

Fortinet vs. WatchGuard (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).

WatchGuard Background

WatchGuard was founded in 1996 with headquarters in Seattle, Washington. WatchGuard has pioneered cutting-edge cybersecurity technology and delivered it as easy to deploy and easy to manage. WatchGuard is classified as one of the best vendors in the SMB space with various low-end, midrange, and high-end firewalls. WatchGuard also has cloud-based firewalls, multi-factor authentication and secure wireless devices as part of its network security portfolio.

WatchGuard claims the best Drag and Drop VPN technology for building distributed branch sites with easy configuration. WatchGuard claims the best UTM and HTTPS performance when compared to other SMB vendors through third-party testing (Miercom).

WatchGuard Target Account Priorities (Who They Target)

The WatchGuard T Series product line is positioned for small, distributed sites and campuses.

Top WatchGuard Issues

- 1. Relies on OEM partners.** Examples are Bitdefender (gateway AV), Lastline (APT), and Trend Micro (application control and IPS).
- 2. No public testing certifications.** WatchGuard claims best-in-class SD-WAN but does not have any public certifications such as NSS Labs to prove it.
- 3. No security fabric or SD-Branch capabilities.** Lacks secure switches and NAC.
- 4. Limited cloud-based management capabilities.**



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 WatchGuard 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. High TCO.

- WatchGuard has a TCO of \$7 compared to Fortinet's TCO of \$2, according to NSS Labs public testing in the Next-Generation Firewall Value Map 2019. WatchGuard's TCO with only firewall and a three-year subscription with advanced security suite is very expensive. For example, T55/T55-W has only one POE port in which only one AP can be connected. In order to scale, another WatchGuard Firebox appliance needs to be purchased.
- Fortinet includes additional features like cloud management and security integration without a significant increase in cost. To implement a comparable solution, Fortinet's TCO is lower while offering superior security.

Solution Comparison

Capabilities	Fortinet	WatchGuard
Security fabric	Yes	No
SD-WAN	Yes (Secure, fast, and certified by NSS Labs)	Limited (Not secure and not certified)
SD-Branch	Yes	No
Simplified security policies	Yes	No
SSL/TLS inspection	Yes	Yes
Simplified user and device configuration using a single management interface	Yes	Limited
Security validation (NSS Labs, ICSA)	Yes	Limited (They are in and out for various reasons)
Switches and NAC	Yes	No

6. Device license required. A WatchGuard central management device license is required for managing small firewalls, and the management system should always be turned on. FortiCloud does not need any license to manage FortiGate firewalls, switches, APs, and clients.

7. HTTPS performance claims do not add up. WatchGuard claims it has the best HTTPS performance when compared with other vendors via Miercom third-party testing. But that HTTPS performance is the same for all security services enabled and also with IPS and AV. This indicates that one of their security engines is not doing inspection. Numbers cannot be the same for all security and IPS or AV only.

Feature Comparison

Features	Fortinet	WatchGuard
Cloud managed	Yes	Limited
Security services (IPS/IDS)	Yes	Yes (OEM partnered)
Application visibility	Yes	Yes (OEM partnered with Trend Micro)
Network address translation (NAT)	Yes	Yes
Quality of service (QoS)	Yes	Yes
Integration with security fabric	Yes	No
Single-pane-of-glass management	Yes	Limited

Speeds and Security Rating (According to the 2019 NSS Labs NGFW Group Test Report)

Features	Fortinet (500E)		WatchGuard (M670)	
Exploit block rate	98.9%		96.5%	
NGFW performance	Claimed	NSS Labs	Claimed	NSS Labs
	5,200 Mbps	5,978 Mbps	1,500 Mbps	858 Mbps
HTTPS (SSL/TLS) throughput	5,820 Mbps		560 Mbps	
UDP 64-byte packets	20,000 Mbps		592 Mbps	
HTTP throughput 44 KB response	6,348 Mbps		1,552 Mbps	

Pricing Comparison

FortiGate 30E	WatchGuard T15	FortiGate 50E	WatchGuard T35	FortiGate 60E	WatchGuard T55	FortiGate 80E	WatchGuard T70
\$430	\$460	\$550	\$945	\$650	\$1,560	\$1,000	\$1,950
5x GE RJ45 ports (including 1x WAN port, 4x switch ports), max managed FortiAPs (total/tunnel) 2/2	3x GE RJ45 ports	7x GE RJ45 ports (including 2x WAN port, 5x switch ports), max managed FortiAPs (total/tunnel) 10/5	5x GE RJ45 ports	10x GE RJ45 ports (including 7x internal ports, 2x WAN ports, 1x DMZ port), max managed FortiAPs (total/tunnel) 30/10	5x GE RJ45 ports	14x GE RJ45 ports (including 1x DMZ port, 1x mgmt. port, 1x HA port, 12x switch ports), 2x shared media pairs (including 2x GE RJ45 ports, 2x SFP slots), max managed FortiAPs (total/tunnel) 32/16	8x GE RJ45 ports