



In the cloud Managed Security Services – The Real wave

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AGENDA

Managed Security Services

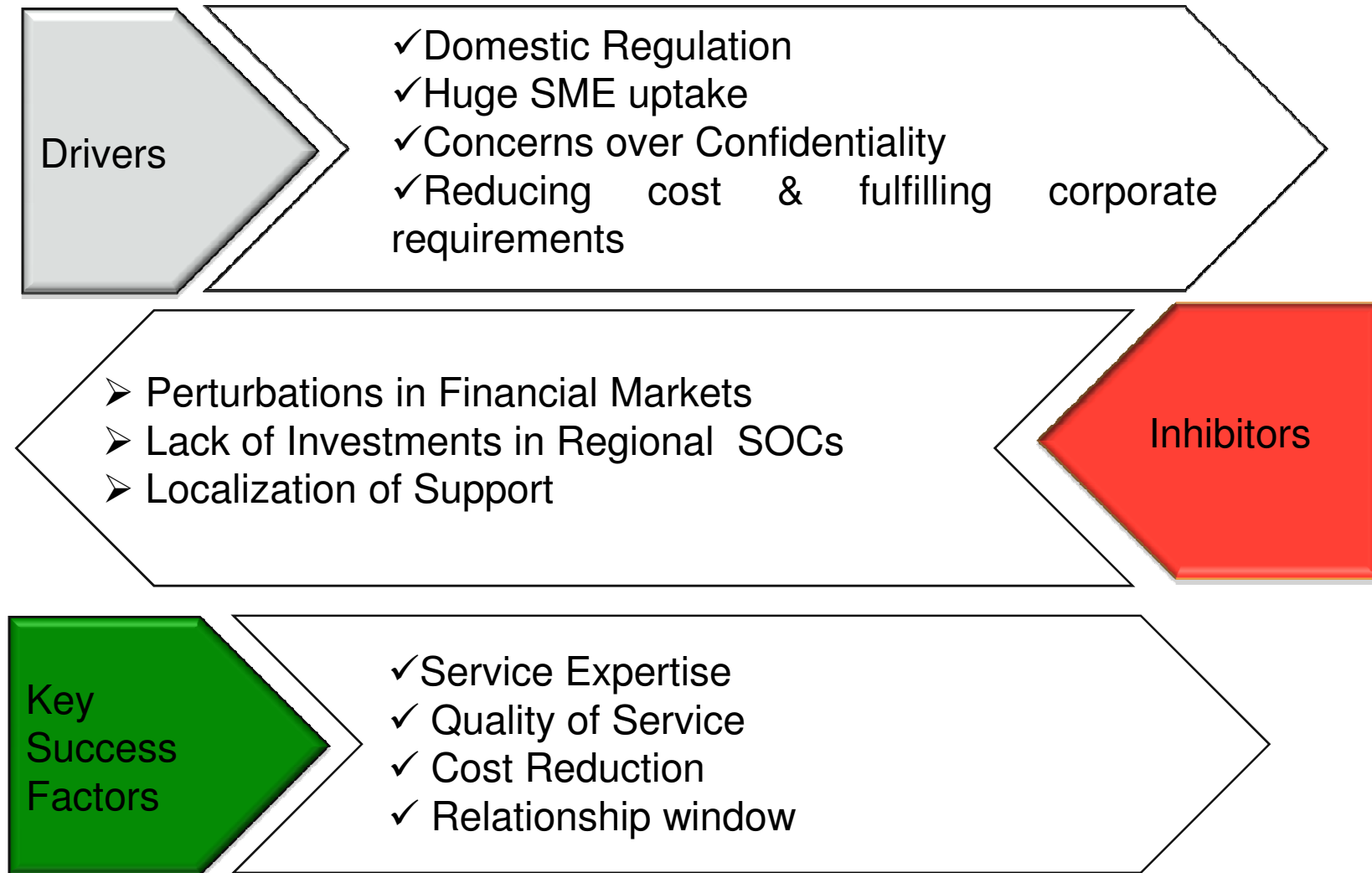
MSS - Trends

in the Cloud Security as Service

Fortinet's Virtualization Capability

Case Studies

MSS Drivers



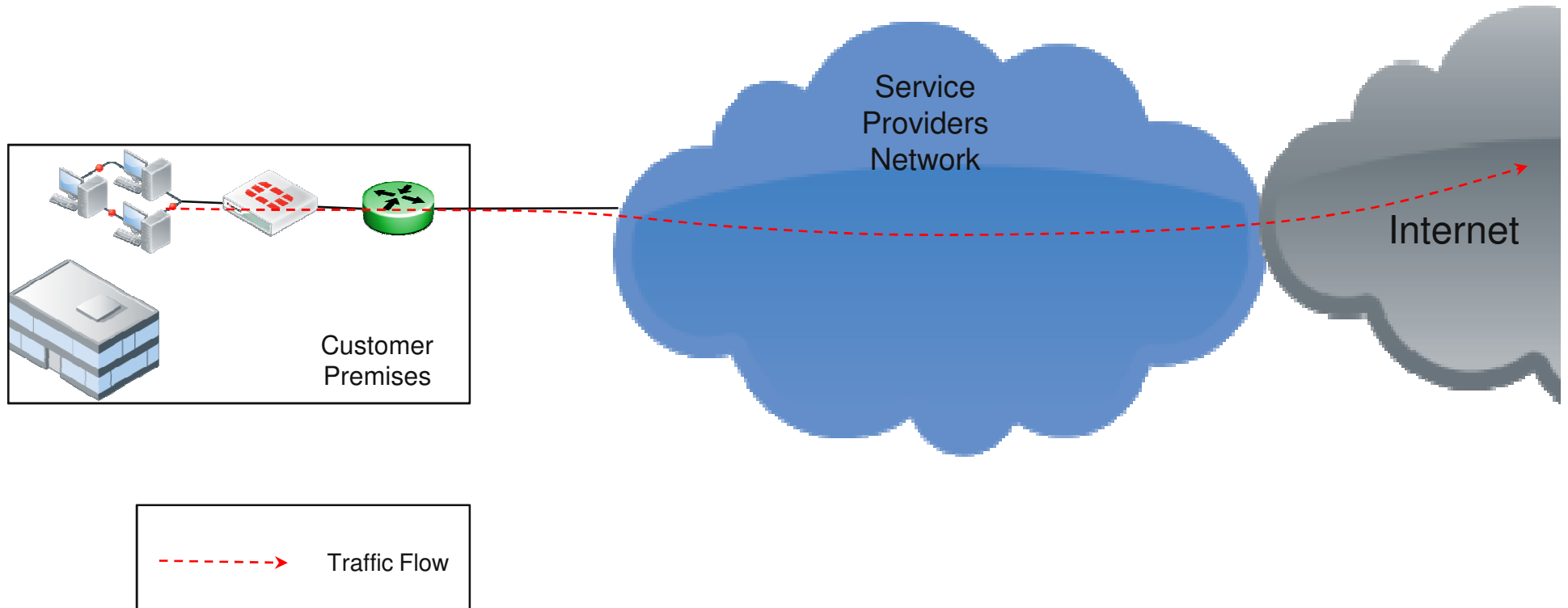
Perceived Risk



- Business Opportunity Vs Risk
 - convenient communication & instant multi---point collaboration.
 - Non- Transferable Risk to Cloud Provider
 - API's / file format / Export Routine / Custom application
- Loss of Governance
 - Control & Terms of Use of VAPT
 - Conflicting Customer Hardening Procedure (In house Vs Cloud)
- Compliance Challenges (PCI /SOX)
 - Lack of Audit Certifications / Lack Transparency in storage of Data in multiple jurisdictions
- Trusting Multi Tenancy Architecture

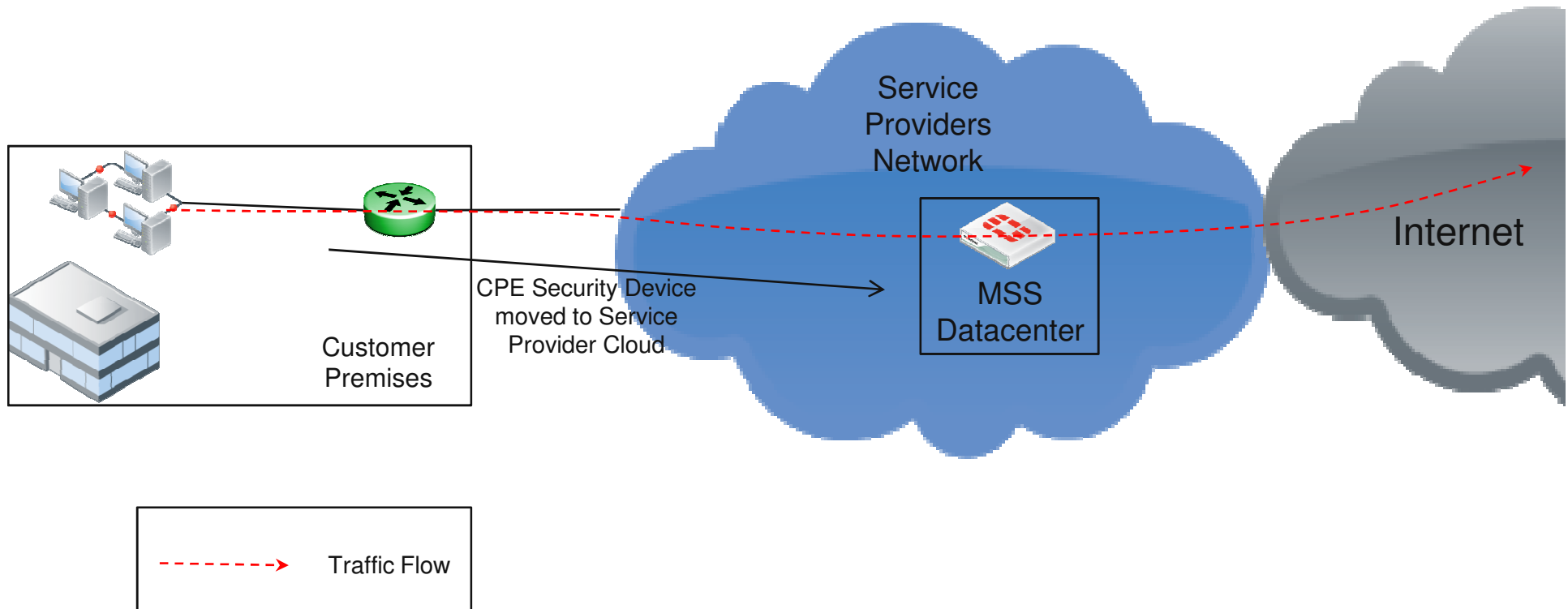
Cloud based MSS – Basic Idea

- Traditionally, Gateway security Device (Firewall, IPS, Gateway AV, Web Filtering etc..) deployed at Customer Premises



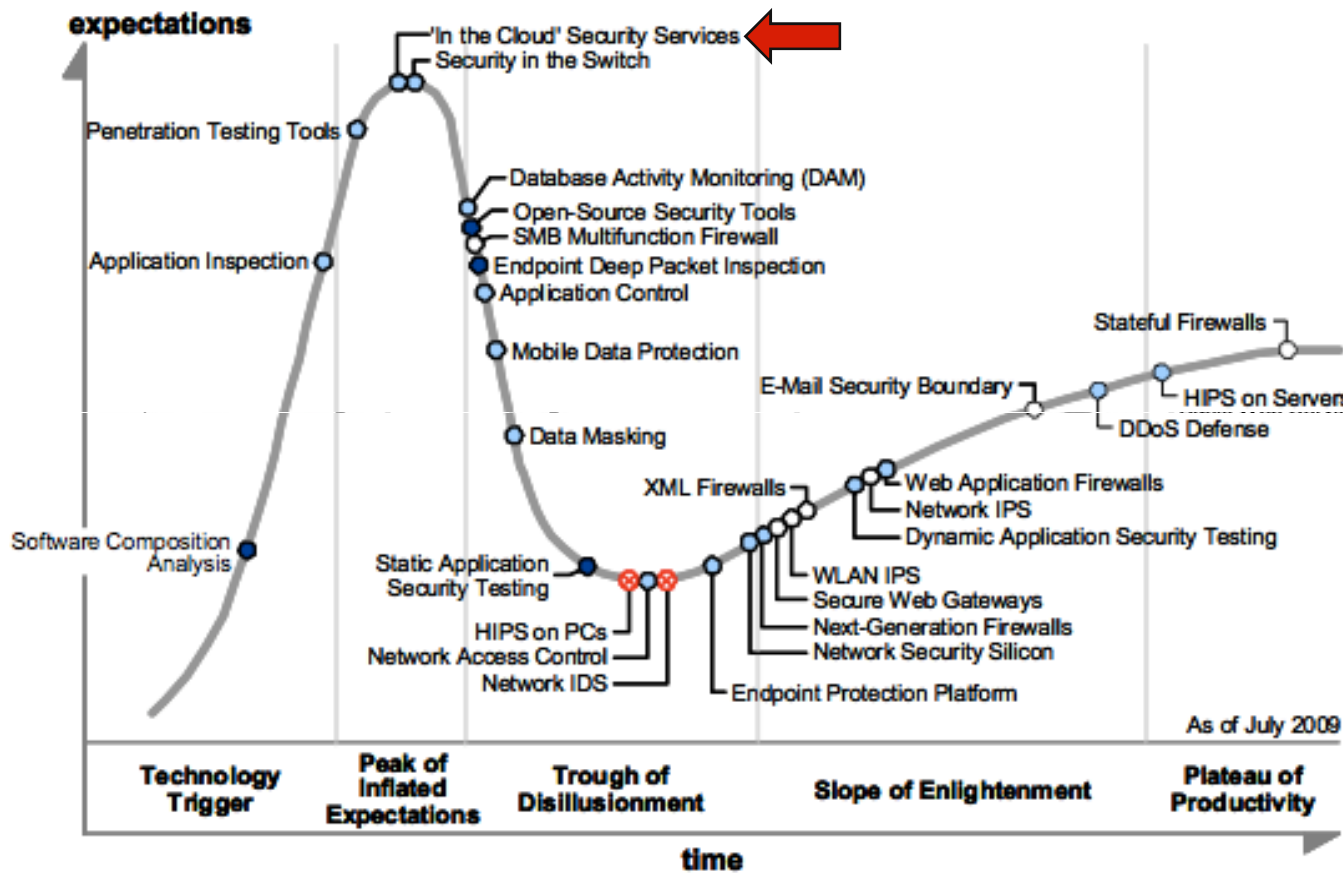
Cloud based MSS – Basic Idea

- In cloud model, the Service Provider has the Gateway security device in its premises and channelizes customer's traffic via the device.
- The customer gets clean internet traffic



Gartner Hype Cycle for Cloud Computing

Figure 1. Hype Cycle for Infrastructure Protection, 2009



“
**Datacenter
 Virtualization is one
 of the foundational
 technologies of
 Cloud Computing**
 ”

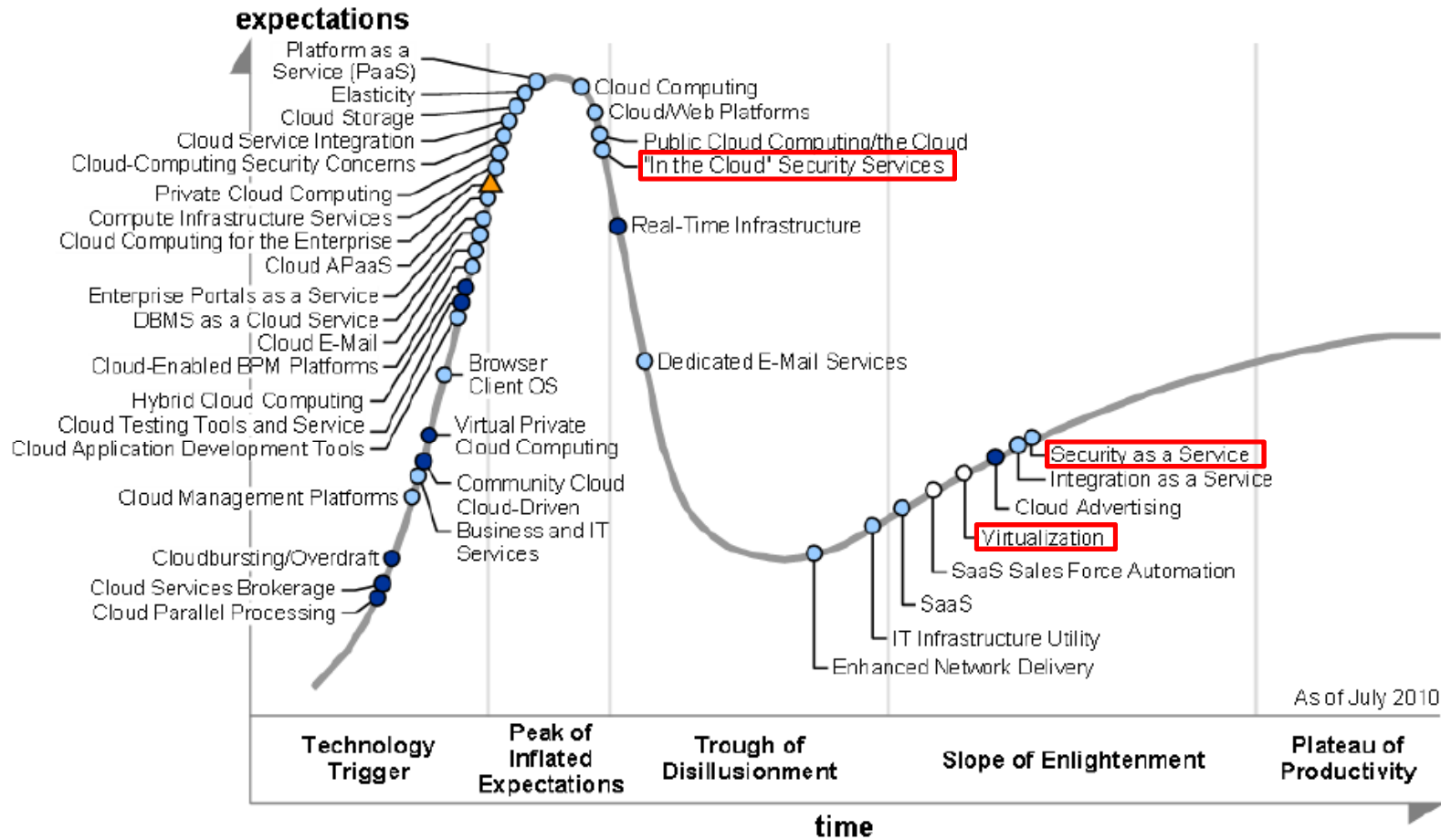
Years to mainstream adoption:

- less than 2 years
- 2 to 5 years
- 5 to 10 years
- ▲ more than 10 years
- ⊗ obsolete before plateau

Source: Gartner (July 2009)

As of July 2009

Gartner Hype Cycle - 2010



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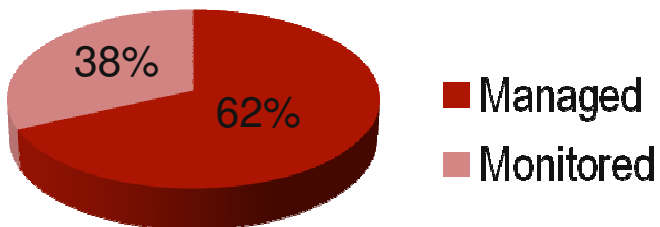
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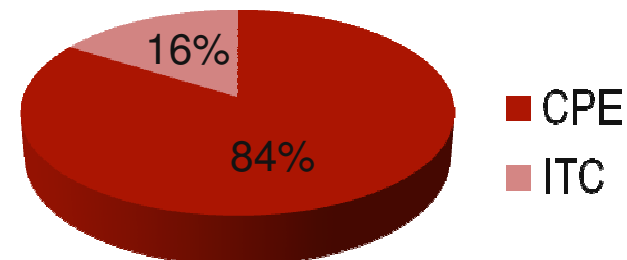
MSS Marketscope – Asia/Pacific (2010)

Type	No of Devices (2009)	No of Devices (2010)	% of Growth
CPE (Customer Premise)	20,010	34,976	74.8 %
ITC (In The Cloud)	2,760	6,662	141.4 %

CPE



Devices



MSS Marketscope – Asia/Pacific (2010)

REGIONAL

GLOBAL

Carriers and Service Providers

TATA COMMUNICATIONS
TAKING YOU FARTHER™



Business Services



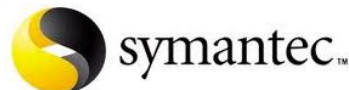
System Integrators



Security Services Vendors



Avg Revenue per Customer: \$44,000



Avg Revenue per Customer: \$245,000

MSS Marketscope – Asia/Pacific (2010)

About Multifunctional Firewall based solution

Multifunctional firewall service providers continue to see solid growth in the region.

A number of MSSPs that have previously focused on traditional firewall and IDS/IPS vendors have added multifunctional firewalls to their portfolios to provide more flexibility to their enterprise-level customers.

Gartner anticipates that most MSSPs will add multifunctional firewalls to their service portfolio and clients will increasingly take advantage of traditional security infrastructure in combination with “in-the-cloud” multifunctional firewalls

MSS– SP Perspective

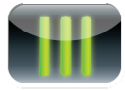
- Hosted Solutions

- In-the-Cloud Solutions

- Managed CPE Solutions

Managed Security Services - Scope

Gateway Security



Firewall/IPS

Network Security Platform



UTM

Clean Pipe Gateway Security Platform

Application Security



Email Security

Messaging Security



Web Firewall

Web & XML Application Firewall

Remote Access and Authentication



Remote Access

VPN (IPSec/SSL)



Secure Auth

User Authentication and Management

Security Services



Vulnerability Scanning

Security Scanning Services

End Host Solutions



Parental Control

Broadband / 3G



Endpoint Security

Centralized Management



Self Service

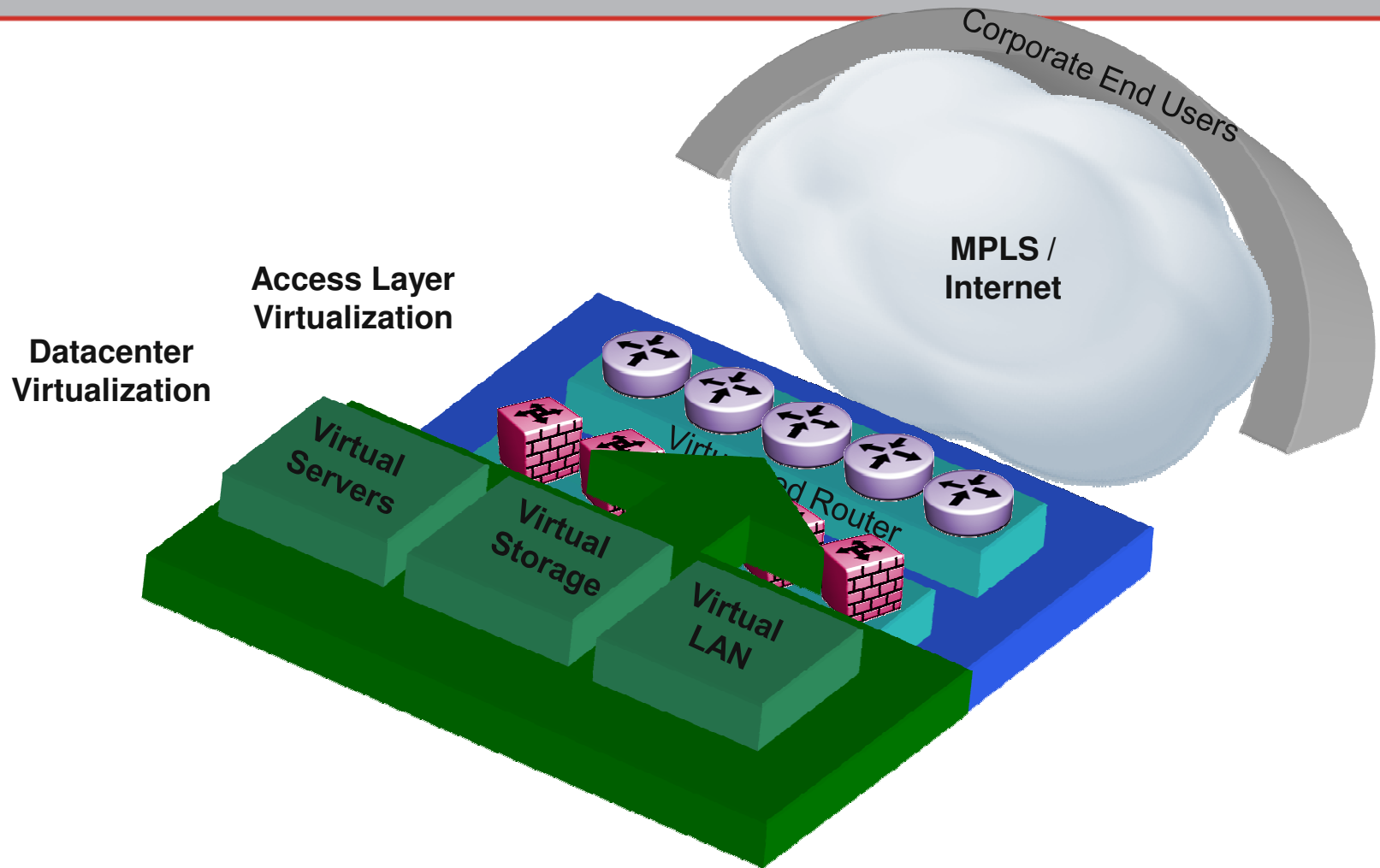
Centralized Device Management



Reporting

Centralized Logging and Reporting

Hosted MSSP



High Performance Delivered



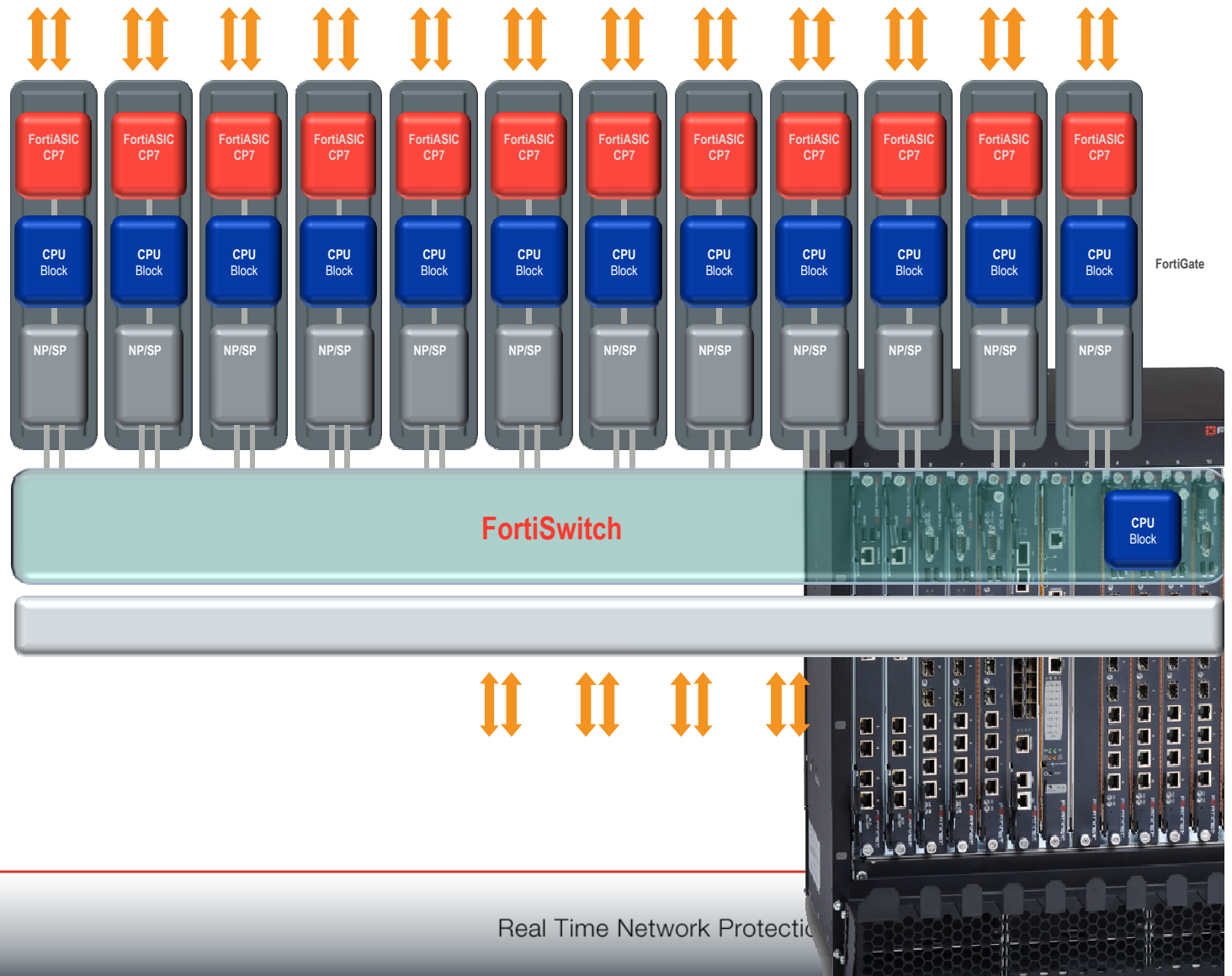
- 14 slot chassis for high-density deployments
 - Scales to 112 GE ports
- High-Performance Platform*
 - 182 Gbps Firewall,
 - 98 Gbps 3DES VPN,
 - 7 Gbps AV
 - 56 Gbps IPS throughput
- Support full chassis and system redundancy with FS-5003 Switch fabric module
- Mix n' match FG-5001/5005 boards can be used in HA or Transparent mode for maximum flexibility

Up to 12 FG-5001/5005 Security modules and 2 FS-5003 Switch fabric modules for full HA and redundant configurations

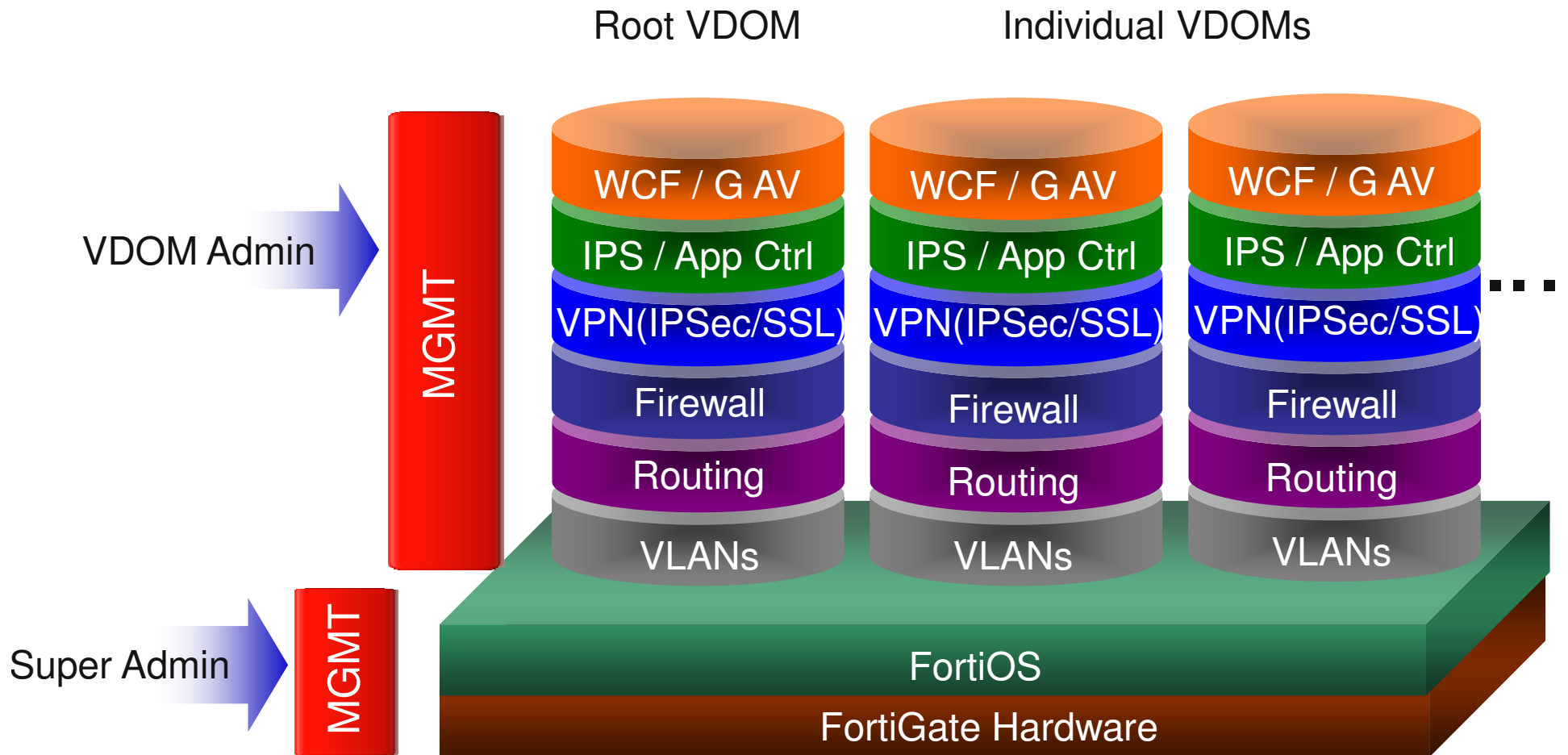
Linear Scalability for in the cloud MSS

5000 Architecture

- Blades based chassis with configuration and traffic synchronization
- FortiASIC NP or SP based FortiGate blades with dedicated CPU processing providing linear, and predictable scalability across the range of FortiOS services.
- Multiple redundant switch fabric options for traffic distribution to scale in multiple directions
- Central or local blade ingress ports offer further flexibility



Virtualization in FortiGate



Managed CPE

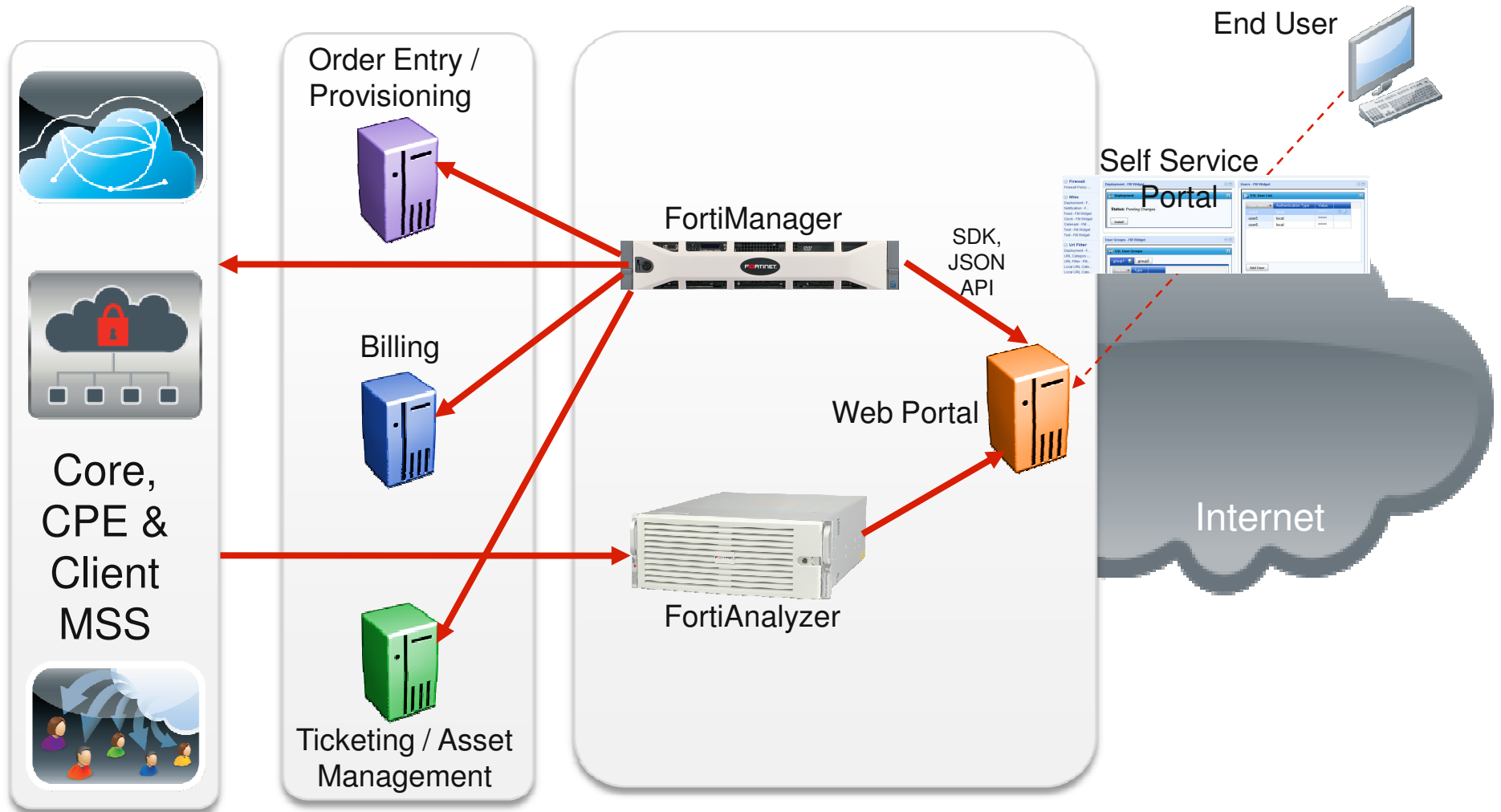


Key Technology Differentiators

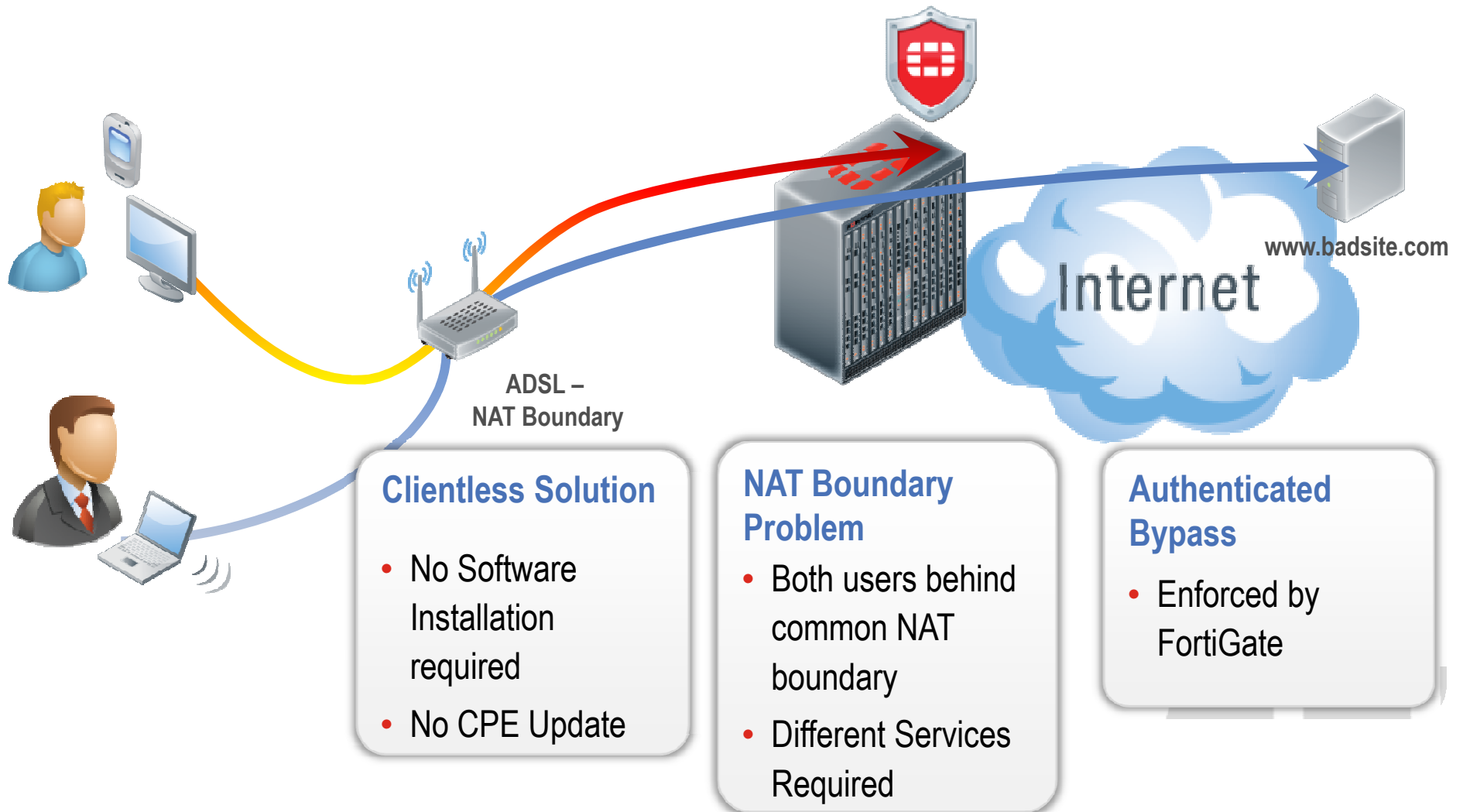
- Integrated Security Function (UTM)
- Ease of Configuration & Management
 - GUI / CLI
 - FortiExplorer – Wizard based setup
 - FortiManager / FortiAnalyzer
- Flexible Connectivity
 - Multiple WAN (Ethernet)
 - 3G Fallback
 - Future options – ADSL, T1/E1, Internal 3G/4G
- System on a Chip (SoC) Architecture
- Configurable ports (WAN / DMZ / Internal)



Automation and Self Service



Parental Control – ADSL / 3G



Dynamic Security Profiles

Flexible Configuration

- Using Existing Authentication (eg: RADIUS)
- Can identify Mobile Handsets and other end points (IP based or MSISDN)

Services

- Parental control
- Clean Access
- Regulatory Requirement
- Logging and Reporting

Scalability

- Firewall fast-path for non-serviced traffic
- Offload of non-serviced traffic

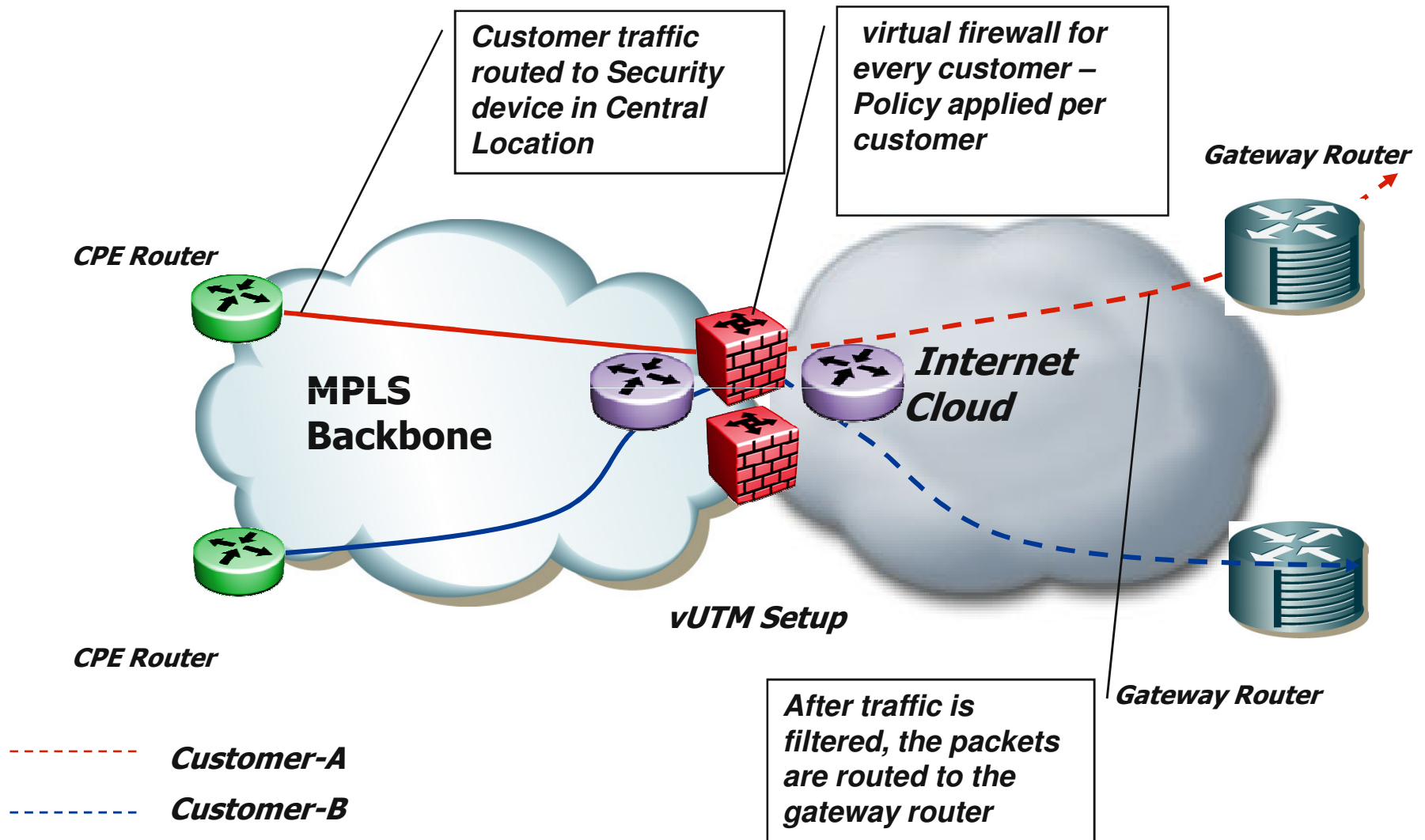
In-the-Cloud MSS – AT&T

- Fortinet Customer since 2007
- 18 “Cloud based MSS Datacenters spread across USA, UK & Australia
- 6 Intranet Datacenters (Corporate Use)
- FGT-5000 series Chassis based products for high scalability



FORTIGATE-5000 SERIES

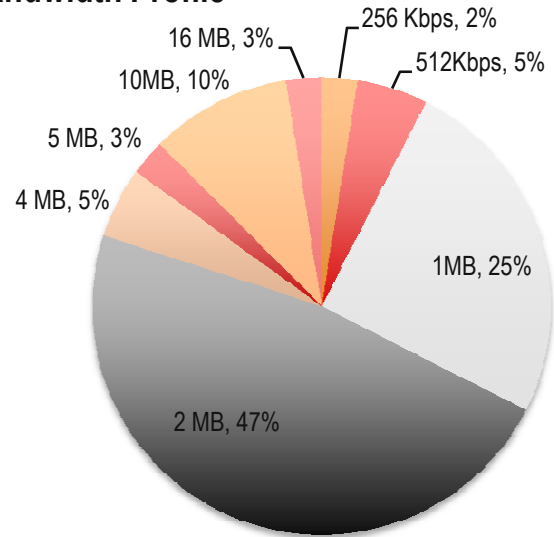
Indian Case study – “security as a Service”



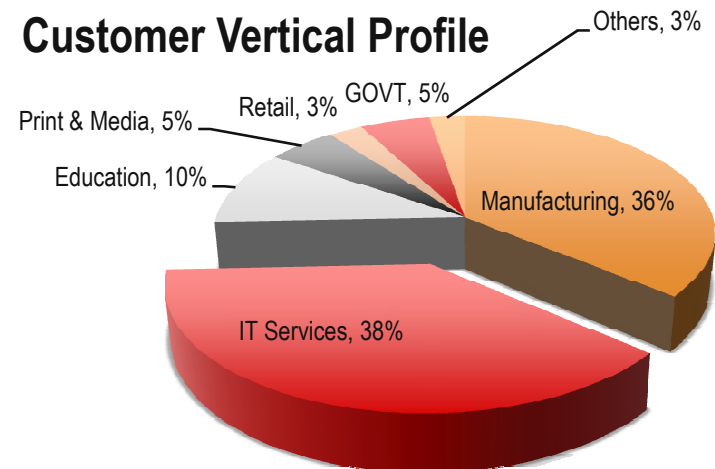
Indian Case Study – 70 Customer Profiles



Bandwidth Profile



Customer Vertical Profile



“In-the-Cloud” MSS

- All leading Service providers in the world offer “In-the-cloud” Managed Security Services using Fortinet’s solution



Portugal Telecom



Security Benefits of in the Cloud MSS



- Benefits of scale
 - Multiple Networks , Threat Management , edge networks, Better response time to large scale malicious code
- Standard Management Interface by MSS providers
 - Virtualized - Multi tenancy architecture
- Scaling up of Resources – “Firmware” Architecture
 - Dynamic Allocation Vs Individual System Allocation
- Better Audit & Log Analysis
- Efficient update & effective roll-out against outbreaks
- Security As Market differentiator
 - Periodic Audit , SLA’s & risk Managment

About Fortinet



FORTINET
Celebrating 10 Years



Fortinet, Inc.

- Established Gateway Security Appliance leader with Global presence counting 5,000+ channel partners and 100,000+ customers (including the majority of the Fortune Global 100)
- 1,300+ employees
- IPO Nov 2009
 - NASDAQ: FTNT
- 2010 revenue of \$325 Million
 - 29% YoY growth
- World class management team
- **End-to-end** security strategy



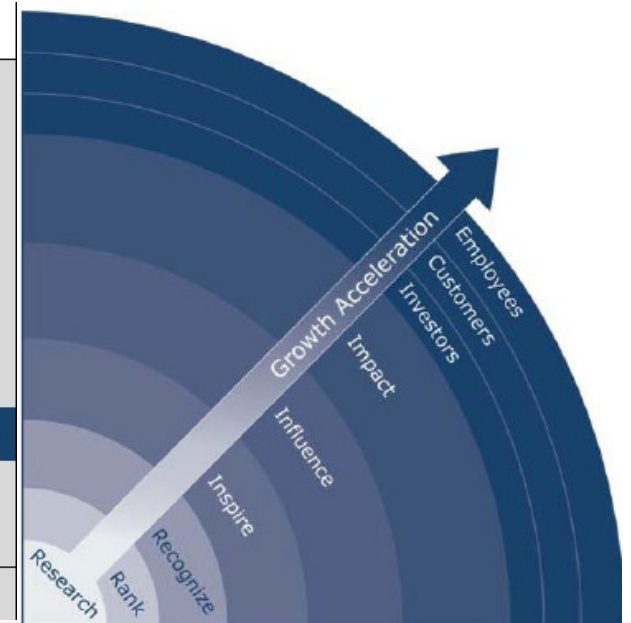
Frost and Sullivan Product Line Strategy, Virtual Security Product, 2011

FROST & SULLIVAN

- Frost and Sullivan awarded Fortinet as the 2011 virtualization security Product Line Strategy company of the year.

Measurement of 1-10 (1 = lowest; 10 = highest)

	Award Criteria					Weighted Rating
	Breadth of Product Line	Size of Addressable Customer Base	Impact on Customer Value	Impact on Market Share	Breadth of Applications/Markets Served	
Relative Weight (%)	20%	20%	20%	20%	20%	100%
Fortinet	8	9	9	8	9	8.6
Competitor 1	8	8	9	7	8	8.0
Competitor 2	7	7	8	7	7	7.2



Gartner MQ for Enterprise Firewalls, 2010

What Gartner Says about Fortinet

- Fortinet is increasing its wins against market leaders, and it **gained additional footholds in emerging areas, such as in-the-cloud firewalls and with carriers/ISPs**
- Its firewalls have **good performance from purpose-built hardware** and a wide model range, including bladed appliances for large enterprises and carriers,
- Fortinet is **price-competitive**, especially when **using multiple virtual domains**, and appliance reliability is reported as very high.



Source: Gartner (March 2010)

Gartner®

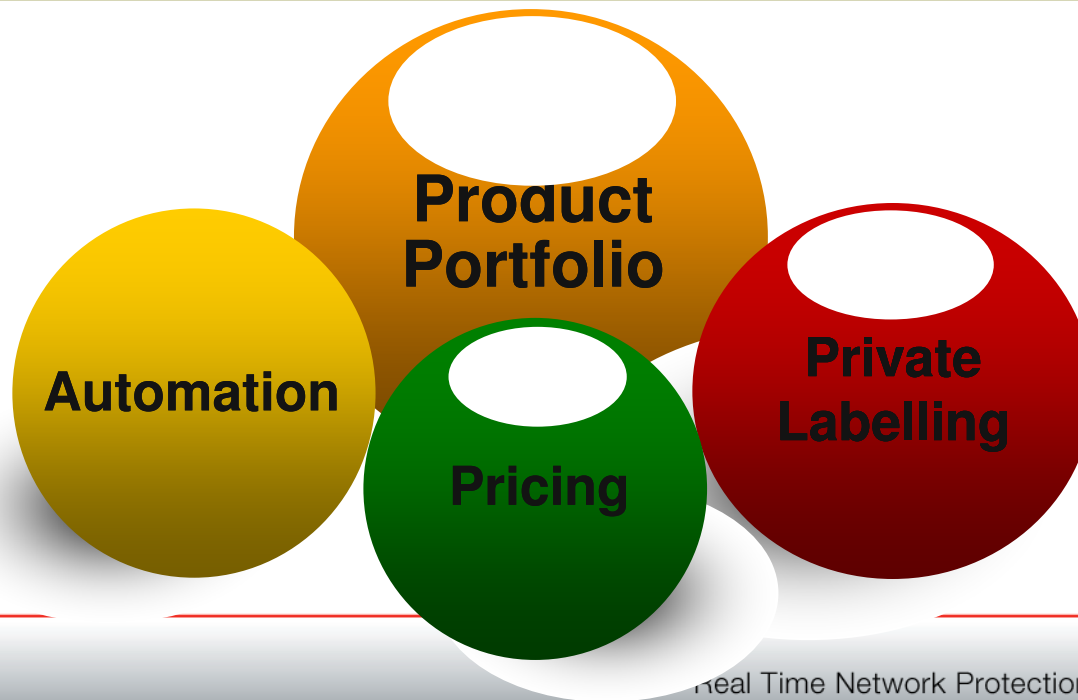
Frost and Sullivan Network Based MSS Competitive Strategy Leadership, 2008

FROST & SULLIVAN

AWARD RECIPIENT

2008 Global Enabling Profitable Network Based Managed Security Services
Competitive Strategy Leadership of the Year Award

Fortinet





Questions?

Thank You

FORTINET®

Fortinet Confidential

Final – DoT Compliance

- Network Forensics, Network Hardening, Network Penetration test, Risk Assessment, Actions to fix problems and to prevent such problems from reoccurring etc..
- Infrastructure Audit as per ISO 15408 and ISO 27001
- Equipment tested against ISO/IEC 15408 standards / 3GPP security standards
- Implement contemporary security related features
- Employ Resident, trained Indian Nationals as CTO, CIO etc..
- Document Record Keeping
- Comply with the conditions of Remote Access (RA)
- Monitoring of all intrusions, attacks and frauds and report to CERT-IN