



BT and Fortinet. We see further.

Security-led networking, now and in the future.

Business agility has long been a strategic imperative. Increasing customer demands and leaps in technology mean organisations have had to manage change and make decisions quickly. More than ever, customers have to be flexible and agile to manage the shift in the way that people are working, which has created additional security challenges.

In the past, it's likely that you tackled each new security issue with specialised products to solve particular problems. But each new technology you deploy, increases the potential attack surface, providing a route into your network for hackers and cybercriminals. The change in working styles, locations and how we use our devices to work added further to the security challenge as businesses have opened up access to workers over the public internet and consumer-grade home networks. Wherever network edges expand, new security needs to be deployed against the new risks. But managing a growing patchwork of point security solutions from different vendors is not the answer – too complex and unable to scale, it's increasingly ineffective as it leaves gaps. The answer is better integration and simplification.

BT and Fortinet security-driven networking solutions protect first then connect.

Keeping your valuable data secure is critical. Security concerns are the number one obstacle to enterprises being able to transform using new technologies. As you move your business to being available 24/7 to your customers, partners and staff, from any device across any network, the challenge increases. Your security and network operations teams, who have traditionally worked separately, now find themselves unable to cope against new forms of attack.

BT and Fortinet take a new approach. We secure your data first and then connect you and manage it all through a single pane of glass. By bringing together the features embedded within Fortinet's industry-leading next-generation firewall including an SD-WAN overlay in one single device, you get data protection by design, not as an afterthought. And it's all pre-integrated and managed by BT. We protect your applications while managing your traffic across your networks to deliver the best user experience.

Only 30%

of executives say their organisation is excellent at using cloud computing while protecting security.

43%

of executives worry their data and network security team does not have the right skills.

BT's survey of large businesses in 2020 revealed that security is now top of the business agenda for CISOs and is now an enabler of business transformation. CISOs now have to step into the spotlight to deliver on this.

We make it easy to increase network flexibility securely and save money.

SD-WAN provides a fast way to increase flexibility and enable hybrid networking, bringing cost and performance benefits. However, you need to check carefully that the security features of the SD-WAN solution you are evaluating will provide sufficient protection to maintain your security posture. We help you understand all the risks, ensuring you don't inadvertently expose your organisation to unknown threats while transforming your network. If you already have Fortinet next generation firewalls then migrating to SD-WAN is even easier. SD-WAN functionality is already built into the firewall, which means you avoid the cost of an additional SD-WAN device.

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FORTINET®



We make it easy to scale globally.

We operate in over 180 countries. Our approach makes it easy to add devices and infrastructure, all managed as a single entity and giving you the flexibility you need to respond to market changes and to grow.

We simplify, automate, and optimise operations.

We remove complexity and cost by managing everything centrally for you. We offer a choice of services based on your business needs, that easily scale – from initial set-up and deployment to ongoing monitoring and threat detection, management, and continuous improvement, all under one single contract.

We extend security through your network

- **Managed Next Generation Firewall** – Identify and block attacks, malware, and other threats whilst also providing a path for rapid secure SD-WAN roll out, helping you evolve with the threat landscape and keep your network secure as new threats arise.
- **Managed Web Application Firewall** – Whilst traditional firewalls offer protection at the network layer, our managed web application firewall solution will filter, monitor, and block traffic to and from your web applications to protect them from attack, making sure your most sensitive data is safe and helping you stay compliant.

Why BT and Fortinet?

The BT and Fortinet partnership taps into years of experience in both networking and security that have been refined during a decade of working together. You also get the peace of mind that comes with working with trusted global security providers that are recognised by IT analysts as leaders:

- Fortinet are a Leader in Gartner's Magic Quadrants for Network Firewalls (11 times) and WAN Edge Infrastructure (SD-WAN)
- BT are rated as a Leader in the IDC MarketScape: Worldwide Managed Security Services 2020 vendor assessment.

Together we can help you stay ahead with our experience and unrivalled understanding of cybersecurity threats:

- we support some of the world's largest companies, nation states, and critical national infrastructures, giving us deep insight and intelligence in cybercrime
- we protect against 6,500 cyberattacks per day on our own networks and have 3,000 skilled security experts globally helping us understand how to prioritise and validate the threats that really matter to your business
- our ongoing work with INTERPOL, the National Cyber Security Centre, and others, gives us access to global intelligence that allows us to bring together information and turn it into actionable insight.

Navigate the complexity of the security vendor landscape.

BT select the very best vendor partners for our managed security services so you don't have to. And only our best security partners like Fortinet are awarded **Critical Partner** status. **Find out what we can do together.**

Get in touch with your BT account manager to find out how we can help or visit www.bt.com/security for more information.

Offices worldwide

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