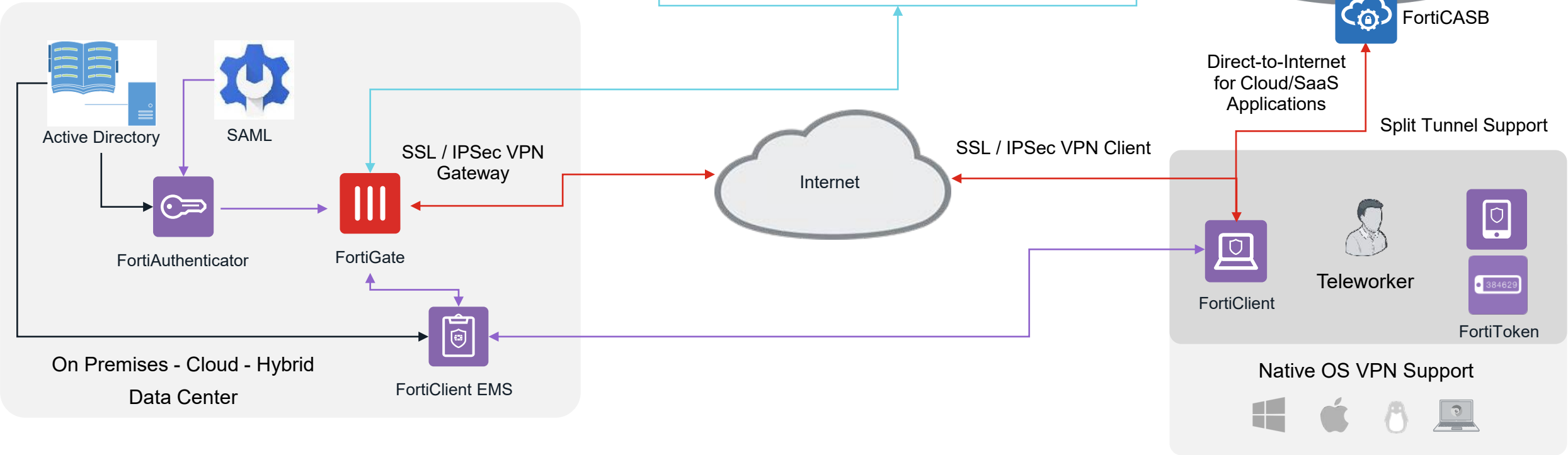
Built-in capacity in Fortigate NGFW

- No new licenses required
- Massive scaling available

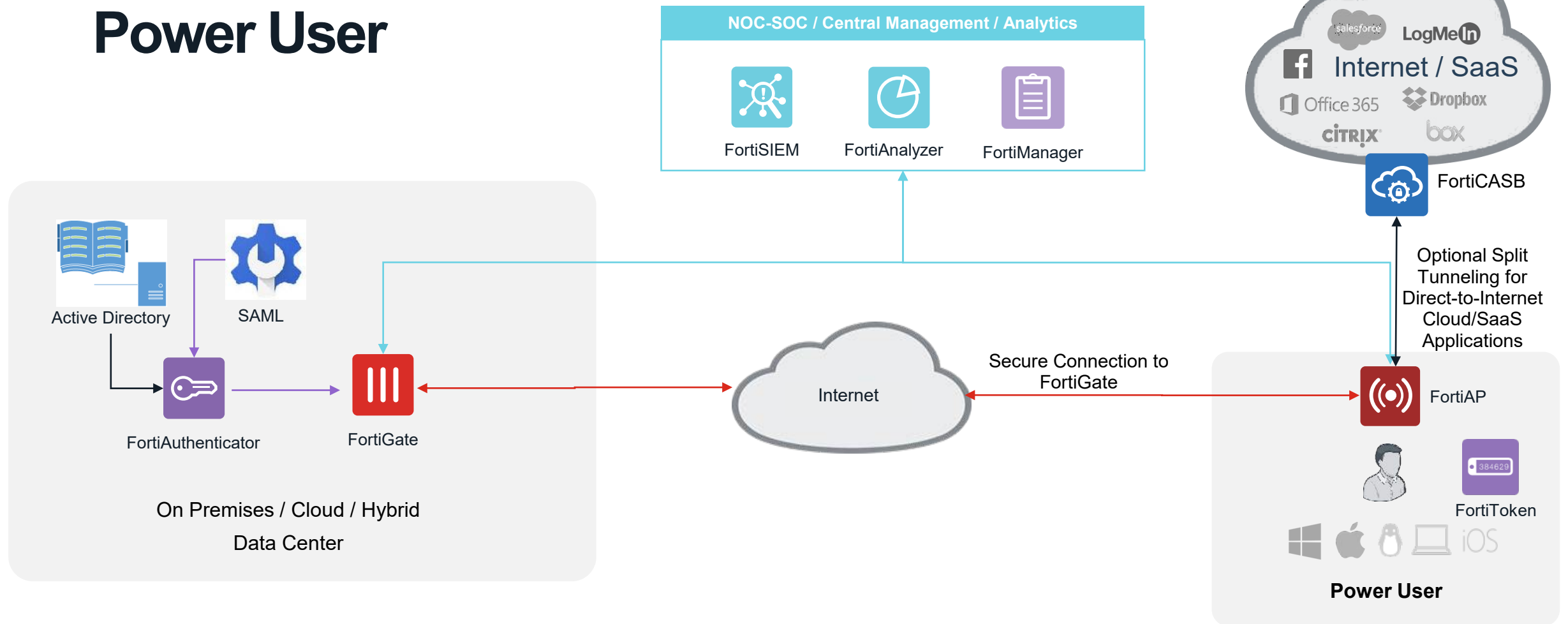
Model	Concurrent SSL VPN Users	Concurrent IPsec VPN Users	Managed FortiAPs (Tunnel Mode)
100E	500	10,000	32
100F	500	16,000	64
300E	5,000	50,000	256
500E	10,000	50,000	256
600E	10,000	50,000	512
1100E	10,000	100,000	2,048
2000E	30,000	100,000	2,048
All Larger Models*	30,000	200,000	2,048



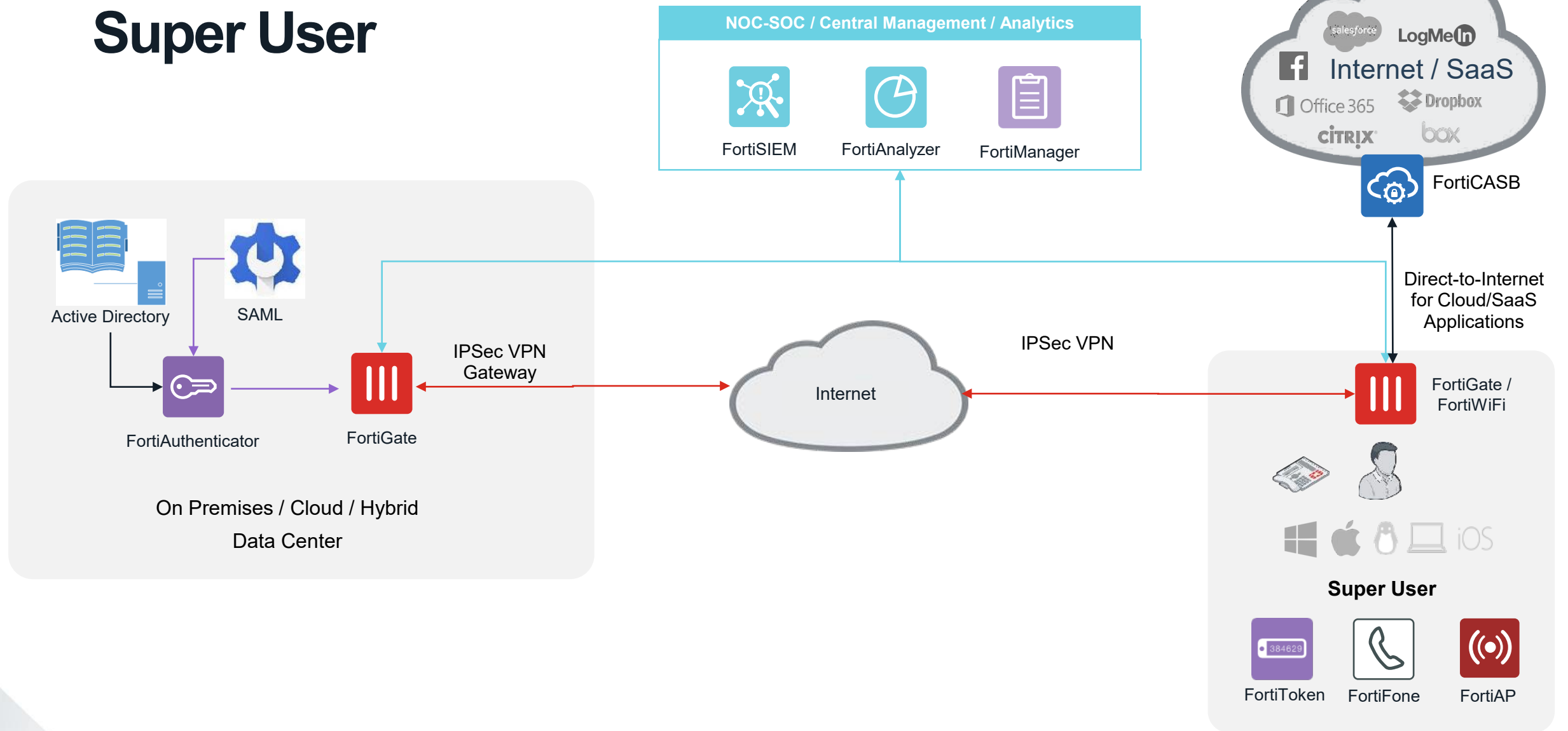
# General User



# Power User



# Super User



# Additional Resources

Fortinet Teleworker Solution Brief

Fortinet Teleworker Solution Web Page

More assets:

- Partner Page (Partner only)

FortiClient VPN Fabric Agent

Free Download at [www.FortiClient.com](http://www.FortiClient.com)



# Channel Resources: 3 Steps for Success

1

- Visit the Partner Portal
  - Customer presentation
  - Solution brief
  - Copy blocks
  - Social media copy

2

- Get your sales teams trained-up on the solutions

3

- Call your customers and prospects
  - Ensure they're prepared
  - Bring it up in every conversation



# Fortinet Teleworker Solutions

- Leverages Existing FortiGate NGFW capabilities for large scale workforce support
- Extends Current Infrastructure & Management Tools
- Enables Secure, Remote Connectivity for the entire workforce



**FORTINET**<sup>®</sup>