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Business Outcomes and Benefits of Fortinet Data Center Firewalls

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Executive Overview

Fortinet data center firewalls delivered 318% ROI over three years with a payback of less than six months, according to a Forrester Total Economic Impact (TEI) study. In addition to a significant ROI, key results include improved networking and security performance, increased networking and security team efficiencies, end-user productivity gains, legacy solution cost savings, and eco-friendliness for better sustainability.

Fortinet's comprehensive portfolio of data center cybersecurity solutions seamlessly deploys as hybrid mesh firewalls to deliver a secure networking solution that simplifies and unifies network and security management with FortiManager. FortiGuard AI-Powered Security Services provides market-leading security capabilities designed to protect application content, web traffic, devices, and users wherever they have been deployed. It continuously assesses risks and automatically responds to and counters known and unknown threats anywhere across the distributed network.

The following findings are from the Forrester TEI Study.
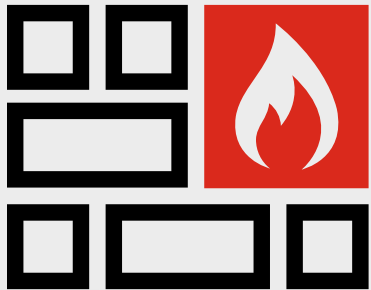
"The selling point for Fortinet is that it does more than just a firewall."

– Network and Technical Security Manager, Natural Resources

Improved Networking and Security Performance

Customers experienced more than $5.4 million in savings over three years. Fortinet provides features to identify threats and attacks against organizations that result in the disruption of business continuity.

"I ran a report for a 12-month period prior to switching to Fortinet [regarding the] number of outages. I ran the same report after the migration to Fortinet to show an apples-to-apples comparison and the number of outages was 50% less over a 12-month [period]."

– Senior Network Engineer, Insurance

Networking Team Efficiencies

Customers enjoyed a 90% reduction in the time full-time equivalents (FTEs) spent on manual updates and fixes worth more than $1.2 million over a three-year period. They also had a 50% reduction in device reimaging and 95% reduction in ancillary device connections. Customers were able to reallocate their time toward other value-add activities. Fortinet's ease of use impacted the employee experience for networking teams by automating areas that previously required manual or time-consuming processes (for example, maintaining and upgrading hundreds of firewalls).

"[With Fortinet], the visibility that we have on the traffic is kind of the single pane of glass that allows us to make changes portfolio wide. It allows us to change our footprint from reactionary break-fix to more proactive measures."

– Deputy CISO, Real Estate

End-User Productivity Increased

Customer end-users saved about 2,535 hours on manual fixes that amounted to about $147,000 over a three-year period. Automation and more secure measures led to less device reimaging and IT ticket submissions for ancillary device connections.

"You're talking days in our prior systems [to know if there is a compromised device]. We wouldn't know that something was infected. Now, the minute [the end-user] loses network connectivity, that's the first thing I look for."

– CISO, Education

More than $1.2 Million Gained in Efficiencies

Customers avoided or did not need three security operations FTEs. Security operations teams were augmented with Fortinet's features that assisted in mitigating threats and attacks, which gave time back to employees and improved their overall employee experience.

> "[Fortinet] certainly gives us the ability to reduce the amount of pure network security staff and firewall management staff and allows us to focus on other areas [of security] that we have concerns with."
>
> – CISO, Healthcare

40% Savings in Previous Solution Costs

Fortinet is 40% more cost effective than the composite's other next-generation firewall (NGFW) appliance and services solutions, which led to significant cost savings. Over the course of three years, legacy solution cost savings are worth more than $2.6 million to the composite organization.

"The complexity goes down because you're not managing as many products. You don't have to register or re-register subscriptions for licensing on all those platforms. Naturally, the overall cost goes down with the Fortinet solution because of its simplicity."

– Senior Network Engineer, Insurance

Improved Security Posture

Security posture improved because of Fortinet's FortiGuard real-time protection for known and unknown threats. Across data centers, the solution provides clear visibility into the threat landscape and protects against and mitigates potential attacks that would lead to serious financial and reputational impact on the organization.

"We're able to phase in [Fortinet] quicker and faster [than other solutions], which allows us to go back and tune things. In terms of risk, I'm able to put more protections in place and [do it] faster, which inherently lowers my [organization's] overall risk posture in scenarios that [it's] being faced with."

– Deputy CISO, Real Estate

Improved Visibility and Network Reliability

Fortinet offers simplified, centralized management for network infrastructure, improving visibility for IT teams and reducing network-related management, maintenance, and monitoring costs. Firmware updates take less time and are more reliable, and configurations, testing, and training require fewer resources and present fewer challenges.

"[With Fortinet], you can see [the] top threat, [and] you can see outbreak prevention statistics centralized inside of [the Fortinet] FortiAnalyzer reports. You can look at historical and live data. You can see it all. It's expanded our security posture more than I can tell you."

– Senior Network Engineer, Insurance

Improved Sustainability

Fortinet firewalls are powered by purpose-built security processing units (SPUs) designed to deliver high performance that improves and maintains sustainability efforts and ultimately reduces the overall power consumption in data centers.

"We've seen an overall reduction in power usage as we still have some [previous solutions] in our environment. As we take out each one of those [previous] firewalls, we see an overall reduction in power consumption."

– CISO, Healthcare

Fortinet Customer Support

The vendor's support team is notably responsive to customers. The team supports customers with technical support 24×7 and offers high-touch support and Professional Services.

M&A Efficiencies

Fortinet's quick implementation and deployment enable customers who deal with M&A activity to easily consolidate and standardize solutions across data centers.

"You get introduced to everybody. I've personally talked on the phone to [Fortinet's] VP of East Coast sales [which] I've never had with another vendor. We're a relatively small customer of theirs, but that type of care, thought, and following up [makes a difference]."

– CSO, Education

Summary

Business outcomes[1]

- 318% ROI
- < 6 months payback
- 40% savings to previous NGFW solution costs

Overall benefits[1]

- 50% reduction in network outages
- $2.6M in cost savings
- $5.4M improved networking and security performance

Efficiencies[1]

- 90% reduction in FTEs
- $1.2M+ in efficiency gains
- 2,535 hours of end-user savings

Value to the organization

- Improved security posture
- Improved visibility and network reliability
- Improved sustainability

About the Forrester TEI Study

Fortinet commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study and examine the potential ROI enterprises may realize by deploying Fortinet data center firewalls and services. The Forrester TEI study is a research methodology designed to help organizations assess the potential financial impact of implementing a particular technology or solution. This study focused exclusively on the Fortinet data center firewall.

Forrester interviewed five customers and then aggregated the results to build a composite organization that is industry agnostic with an annual revenue of $2.5 billion, 15,000+ employees, and uses three data centers.

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