



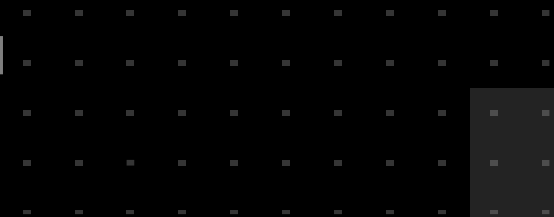
Fortify Your Cybersecurity

**FORTINET**

**Stay resilient –  
no matter where you are!**

Ahto Tomingas

Fortinet Baltics, Sr. Systems Engineer & SecOps Lead



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# Resilience - kerksus

<https://et.wikipedia.org/wiki/Kerksus>

MCEER-i (*Multi-Hazard Earthquake Engineering Research Center*) teadlased on identifitseerinud neli kerksuse omadust: vastupidavus, leidlikkus, tugevusvaru ja kiirus.<sup>[11]</sup>

**Vastupidavus** – süsteemide võime taluda teatud stressitaset ilma algse funktsiooni kaotuseta.

**Leidlikkus** – võime tuvastada probleeme ja ressursse, kui selgub, et ohud võivad hakata süsteemi häirima.

**Tugevusvaru** – võime omada süsteemis erinevaid teid, mille kaudu saab suunata käsutuses olevaid jõude, et tagada funktsiooni jätkuvus.

**Kiirus** – võime tagada prioriteetide ja eesmärkide täitmine õigeaegselt, et vältida kaotusi ja tulevasi häireid.

## Küberkerksus

<https://et.wikipedia.org/wiki/Küberkerksus>

Küberturbe ja küberkerksuse erinevus seisneb järgmises<sup>[4]</sup>:

**küberturbe** hõlmab meetodeid ja võtteid, millega [küberruumis](#) turvalisust tagatakse;

**küberkerksus** käsitleb jätkusuutlikkuse tagamist organisatsiooni koguvaates, aga ka organisatsiooni poolt nii küber- kui ka tavaruumis pakutavate teenuste vaates





# Market Trends & Vision



# More External Forces Than Ever Are Driving Security Decisions



## DIGITAL EVOLUTION

Digital innovation is creating tremendous opportunity but more risk.



## TECHNOLOGY DISRUPTION

More companies are rapidly implementing AI to transform business operations.



## ECONOMIC HEADWINDS

Budget changes and skills shortage are resulting in more delays and more risk.



## SKILLS SHORTAGE

With 4.8M unfilled jobs, the struggle to recruit and retain cybersecurity talent creates additional cyber risks.



## ENVIRONMENTAL, SOCIAL, & GOVERNANCE

Consumers and boards are putting more pressure to deliver on ESG initiatives.



## REGULATORY AND COMPLIANCE

Companies are reacting to more frequent reporting and regulatory changes.



## THREAT LANDSCAPE

Attacks are growing in sophistication and frequency.

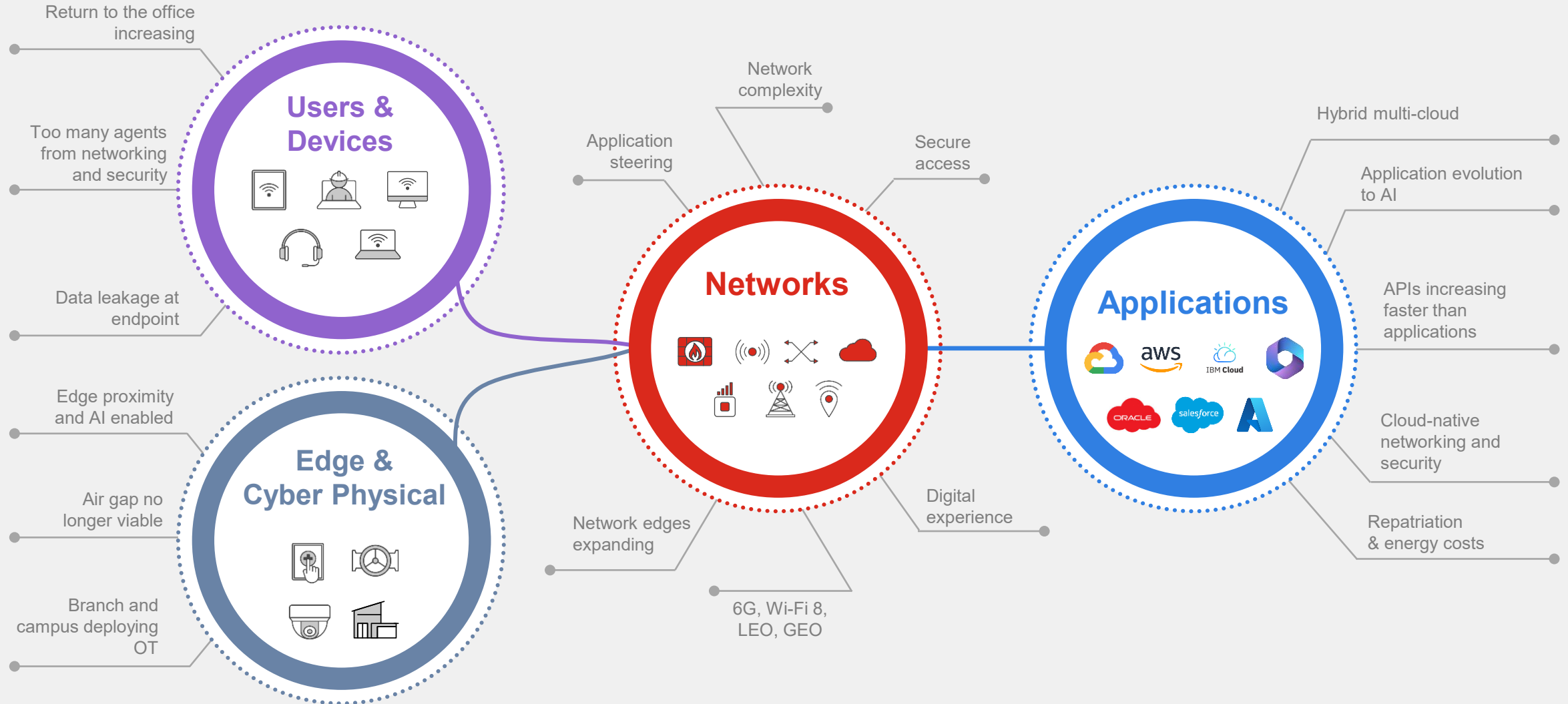


## DATA SOVEREIGNTY

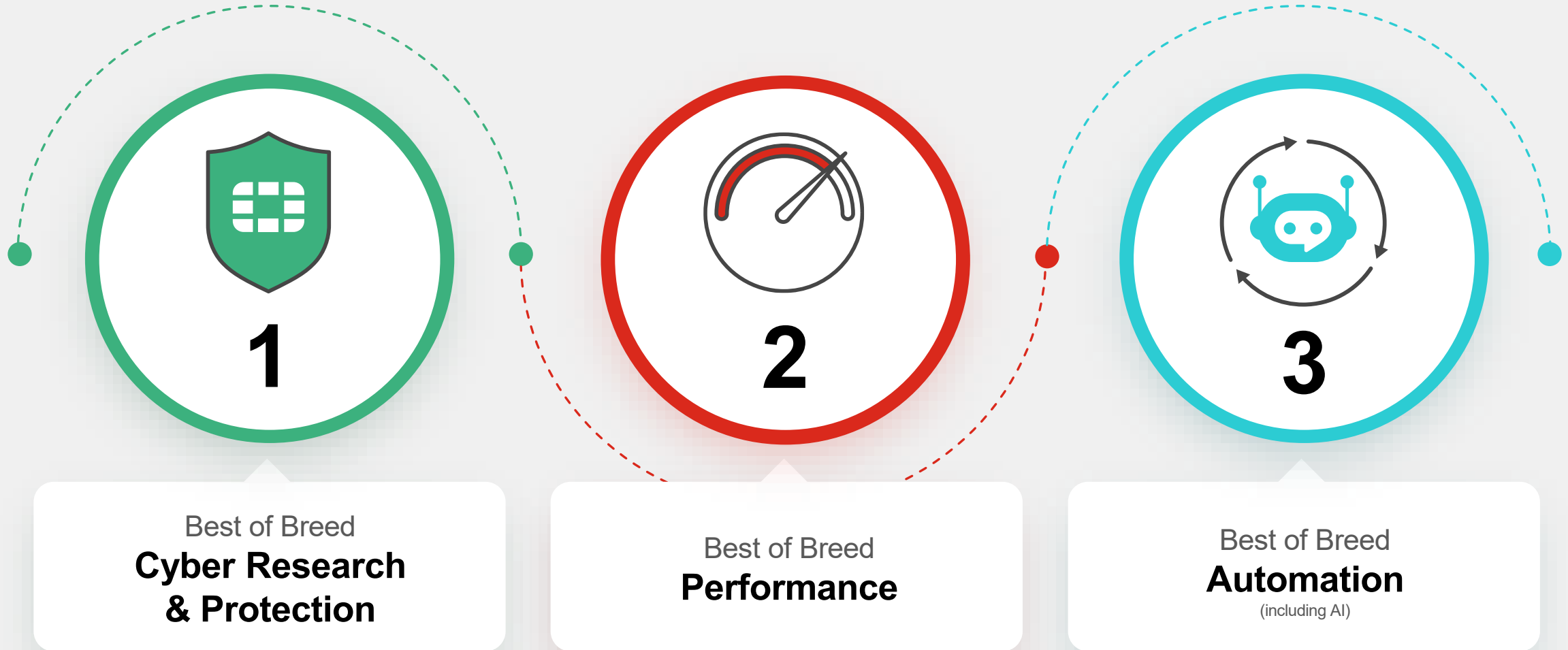
Compliance driven data security becomes mandatory.

# Resulting in a Complex Networking & Application Infrastructure

As CXOs respond, the attack surface continues to expand



# 25 Year Mission – Cybersecurity Without Compromise

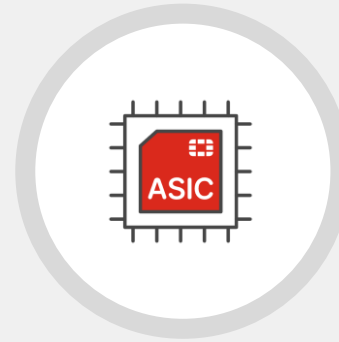


# Delivering Unrivaled Security & Performance through Innovation

Fortinet's competitive differentiation lies in our core technologies, which together provide unprecedented **performance**, unrivaled **security**, maximum **flexibility**, and seamless **integration** across diverse environments.



**FortiOS**  
NETWORKING SECURITY  
OPERATING SYSTEM



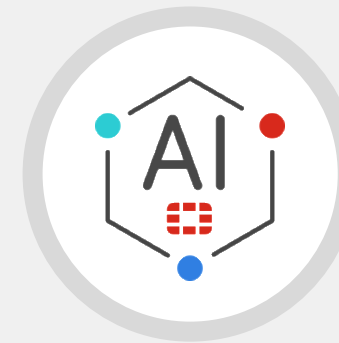
**FortiASIC**  
ASIC  
POWERED



**FortiCloud**  
CLOUD  
INFRASTRUCTURE



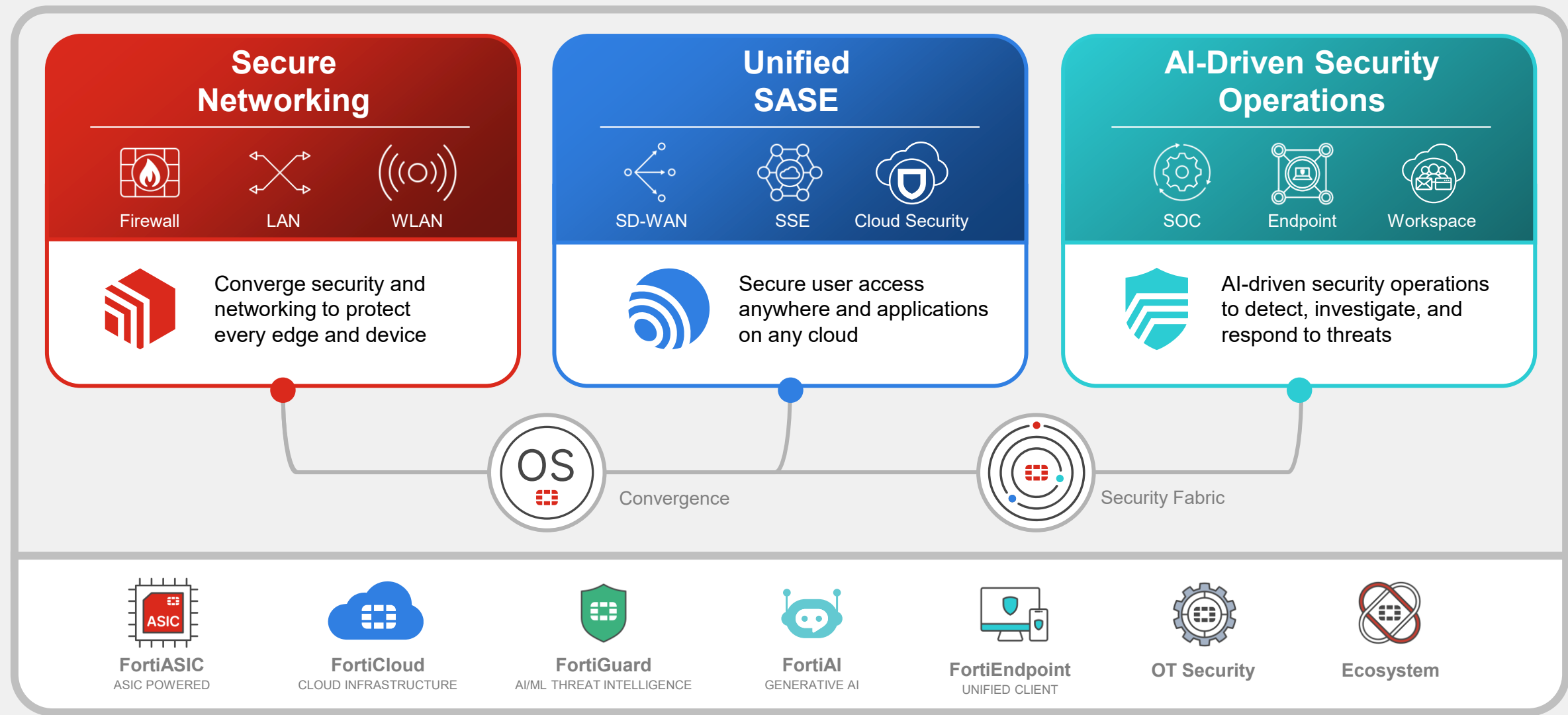
**FortiGuard**  
THREAT  
INTELLIGENCE



**FortiAI**  
AI/ML SECURITY FABRIC &  
GENERATIVE AI



# The Most Advanced & Comprehensive Cybersecurity Platform





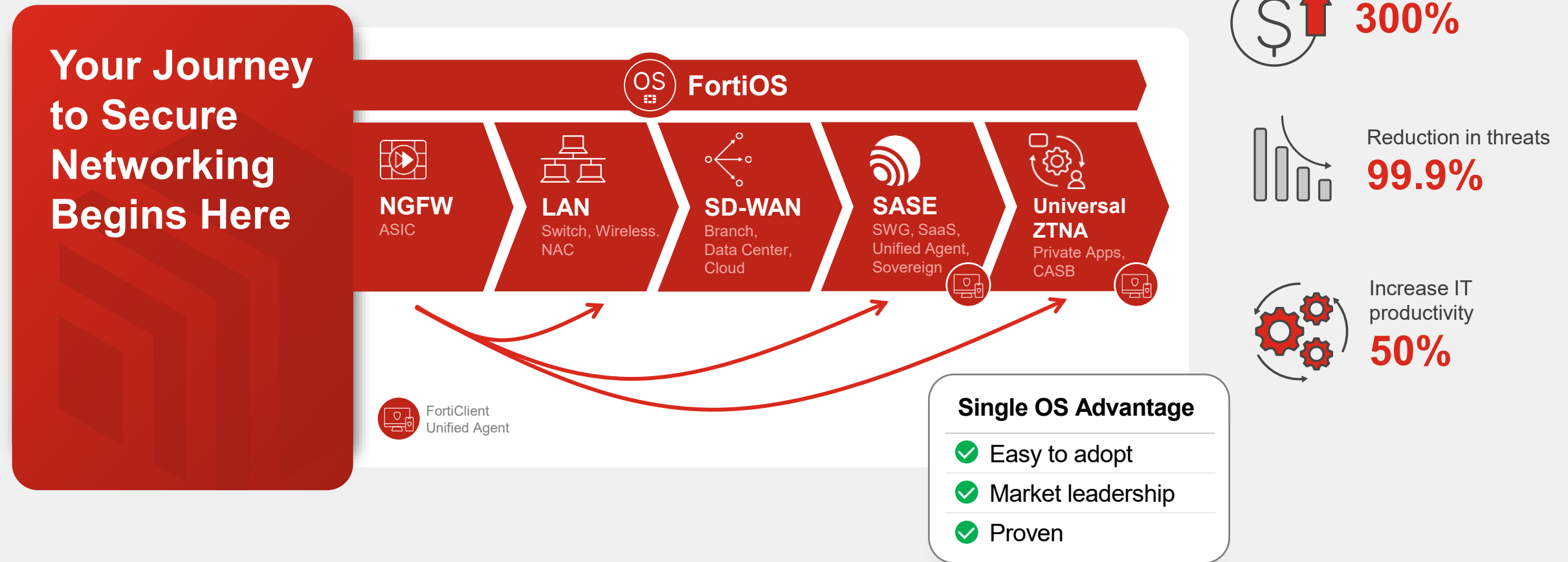


# Secure Networking



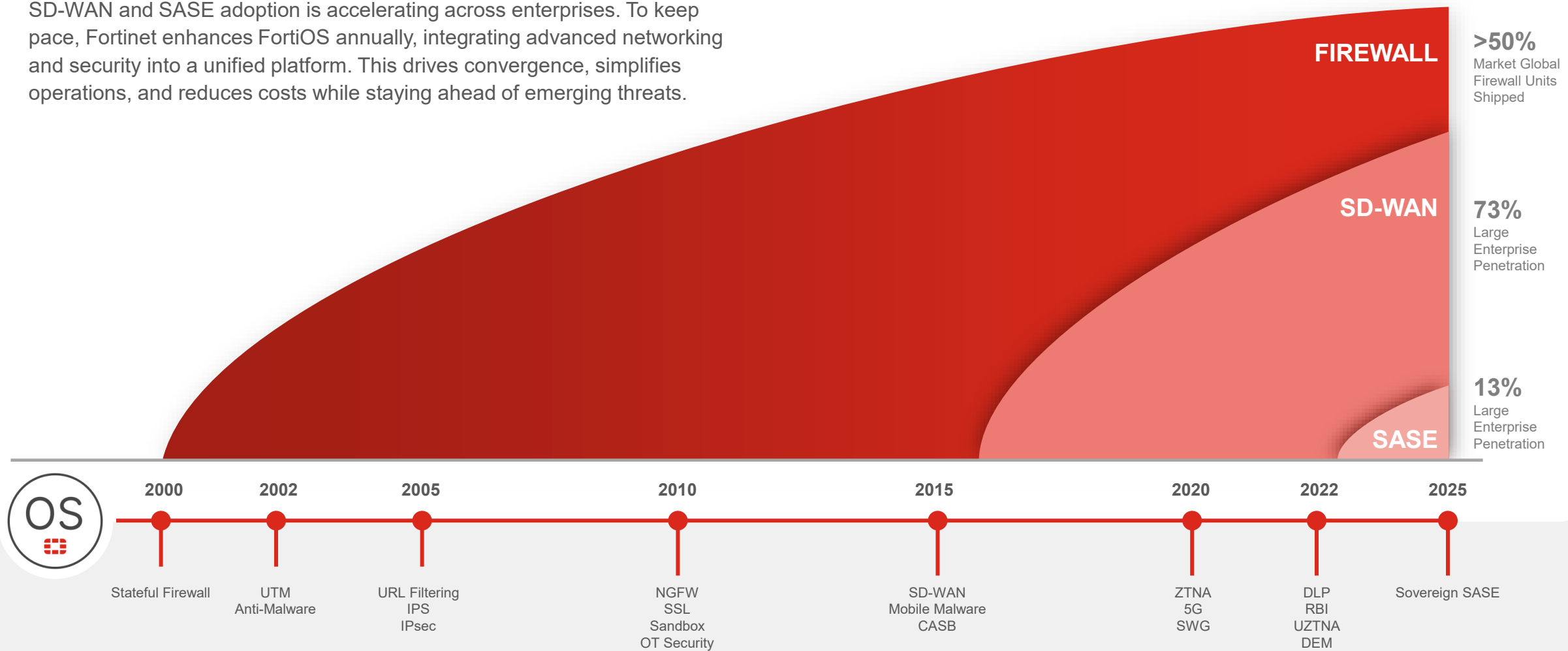
# The Fortinet Journey: A Seamless Security Evolution

With FortiGate NGFW, customers gain industry-leading protection and can seamlessly activate SD-WAN for optimized performance and extend to SASE for secure remote access.



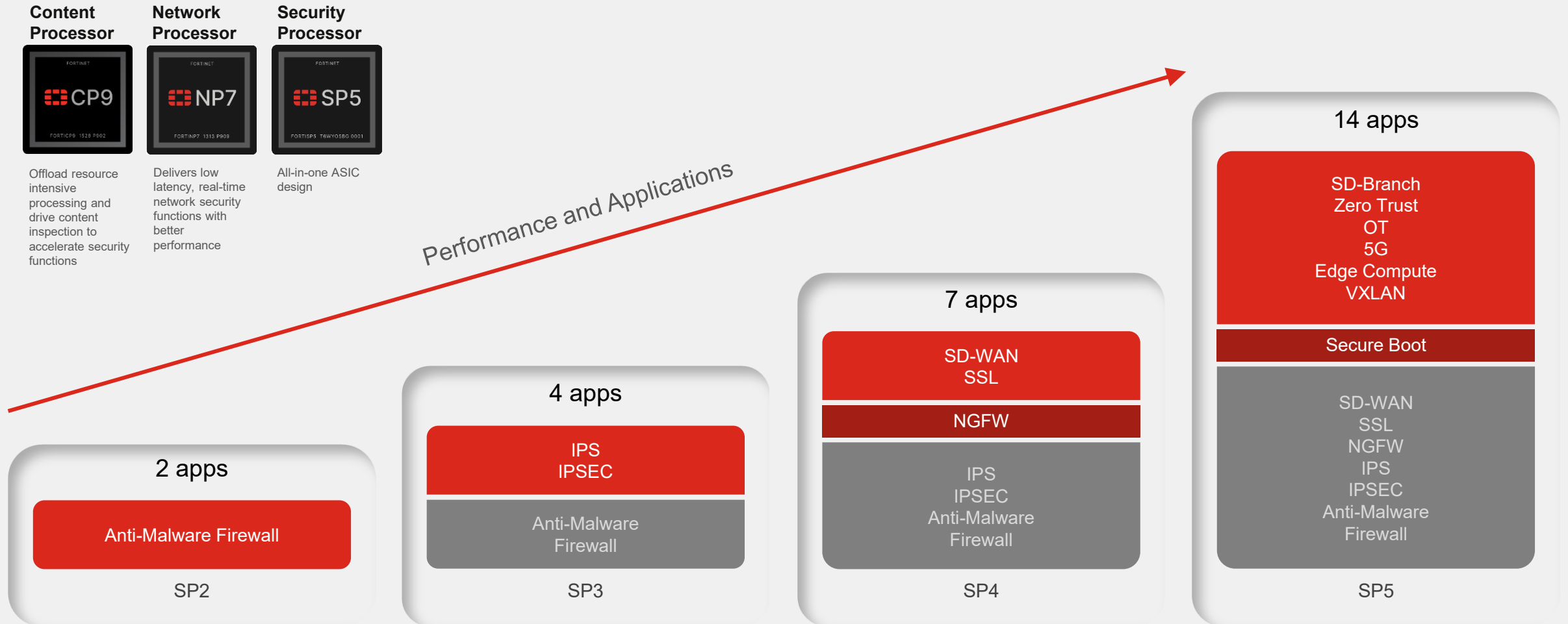
# Easy Adoption With the Same OS for NGFW, SD-WAN, & SASE

SD-WAN and SASE adoption is accelerating across enterprises. To keep pace, Fortinet enhances FortiOS annually, integrating advanced networking and security into a unified platform. This drives convergence, simplifies operations, and reduces costs while staying ahead of emerging threats.



# The Only Purpose-Built Proprietary ASIC

FortiASIC accelerates FortiOS functions—supports 2x more applications than the previous generation.

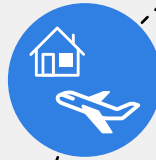


# Unified SASE



# Market Trends driving SASE adoption

**Hybrid workforce**  
94% of organizations are allowing employees more flexibility as to where and when they work



**SaaS adoption**  
SaaS makes up the largest share of the cloud service market and more than 50% of the overall software market



## TRENDS

### From VPN to ZTNA

By 2025 at least 70% of new remote access deployments will rely on ZTNA rather than VPN services



### Vendor consolidation

75% of Organizations Are Pursuing Security Vendor Consolidation in 2022



<https://www.gartner.com/en/human-resources/trends/how-organizations-are-supporting-a-hybrid-workforce>

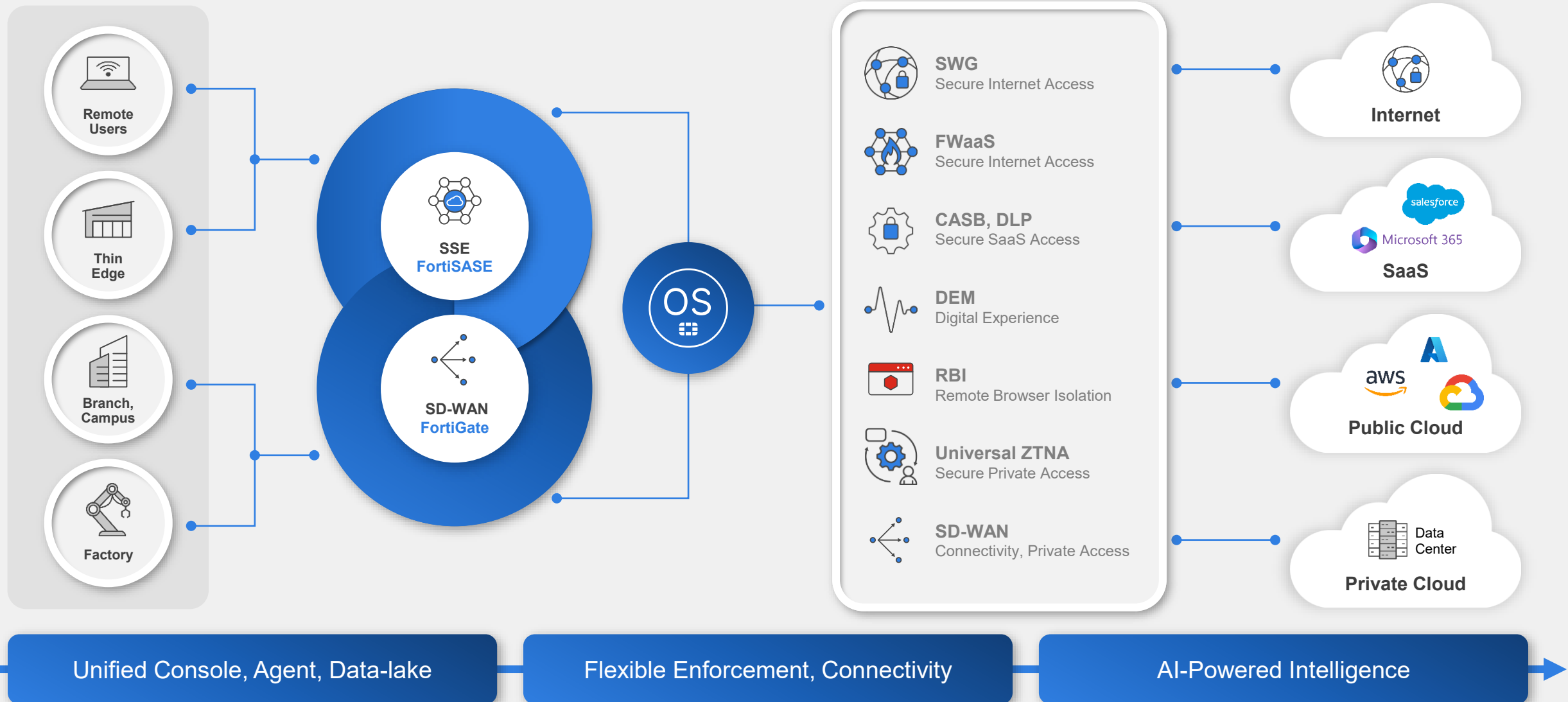
<https://www.gartner.com/en/newsroom/press-releases/2022-10-13-gartner-identifies-three-factors-influencing-growth-i-#>

<https://www.gartner.com/en/digital-markets/insights/saas-growth-strategy>

<https://www.gartner.com/en/newsroom/press-releases/2022-09-12-gartner-survey-shows-seventy-five-percent-of-organizations-are-pursuing-security-vendor-consolidation-in-2022>



# Fortinet's Unified SASE Solution for Secure Access



# Investing in Owned Global Infrastructure



**4.8M+**  
Total sq ft



**1,900 FortiCare**  
Experts



**Cost savings**  
Drive competitive  
advantage



**150 Global Cloud**  
Locations



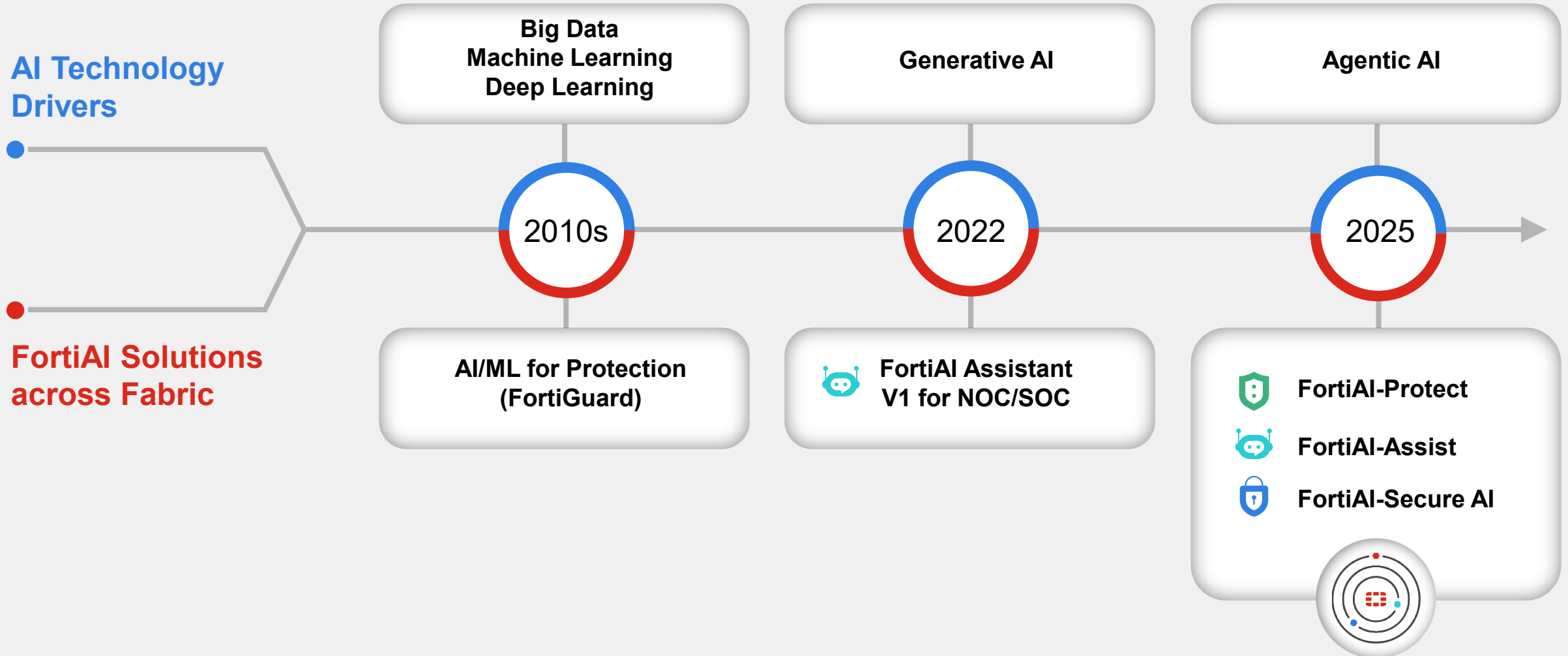




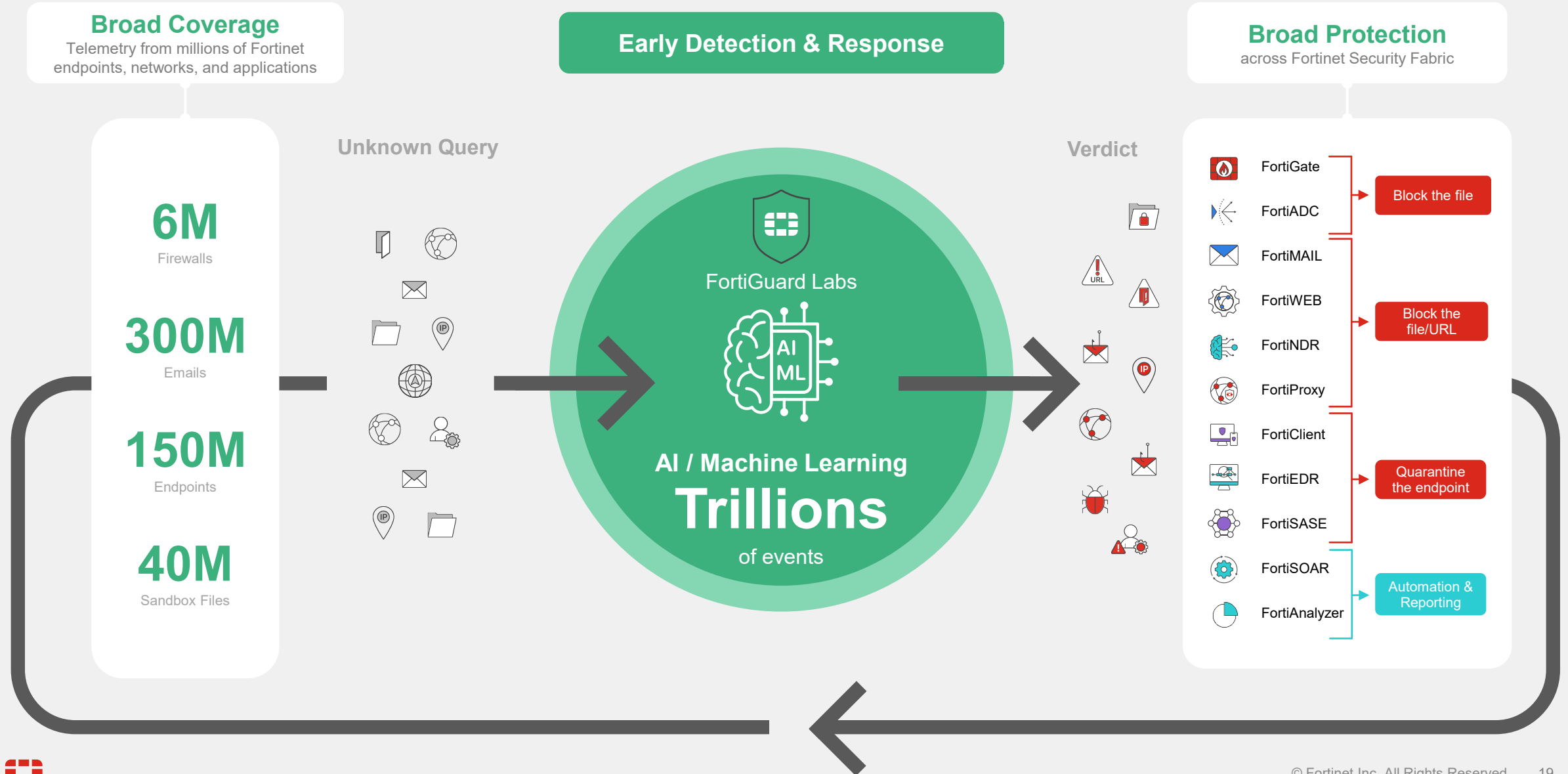
# AI powered NOC and SOC



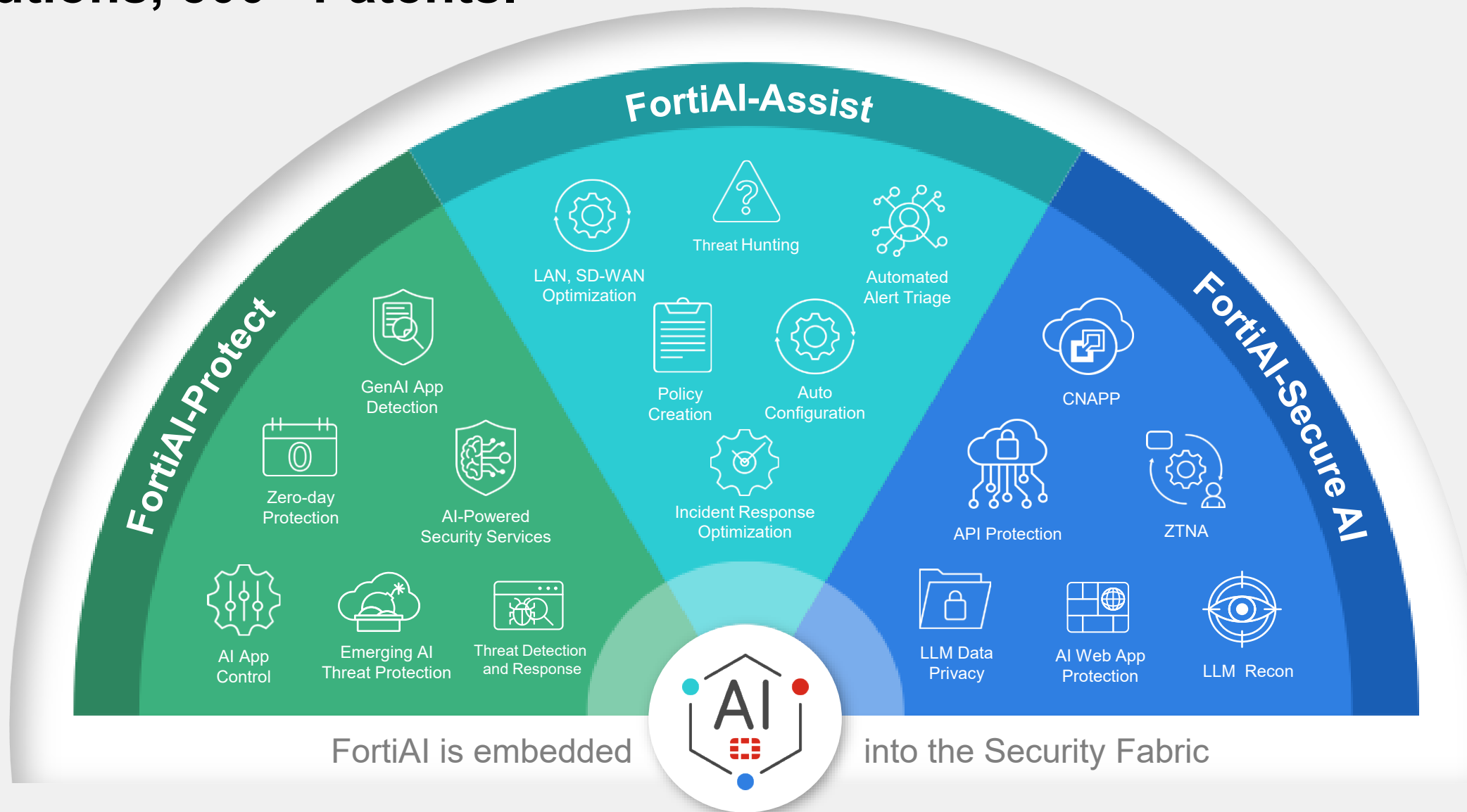
# AI Has Been Integral to Fortinet for Over 15+ Years



# The Breadth & Scale of FortiGuard AI-Powered Security Services



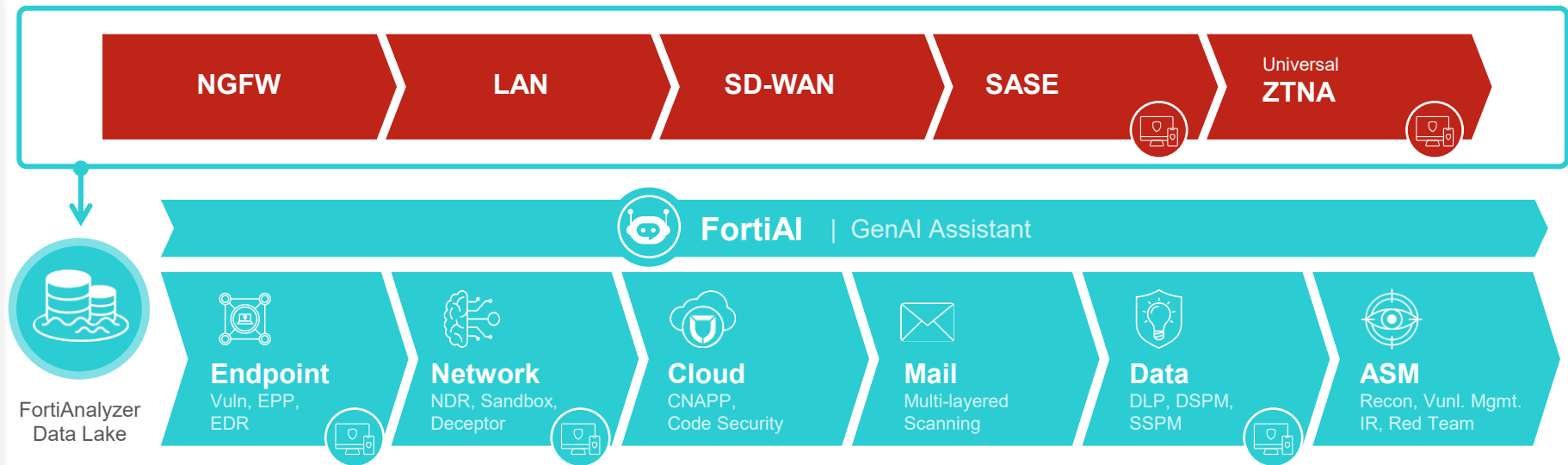
# FortiAI Everywhere: 12+ Years of Innovation, Powering 40+ Solutions, 500+ Patents.



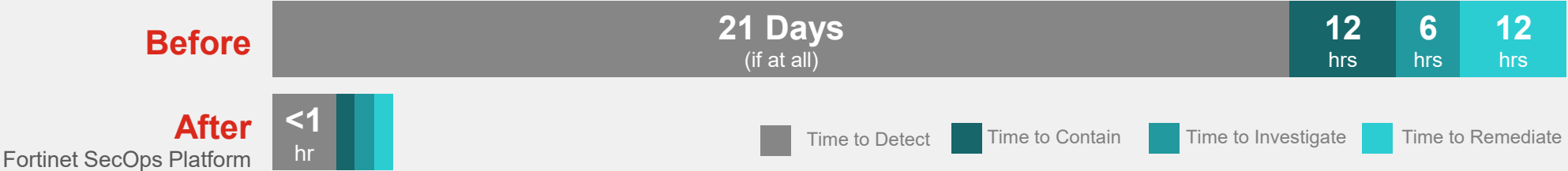
# Transforming SOC Capabilities for AI-Driven Cyber Defense

Centralizing security and networking data to enhance visibility, orchestration, and automation

Transform  
Insights into  
Outcomes with  
the Fortinet  
Security  
Fabric



Speed the time to fully investigate and remediate incidents from 30 hours to an average of 10 minutes.





# FortiAI-Assist

Proactive, automated  
NOC and SOC



**Incident Response  
Optimization**



**LAN, SD-WAN  
Optimization**



**Automated  
Alert Triage**



**Policy  
Creation**

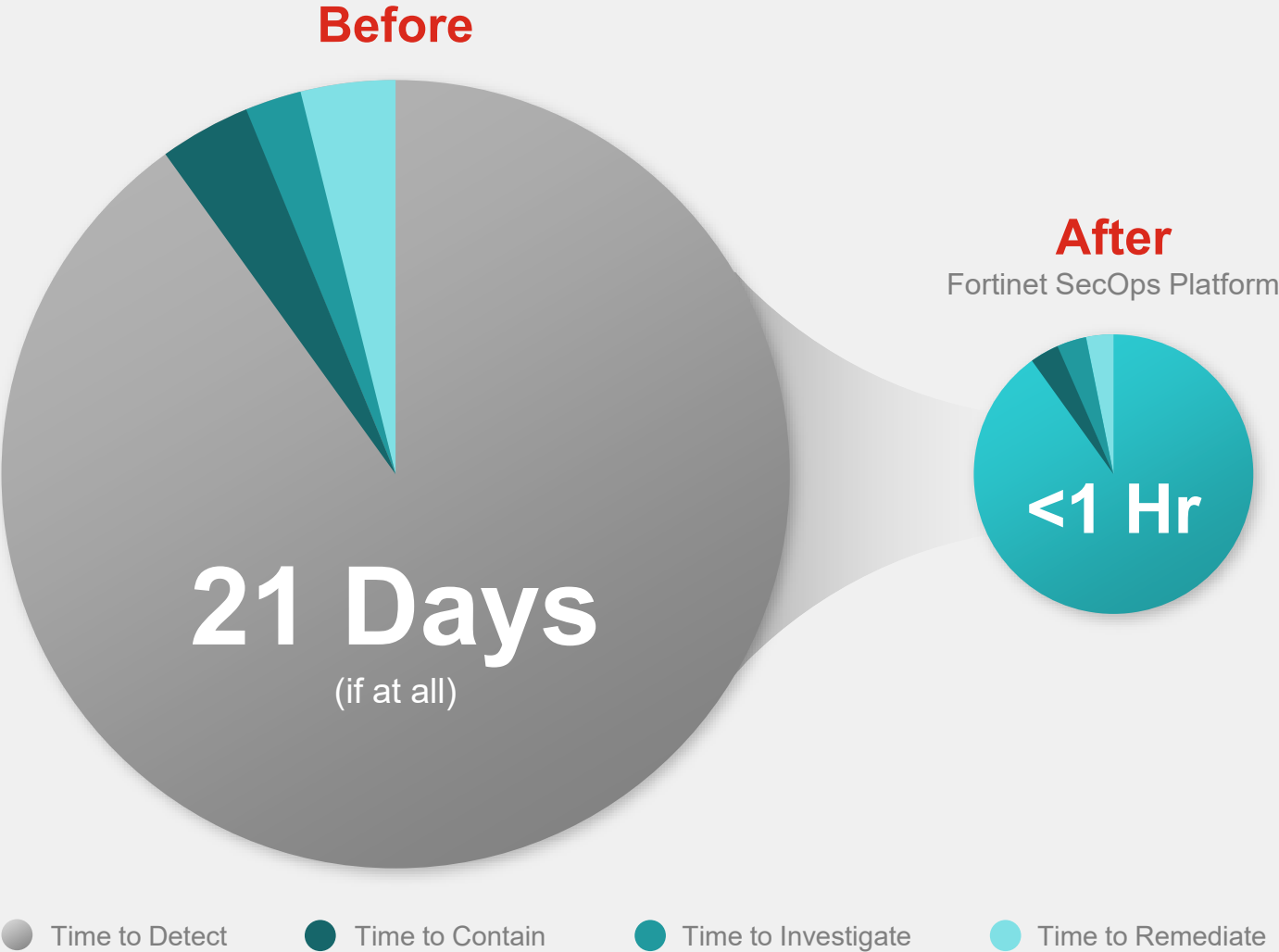


**Auto  
Configuration**

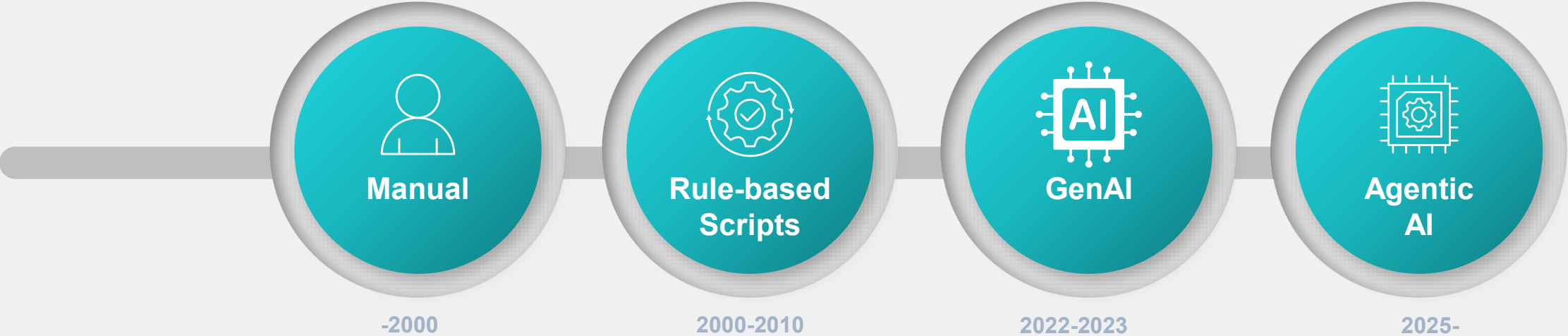


**Threat  
Hunting**

# Achieve Threat Response In Minutes, Not Weeks



# Know Where Your Customers Are in Their AI Journeys



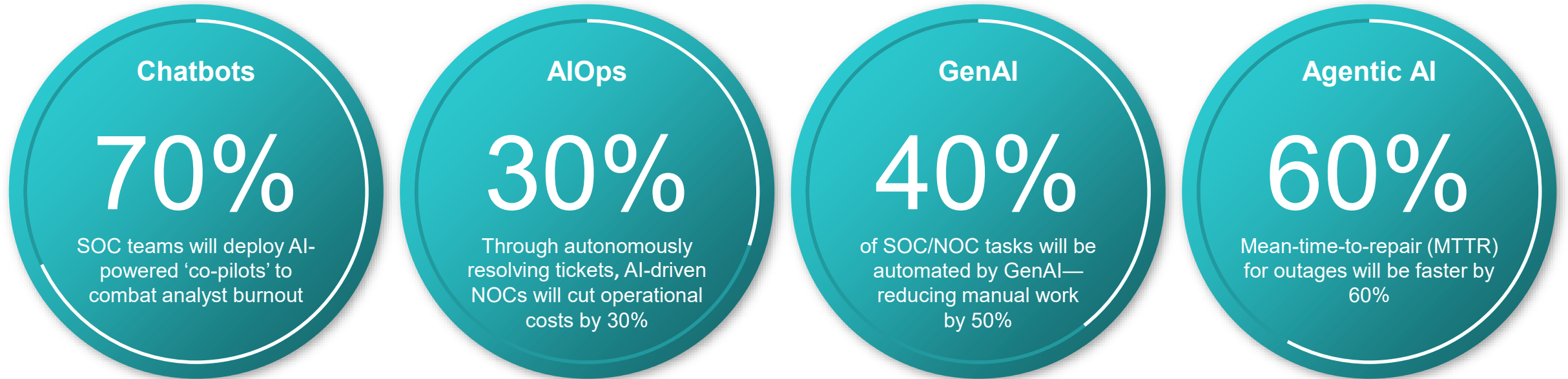
	-2000	2000-2010	2022-2023	2025-
<b>Speed (MTTR)</b>	Slow (hours)	Medium (mins)	Fast (secs)	Instant (ms)
<b>Scalability</b>	Low	Medium	High	Very High
<b>Adaptability</b>	High	Low	Medium	High
<b>Autonomy</b>	None	Partial	Advisory	Full





# GenAI and Agentic AI are Reshaping NOC and SOC

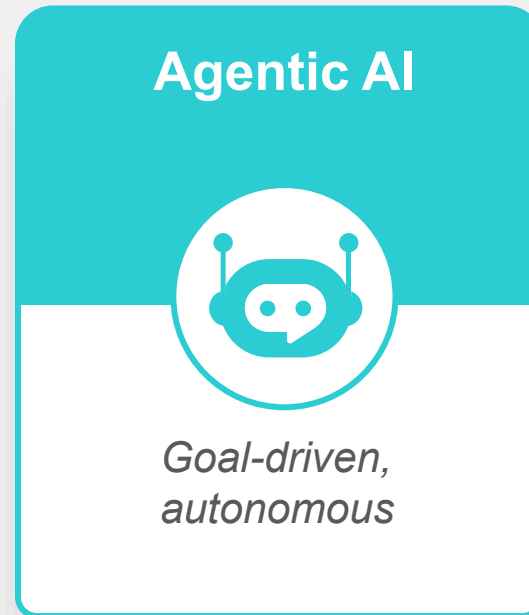
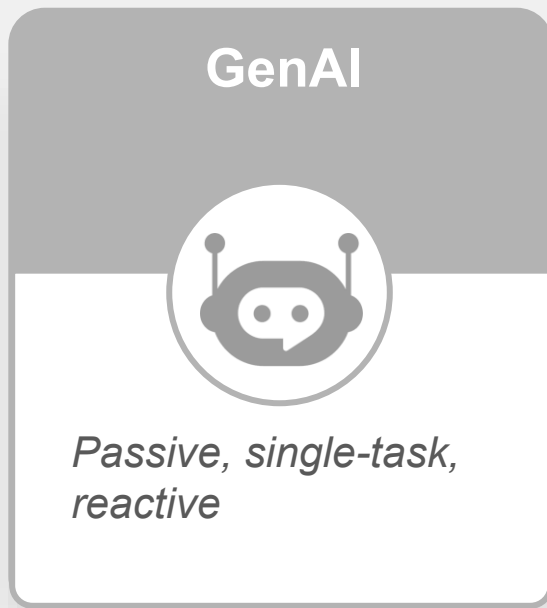
Gartner 2025 AI Projections



Source: Gartner's Top Trends in AI for IT Operations, 2025



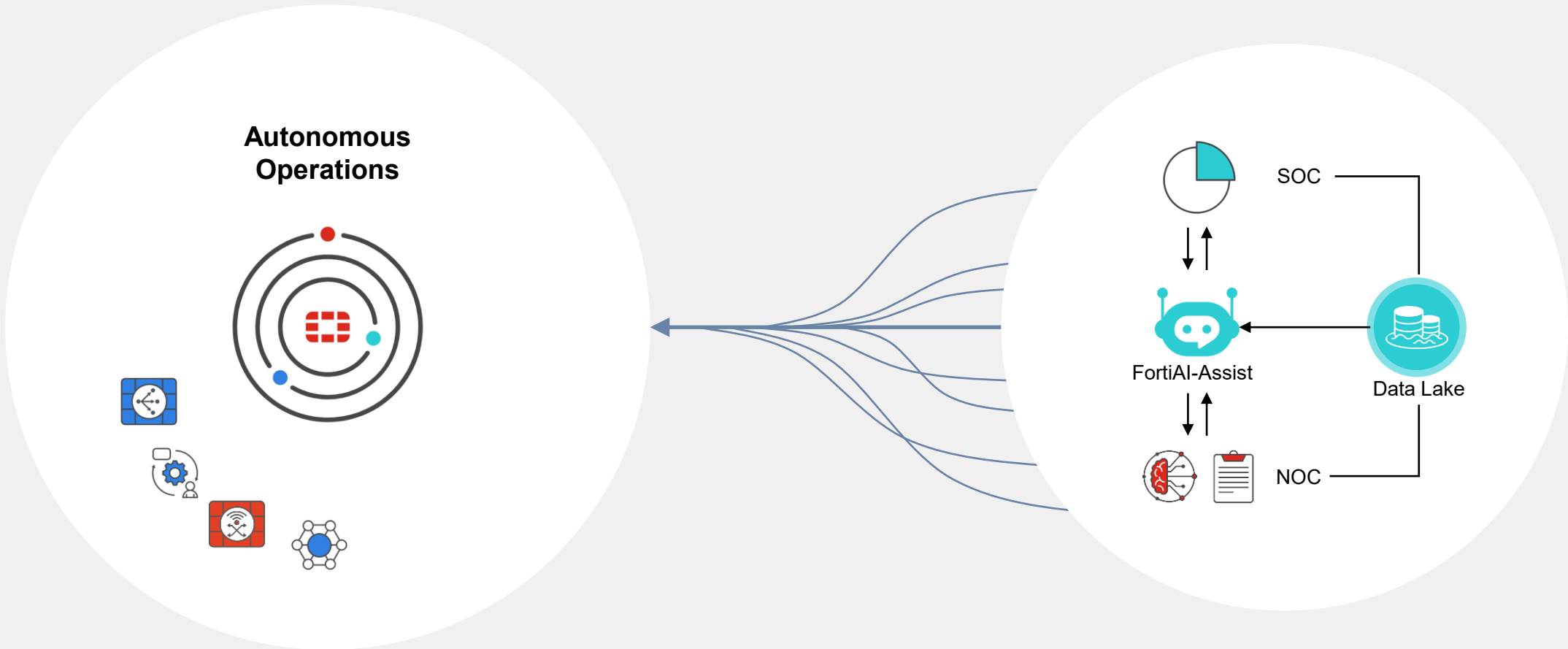
# Generative AI vs Agentic AI



Goal-oriented planning  
Autonomous decision-making  
Environmental awareness  
Learn from experience  
Multi-step execution

# FortiAI-Assist: Leverage GenAI and Agentic AI

Predictive, proactive and adaptive towards an autonomous network



# FortiAI-Assist: Autonomous SOC and NOC

## Proactive Alert Triage



Analyzing logs, identifying patterns, and automate fixes in an autonomous network.



FortiAnalyzer



FortiSIEM



FortiSOAR



FortiDLP\*

## Agentic AI Reasoning



Autonomous, AI-driven decision-making that analyzes, reasons, and acts on threats or operational issues.



FortiManager



FortiAnalyzer

## AI-driven Optimization



Predictive insights from correlated data to enhance network performance and resilience



FortiAIOPs



FortiManager



FortiSOAR



FortiAnalyzer

\* Coming soon



# Flexibility



# Extend Fabric Possibilities with Industry-Leading Open Ecosystem

400+ technology alliance partners and 3,000+ Security Fabric ecosystem integrations



## Fabric Connectors

Fortinet-developed deep integration automates security operations and policies.



servicenow



NOKIA



ORACLE

vmware



openstack



## Fabric APIs

Partner-developed integration using Fabric APIs provides broad visibility for end-to-end solutions.

SIEMENS

Honeywell



Schneider Electric

intel

CROWDSTRIKE

ARMIS

CLAROTY

DRAGOS

Megaport

tufin

FIREMON

+400 other Fabric-Ready Partners



## Fabric DevOps

Community-driven DevOps scripts automate network and security provisioning, configuration, and orchestration.



HashiCorp



refactor

ORACLE

openstack

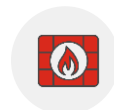
vmware

Jenkins

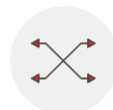


## Extended Ecosystem

Integrates with other vendor technologies and open systems.



NGFW



Switch



WiFi



Management



Analytics



SIEM



SOAR



NAC



EDR/NDR



Client



# Conclusion



# The Needs of Today's Infrastructure Team

Convergence across the Network, Cloud and OT



Convergence of Networking  
and Security



Unified Agent



Convergence of  
IT and OT



Unified  
Cloud Security

**AI Powered NOC and SOC Operations**





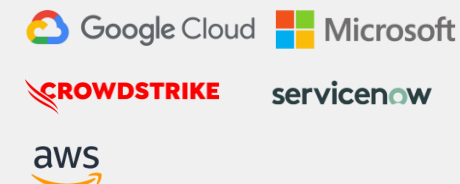
# Broadest, Most Integrated AI-Driven Cybersecurity Platform in the Industry

Protects the entire attack surface while integrating tightly into your current and future infrastructure

## Secure Networking

Network Firewall  
Wireless and Wired LAN  
OT Security

## 300+ Ecosystem Partners



## Unified SASE

Single-Vendor SASE  
Universal ZTNA  
Cloud Security  
Application Security  
CNAPP

## Security Operations

SOC Platform  
Endpoint Protection  
Workspace Security  
Threat Exposure (CTEM)



The image features the Fortinet logo, which consists of the word "FORTINET" in a bold, white, sans-serif font. The letter "O" is stylized with a red and white checkered pattern. The logo is centered on a black background. Surrounding the logo are several abstract geometric shapes: a red horizontal bar in the top left, a red horizontal bar in the top right, a red horizontal bar in the bottom left, a red horizontal bar in the bottom right, a large dark gray semi-circle in the top center, a large dark gray semi-circle in the bottom center, a large dark gray square in the middle left, a large dark gray square in the middle right, a large dark gray square in the bottom right, and a large dark gray square in the top right. There is also a small red square in the top right corner.