

FORTINET SMB SECURITY IN A BOX

Fortinet SMB Security in a Box – until December 31, 2018, receive more than 45% off the suggested retail price when you buy in a bundle! Select from three bundles that combine all the critical components you need to secure your customer’s data from cyber-attacks; including next generation firewall, cloud reporting, a PoE switch with an access point, and 24 x 7 support.

SMALL BUNDLE	FORESEESON SKU FSEE-060E-221C-108E-BDL
FortiGate 60E Cloud Management and Reporting FortiSwitch 108E PoE FortiAP 221C 24 x 7 Support for all Hardware	

MEDIUM BUNDLE	FORESEESON SKU FSEE-100E-321C-124E-BDL
FortiGate 100E Cloud Management and Reporting FortiSwitch 124E PoE FortiAP 321C 24 x 7 Support for all Hardware	

LARGE BUNDLE	FORESEESON SKU FSEE-200E-321C-124E-BDL
FortiGate 200E Cloud Management and Reporting FortiSwitch 124E PoE FortiAP 321C 24 x 7 Support for all Hardware	

SELECTING THE RIGHT BUNDLE FOR YOUR CUSTOMER

Start by asking, how many devices are being utilized by your customer’s internet?

The number of devices will vary depending on the number of employees and the number of devices each employee has connected to the internet. Devices can be iPads, mobile phones, or any other device that requires an internet connection.

What is their current internet speed?

When determining which bundle is the right size for your customer, consider future growth and objectives. Will redundancy and performance be used?

Sizing table

The following table can be used as a guideline to determine the correct bundle. Contact your ISA or Fortinet SE to have a more detailed sizing discussion if needed.

	Up to 100 Mbps	Up to 150 Mbps	Up to 500 Mbps
Up to 25 devices	Small	Small	Large
Up to 100 devices	Medium	Medium	Large
Up to 250 devices	Large	Large	Large

- Sizing above is meant for guideline purposes only
- Device count represents concurrent users
- Throughput numbers consider appliance run with all services turned on

Additional Resources:

[Fortinet Partner Portal](#)

[Fortinet SMB Security Solutions](#)

[Fortinet Products Page](#)

For questions, please contact

Foreseeson orders@foreseeson.com

Selling to the SMB has never been easier – or more profitable!

Imagine helping your customers manage access points and switches while pushing security out to every corner of the network – all in one easy-to-procure and deploy bundle. Fortinet's newest SMB bundles deliver a connected Unified Threat Management solution offering a level of integration that enables easy management, clear visibility, and complete security across switching and wireless infrastructure that can easily scale with your customer's business. Network administrators can easily configure security policies from the GUI and push them to the switching and wireless elements of the network, while taking advantage of the tight integration with the FortiGate to quickly monitor traffic and drill down deeply to individual user behavior and history.

While the three bundles are standardized to address various customer needs (0-250 employees), they are also built to be flexible and scalable – because every customer is different. This means you can deploy a standard appliance platform that allows you to add more security services as well as integrated hardware extensions over time to increase your customer value, revenue, and profitability.

PROSPECTING QUESTIONS:

Is your current firewall approaching 3 or more years of age?

Follow up: Most legacy firewalls of 3+ years have become bottlenecks/breaking points as network bandwidth has increased. Consider one of Fortinet's SMB bundles

Are you ready to add more security to your network?

Follow up: A bundled solution is the perfect (and easiest) way to stay secure and on budget.

Have you upgraded (or are you considering upgrading) your network bandwidth?

Follow up: This is a natural time to upgrade your firewall/consolidate your network security with one of Fortinet's SMB bundles

Are you ready to add, expand, or upgrade wireless access in your office?

Follow up: Most customers find it much easier and affordable to add FortiAPs to be managed by FortiGate. Each of Fortinet's bundles includes a FortiGate and FortiAP appliance.

Do you have a growing need for more internet connections in the office?

Follow up: With the rise of connected devices, many organizations are increasing the amount of wired switching in their offices as well as upgrading switches that can also power (PoE) connected devices. FortiSwitch, offered in Fortinet's bundles, is a quality alternative to Cisco and other legacy switching.

Are you concerned about the ransomware or data breaches making the news and interested in increasing the security of your business?

Follow up: According to the Verizon Data Breach Incident Report, more breaches occurred at small than large businesses. Adding FortiGate's top-rated security stack and the other elements in one of Fortinet's SMB bundles is a great way to reduce your risk.

Would you like to save money by bringing your voice and email communications in-house?

Follow up: Many FortiGate customers are adding FortiVoice or FortiMail to move away from expensive, recurring charges from ISPs. While FortiVoice and FortiMail are not part of the Fortinet bundles, it is a natural extension and can be easily added.



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