

Service Providers Seamlessly Deliver Data Compliant SASE Services with Fortinet Sovereign SASE

Executive Summary

Data sovereignty refers to the concept that digital data is subject to the laws and governance structures of the country or region in which it is collected, processed, or stored. This means that organizations must comply with local regulations regarding data residency, privacy, and security, ensuring that sensitive information remains within legally designated jurisdictions. Data sovereignty is crucial for businesses operating in highly regulated industries, such as financial services, healthcare, and government, and for multinational companies navigating complex global compliance requirements.

Fortinet brings SASE innovations to the next level with Fortinet Sovereign SASE, an industry-first turnkey solution designed to empower service providers to expand their business by creating their private cloud to offer customized SASE services tailored to the unique needs of highly regulated organizations. Fortinet Sovereign SASE ensures compliance, security, and efficiency while providing full autonomy and control over features and architecture with multi-tenancy capabilities. Service providers can create tailored offerings to address diverse customer needs flexibly and precisely.



Data Privacy Concerns

In 2024, 73% of consumers expressed increased concern about their data privacy compared to a few years prior, underscoring the importance of robust data governance and residency measures.¹

A Solution Built for Data Sovereignty

Fortinet Sovereign SASE ensures compliance with stringent data residency and sovereignty laws by keeping sensitive data within designated jurisdictions. Service providers and organizations maintain full control over their data storage and logs, ensuring privacy within their environments. This level of control is essential for regulated industries that must adhere to strict compliance requirements while maintaining operational efficiency.

Fortinet Sovereign SASE is a turnkey solution that simplifies deployment with pre-integrated components for rapid setup, configuration, and multi-tenancy management. Service providers can create flexible service offerings with scalable threat performance options based on user count. Its hybrid architecture enables on-premises data control while leveraging cloud-based orchestration for a fast, cost-effective deployment model.

Operational Independence

With full autonomy and control, service providers can independently manage their infrastructures, deployment locations, and security policies for each customer to align with local regulations and unique business needs. This operational independence ensures optimized security, performance, and compliance without relying on third-party management. Customizable policies allow providers to offer tailored services that address diverse customer requirements across different market segments.

Fortinet Sovereign SASE delivers a comprehensive security solution, integrating essential capabilities such as Firewall-as-a-Service, secure web gateway (SWG), zero-trust network access (ZTNA), cloud access security broker (CASB), digital experience monitoring (DEM), remote browser isolation, agentless ZTNA, on-premises sandbox, cloud data loss prevention, Security Operations Center-as-a-Service, and FortiGuard Forensics. These advanced security features empower service providers to deliver their customers robust, scalable, and compliance-driven SASE solutions.

Only Vendor Offering a Turnkey SASE Solution

Fortinet is the only vendor offering a turnkey, easily deployable SASE solution that delivers full autonomy and control over service and architecture, ensuring unparalleled flexibility, security, and compliance. Other features included are:

- Turnkey private SASE with pre-packaged components for seamless deployment
- Full customer control over service features and architecture
- Innovative hybrid design separating data control (on-premises) and orchestration (Fortinet network) for cost savings and fast go-to-market
- Flexible purchasing options tailored to different security and performance needs
- A comprehensive set of best-in-class SASE features and multi-tenant management

Why Fortinet Sovereign SASE for Service Providers

Service providers can seize new business opportunities by offering a private SASE service designed for regulated industries, ensuring compliance with data sovereignty requirements while reducing fees associated with noncompliance. This allows them to address the growing demand for secure, compliant networking solutions while differentiating themselves in the market.

With full autonomy and control, service providers can customize SASE services to meet specific customer needs, maintaining complete oversight of infrastructure and security policies. Fortinet's innovative hybrid architecture further enhances efficiency by separating core capabilities and data control within the customer's premises while leveraging Fortinet's orchestration and management portal for seamless, cost-effective deployment.

Additionally, flexible purchasing and bundling options allow providers to create tailored solutions that balance performance, security, and scalability. By leveraging a scalable SASE platform, service providers can expand their offerings, attract new customers, and drive recurring subscription-based revenue, ensuring long-term growth and profitability.

Deliver SASE Services

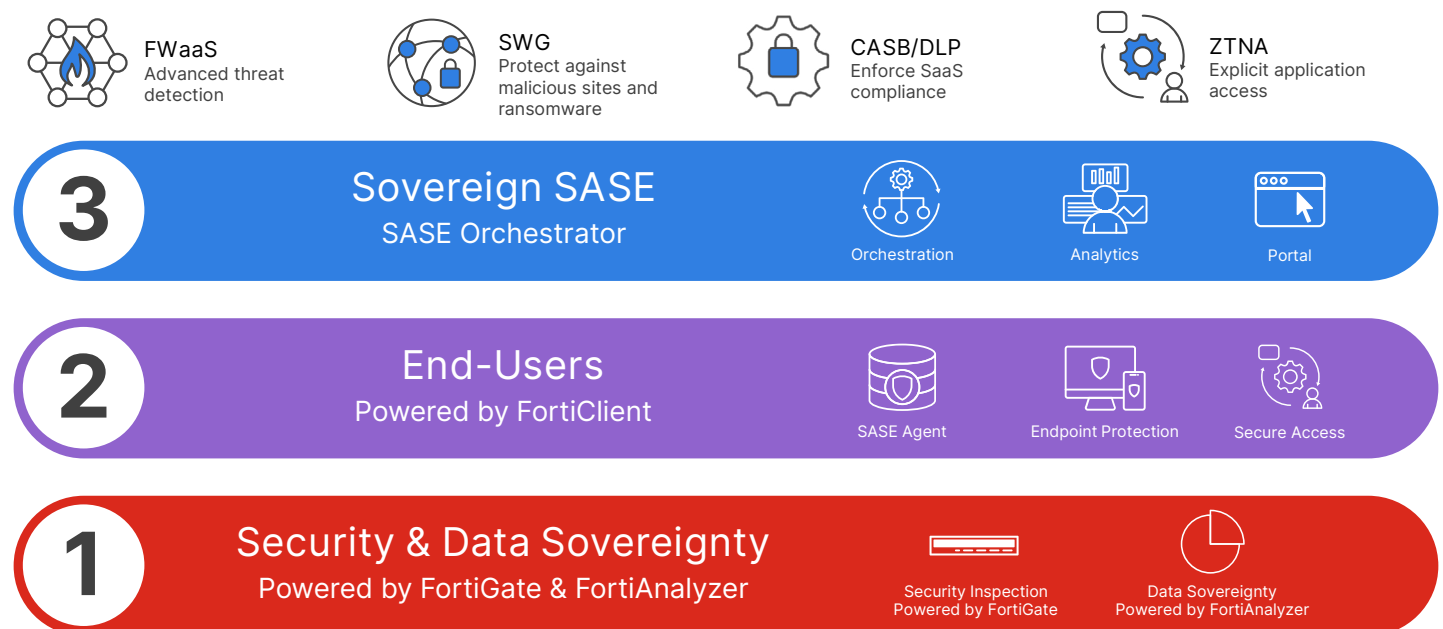


Figure 1: How Fortinet Sovereign SASE delivers services

The Solution's 5 Key Components

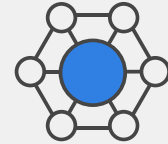
Fortinet Sovereign SASE comprises these key components:

1. FortiGate appliances for network security with Fortinet purpose-built security ASICs
2. Sovereign SASE entitlement for FortiGates with a full stack of SASE features
3. Per-user Sovereign SASE licenses
4. Sovereign SASE orchestrator and portal (at Fortinet location) for service configuration and orchestration of FortiGate and Sovereign SASE solution
5. FortiAnalyzer for network visibility, security analytics, and reporting

Delivering Tailored SASE Solutions

Fortinet Sovereign SASE empowers service providers operating in highly regulated industries and regions to offer their customers a modern SASE architecture without compromising compliance. By providing a turnkey solution with full autonomy, flexible deployment models, and comprehensive security features, Fortinet ensures that service providers can meet the evolving demands of their customers while maintaining strict data sovereignty and security standards.

With its hybrid architecture and customer-controlled data environment, Sovereign SASE enables seamless, cost-effective deployment while ensuring compliance with complex regulatory frameworks. Service providers can confidently deliver tailored SASE solutions that align with specific industry and regional requirements, allowing organizations to enhance security without sacrificing control or flexibility.



An IDC Analyst's Vision

"Organizations with strict regional or regulated industry compliance requirements are often faced with the dilemma of having a strong need for improved security posture while also having a significant barrier to adoption for modern SASE architectures," says Pete Finalle, research manager, security & trust at IDC. "Fortinet's Sovereign SASE solution takes the compliance guesswork out of adoption and enables service providers to deliver a robust SASE platform, which includes the latest DEM, network visibility, and AI-assisted security capabilities to the customers that need it most."²

¹ Osman Husain, [79 Eye Opening Data Privacy Statistics for 2024 \(Updated!\)](#), Enzuzo, February 7, 2024.

² [Fortinet at Mobile World Congress: Join Us to Explore Sovereign SASE Innovations](#), Fortinet, February 12, 2025.