

Fortinet vs. SonicWall (SMB)

Why Fortinet Unified Threat Management?

Fortinet Unified Threat Management (UTM) devices are ideal for small and medium business (SMB) customers looking for strong security features with integrated access solutions. Fortinet UTM consolidates both FortiGate next-generation firewall (NGFW) security and FortiWiFi wireless access on a single device, while offering additional, easy-to-integrate network security products such as switches and network access control (NAC).

Fortinet was the only “Recommended” vendor with a security rating in the first NSS Labs software-defined wide-area network (SD-WAN) report. Fortinet again received a “Recommended” rating in the second NSS Labs independent SD-WAN test in 2019.

Fortinet UTM delivers:

- **Simplified management.** Offered as standalone and cloud-based (FortiGate Cloud, FortiGate, FortiSwitch, and FortiAP).
- **Security and performance.** Fortinet earned a high security rating of 99.3% and lowest total cost of ownership (TCO) in the NSS Labs 2019 Next-Generation Firewall test.
- **Scalable solution.** FortiCloud scales easily for growth, making it an ideal solution for SMBs, distributed enterprises, and managed service providers (MSPs).

SonicWall Background

SonicWall is a network security company headquartered in Milpitas, California. SonicWall has a wide range of both on-premises and cloud-based solutions for MSPs and managed security service providers (MSSPs). SonicWall was acquired by Francisco Partners and Elliott Management.

SonicWall Target Account Priorities (Who They Target)

SonicWall targets SMBs and has a notable presence in organizations that have more than 50 locations. The most targeted industries are the public sector, K-12 education, retail, healthcare, and carriers.

Top SonicWall Issues

- 1. Lack of execution.** SonicWall is focusing on the enterprise market and ignoring their best SMB solution with no refreshment of TZ hardware in the past four years. Sales have declined for both small and medium businesses.
- 2. Low HTTPS inspection throughput.** SonicWall’s performance degrades significantly in HTTPS throughput. This was demonstrated by failing NSS Labs public testing.
- 3. Complex deployment.** SonicWall deployment is complex for most medium businesses, so much so that they have to offer a remote installation service to assist partners and customers.
- 4. Poor SD-WAN solution.** SonicWall is still in the early stages of SD-WAN, offering only simple features. It lacks application steering and dynamic path selection.

How to Win

Demonstrate Fortinet’s cloud-managed solution for SMBs with easy management, configuration, and real-time application analytics on a single pane of glass.

- Demonstrate how easy it is to deploy FortiCloud and manage FortiGate, FortiSwitch, FortiAP, and FortiClient.
- Show HTTPS performance results of NSS Labs Next-Generation Firewall Performance test.
- Mention FortiGate Secure SD-WAN earned NSS Labs’ “Recommended” rating in two out of two tests.
- Advise that Fortinet can offer significantly better security and performance than SonicWall with controlled security policies and signatures. Explain why Fortinet can offer a more secure and effective option.
- Drive home the fact that Fortinet offers a cost-effective solution that includes highly rated security and access in an easy-to-use interface with multiple deployment options.
- Demonstrate the value of a security fabric.
- Highlight the value of SD-Branch.

5. Inferior security policies. SonicWall offers simple security policies that are enabled only on zones.

6. Dashboards and management. SonicWall offers GMS on-premises and hosted, but GMS has challenges such as scaling and slow response. On the other hand, SonicWall offers Capture Security Center as single-pane-of-glass management for firewalls on-premises and in the cloud, APs, clients, and threat reports.

Solution Comparison

Capabilities	Fortinet	SonicWall
Security fabric	Yes	No
SD-WAN	Yes (Secure, fast, and certified by NSS Labs)	Limited (Primitive feature set and not certified)
SD-Branch	Yes	No
Simplified security policies	Yes	No
SSL/TLS inspection	Yes	Yes (Very low performance in NSS Labs test)
Simplified user and device configuration using a single management interface	Yes	No
Security validation (NSS Labs, ICSA)	Yes	Limited (Only participates in NGFW and SSL/TLS for NSS)
On-box management	Yes	Yes

Feature Comparison

Features	Fortinet	SonicWall
Cloud-managed	Yes	Limited (Capture Security Center and GMS)
L3 routing	Yes	Yes
Security profiles	Yes	No
Application visibility	Yes	Yes
Network address translation (NAT)	Yes	Yes
Quality of service (QoS)	Yes	Very poor QoS
Integration with security fabric	Yes	No
Single-pane-of-glass management	Yes	Limited

Performance Comparison*

	FortiGate 30E	SonicWall SOHO 250	FortiGate 50E	SonicWall TZ350	FortiGate 61E	SonicWall TZ400	FortiGate 81E	SonicWall TZ600
Firewall	950 Mbps	600 Mbps	2.5 Gbps	1 Gbps	3 Gbps	1.3 Gbps	4 Gbps	1.9 Gbps
SSL inspection performance	125 Mbps	50 Mbps	150 Mbps	65 Mbps	135 Mbps	180 Mbps	135 Mbps	300 Mbps
Threat prevention (FW+AC+IPS+AV)	150 Mbps	200 Mbps	160 Mbps	335 Mbps	200 Mbps	600 Mbps	250 Mbps	800 Mbps
IPS	300 Mbps	250 Mbps	350 Mbps	400 Mbps	400 Mbps	900 Mbps	450 Mbps	1.2 Gbps
IPsec VPN	75 Mbps	200 Mbps	90 Mbps	430 Mbps	2 Gbps	900 Mbps	2.5 Gbps	1.1 Gbps
Connections (max)	900K	50K	1.8 Million	100K	1.3 Million	150K	1.3 Million	150K
Cost	\$430	\$375	\$550	\$595	\$850	\$945	\$1,200	\$1,645

* The above numbers are published in data sheets. SonicWall SSL throughput numbers may be high in the data sheets, but the products failed to reach these numbers in NSS Labs SSL/TLS performance testing.