

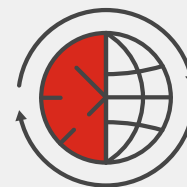
## SOLUTION BRIEF

# Fortinet FortiPoints Delivers Many Secured Possibilities with a Single Program

## Executive Summary

Digital acceleration is a journey of continual evolution and transformation for organizations. Needs and requirements change over time as organizations adapt their environments and deployments to meet new demands and address emerging challenges along their journey. To secure such dynamic environments, organizations must adopt consumption-based security that can keep pace with their digital acceleration while balancing and optimizing their investment outcomes.

Fortinet empowers organizations to readily secure their digital acceleration journeys with optimal deployment success with FortiPoints. FortiPoints is a points-based program that offers organizations the flexibility to deploy and scale their security solutions and services to meet their dynamic deployment demands and evolving requirements. FortiPoints gives organizations access to a broad range of Fortinet services and solutions as well as an easy way to acquire professional and support services, as well as trainings, all with a single, easy-to-use program.



**“Greater flexibility to react to changing market conditions cited were... prominent business objectives cited by 32% of respondents.”<sup>1</sup>**

## Flexibility and Scalability

The desire for digital acceleration has led organizations to drive toward delivering faster and better application experiences. Organizations are also working to respond to and meet the shifting needs of their customers as quickly as possible. As a result, digital acceleration journeys are extremely fluid, and so are their requirements. Often, organizations don't know what they need to license and deploy or where their gaps are until they embark on their initiatives.

At the same time, boards of directors are not only demanding results from digital acceleration initiatives but are also placing a greater focus on ROI through the optimization of investments and cost reduction.

Security is imperative to any digital acceleration initiative, as compromises can result in negative financial, brand reputation, and legal ramifications. Organizations must ensure their security solutions can move at the speed and scale of their digital acceleration journeys.

In such dynamic environments, organizations need to think beyond traditional fixed-term licensing. Instead, they should seek a flexible licensing approach that grants them the greatest degree of freedom and means of optimizing investment. Traditional licensing approaches require organizations to predetermine and prepurchase solutions that they think they need rather than what they will actually use. As a consequence, organizations wind up paying for more than what they need, or if requirements change, they have to either buy new solutions while treating unused solutions as sunk costs, or they wait until the current license terms expire before embarking on a new purchase.

Therefore, organizations need to look to adopting a flexible licensing program like FortiPoints, which will give them the freedom to right-size their deployment and spend based on what is actually needed. Doing so will help organizations solve challenges that include:

- Difficulty in accurately sizing deployments
- Fluctuating demand and utilization
- Unpredictable costs
- Negative impact of procurement delays
- Shifting requirements

## Right-Size Security and Spend

FortiPoints is a universal points-based consumption program that empowers you to provision Fortinet services and solutions that you need on-demand. It consolidates across all the various Fortinet points-based programs into a single common points balance and currency program.

FortiPoints can be applied in any environment where supported solutions are needed to be deployed, including on-premises, physical and virtual data centers, clouds, hybrid clouds, and hybrid mesh firewall environments. Organizations can even use FortiPoints to acquire professional and support services, consulting services, and trainings, as well as transfer balances into programs such as FortiFlex for daily usage-based licensing of security solutions.

With FortiPoints, organizations only need to pay for what they need and use—points consumed are deducted from the total balance. Additional points can be purchased as needed.

## Simplify Deployment and Purchasing Decisions

Because FortiPoints is a universal points-based program for a broad catalog of services and solutions from Fortinet, organizations eliminate excessive procurement cycles and lead time. Teams no longer need to preplan and presize their deployment purchases and risk underestimating or overestimating their needs. They can draw down from their points balance to deploy exactly what they need rather than go through a procurement process whenever additional solutions and services are needed. Most solutions and services can be delivered near instantaneously. This makes FortiPoints well-suited for all digital acceleration initiatives, particularly those where environments are highly dynamic.

## Comprehensive Security Program

FortiFlex offers the most comprehensive consumption-based security program across cloud, hybrid cloud, and on-premises firewall deployments. FortiPoints gives customers on-demand access to the widest range of cutting-edge solutions across the cloud, hybrid cloud, and on-premises deployments. It is the only program that covers solutions and services for virtual offerings, physical hardware-based offerings, professional and support services, and trainings.

With FortiPoints, organizations can deploy any number of virtual appliance instances, with any number of supported virtual cores, and any a la carte or bundled services available by transferring points to FortiFlex. Organizations are also able to provision services for physical FortiGate hardware appliances, Fortinet's industry-leading next-generation firewall (NGFW) and secure SD-WAN solution. These solutions include:

- FortiGate VM (virtual machine) for NGFW and SD-WAN (software-defined wide area network)
- FortiManager VM for centralized management, visibility, and automation
- FortiAnalyzer VM for analytics
- FortiWeb VM for web application and API protection (web application firewalls and web application proxies)
- FortiADC VM for application delivery controllers
- FortiPortal VM for a multitenant portal for security policy management and analytics

FortiPoints can also be used to renew, upgrade, and co-term a broad range of hardware solutions that include:

- FortiGate
- FortiManager
- FortiAnalyzer
- FortiExtender
- FortiSwitch
- FortiAP



**"Software and services will account for 56% of CBM (consumption-based model) spending in 2026, up from 41% in 2021."**<sup>2</sup>

As new Fortinet offerings are added to the FortiPoints and FortiFlex programs, organizations will also be able to leverage their points to consume and deploy these new offerings. Organizations can benefit from the flexibility and optimized spend of FortiFlex and future-proof their investment thanks to a single, easy-to-use program.

## FortiPoints: One Program, Many Secured Possibilities

Organizations pursuing digital acceleration need to not only modernize their infrastructure but also modernize the way they consume and deploy security to protect their digital assets. As such, they need to adopt consumption-based security through programs like FortiPoints that enable them to implement security that is as fluid as their digital acceleration initiatives.

Fortinet FortiPoints empowers organizations with the flexibility to dynamically right-size their services and spend in securing their cloud, hybrid cloud, and hybrid mesh firewall environments for all digital acceleration journeys. With a flexible, points-based consumption program that covers a wide range of solutions and services, organizations can freely scale and secure their digital acceleration journeys however they choose, adjusting dynamically as needed—all without needing to go through excessive procurement cycles.

Available via private offers in cloud marketplaces, FortiFlex can help organizations meet their minimum use commitments with cloud providers such as AWS and Google Cloud. FortiPoints is also available directly through Fortinet Partners and through AWS Marketplace. When purchased through the AWS Marketplace, FortiPoints can help organizations draw down their Enterprise Discount Program (EDP) commitments. [Learn more about FortiPoints today.](#)

<sup>1</sup> "Cloud Computing Study 2023," Foundry, 2023.

<sup>2</sup> O'Connell, Adrian. "Forecast Analysis: Consumption-Based Models Portfolio Opportunity Worldwide," Gartner, May 1, 2023.



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