Fortinet Field Briefing:
Updates to FortiGuard Bundles and New Services
Date: April 8, 2020

What is the news?

To better align FortiGuard Bundles with customer use cases and streamline our offerings, Fortinet is making adjustments to existing bundles as well as offering new services upon availability of FortiOS 6.4.

This field brief provides updates to previously announced FortiGuard bundle changes, superseding previous versions.

Summary of changes:

1. Updates to FortiGuard bundles:
   a. Unified Protection will be renamed "Unified Threat Protection (UTP)"
   b. New ENT and 360 Protection SKUs with new service adjustments will be introduced and replaces current SKUs, respectively. Adjustments include addition of new FOS 6.4 services and removal of CASB from bundles. With the removal of CASB, ENT pricing will be reduced to 80% of hardware from 85%. ENT will also receive FortiConverter, starting in Q2 2020.
   c. Upon introduction of new ENT and 360 SKUs, current ENT (FG-xx-BDL-980-DD, FC-10-xxxxx-980-DD, and FCx-10-FGVVS-991-02-DD) and 360 (FG-xx-BDL-988-DD, FC-10-xxxxx-988-DD, and FCx-10-FGVVS-992-02-DD) Protection SKUs will be no longer orderable and are replaced by the new ENT and 360 Protection SKUs in the Q2 2020 pricelist.
   d. Targeted use case by bundle:

Bundle Offering	Changes	Target Use Cases
1. Advanced Threat Protection	• None	• Next-generation Firewall (NGFW)
2. Unified Threat Protection	• None	• Next-generation Firewall (NGFW) • Secure Web Gateway (SWG)

3. Enterprise Protection	• Remove:
	   ○ CASB
	• Add:
	   ○ FortiConverter
	   ○ IoT Service
	• Price:
	   ○ Reduction to 80% of HW (5% drop)
		• Next-generation Firewall (NGFW)
		• Secure Web Gateway (SWG)
		• Compliance & Benchmarking

4. 360 Protection	• Remove:
	   ○ CASB
	• Add:
	   ○ SD-WAN Orchestrator (FOS 6.4)
	   ○ IoT Service
	   ○ IPAM
	• Price:
	   ○ No Change
		• Next-generation Firewall (NGFW)
		• Secure Web Gateway (SWG)
		• Compliance & Benchmarking
		• SD-WAN

2. New FortiGate subscription services will be available a-la-carte, and part of ENT and/or 360 Protection bundles:
   a. SD-WAN Orchestration
   b. IoT Service
   c. IP Address Management (IPAM)
3. Security Rating service, currently available a-la-carte and as part of ENT and 360 Protection, will be enhanced with new checks in FOS 6.4.
4. A new a-la-carte, add-on FortiAnalyzer Cloud subscription will available to the base log ingestion plus IOC license (FC-10-xxxxx-188-02-DD) to include all log types. This applies for FortiGate models 80E and above (FC-10-xxxxx-208-02-DD); and is to be added on top of the base license.

What are the details?

Organizations globally are undergoing digital innovations initiatives, which creates complexities and blind spots across their network as a trade-off. As a result, customers need an integrated cybersecurity platform to accomplish their desired digital innovations outcome without sacrificing security and visibility, and look to the Fortinet Security Fabric.

To help customers make this transition, Fortinet is streamlining our FortiGuard bundles offering to better align to major use cases the customers adopt and execute on, and also make choices easier by having clear and distinct use cases for each bundle:

Clear and distinct use cases per bundle	ATP	UTP	ENT	360
NGFW	●	●	●	●
SWG		●	●	●
Compliance & Benchmarking			●	●
SD-WAN				●

A new use case that many Enterprises undergo is that of benchmarking against peers to understand and identify investment gaps and prioritize against them. Additionally, with more emergence of various edges and complexities as a result of digital innovations, organizations also need help to quickly and holistically understand their posture relative to compliance obligations that must adhere to. To address this, the Enterprise Protection bundle has been revised to focus on this use case, along with services to help customers make deployment transitions and policy updates through FortiConverter.

FortiGuard 360 will continue to provide customers with the best protection and support options available but with added focus and capabilities of supporting intuitive SD-WAN orchestration to help customers more readily achieve their security-driven network outcomes with ease. As such, FortiGuard 360 Protection introduces SD-WAN orchestrator capabilities as part of its bundle to support customers who need the ability to manage multiple SD-WAN instances.

Additionally, to help customer better address the complexities of IoT devices in their environment, Fortinet will be introducing a new IoT Service as part of ENT and 360 bundles. This service will help customers automatically identify IoT devices on the network and assign them to an appropriate IoT VLAN along with the appropriate policies.

Lastly, to help customers better manage and operate their network, FortiOS 6.4 will introduce IPAM (IP Address Management) capabilities. This will help customers plan, track, and manage DNS and DHCP address spaces in their networks. The IPAM service will be a part of the 360 Protection bundle.

Services included by FortiGuard bundle:

As part of the streamlining effort to simplify and align bundles for Fortinet's customers, we will be removing CASB from the bundle, starting in Q2. Customers who want to maintain or deploy CASB will need to purchase this capability a-la-carte via FortiCASB. With this change, we will be reducing ENT bundle pricing from 85% to 80% of hardware.

And, as a minor change, Unified Protection will be renamed to "Unified Threat Protection" to bring the branding more in line with customer expectations, particularly those in the SMB segment.

Finally, to help customers get broader FortiGate analytics and better automate responses in their networks, we are introducing a new a-la-carte FortiAnalyzer Cloud subscription add-on for models 80E and above that will extend base log coverage to include all log types – the base FortiAnalyzer Cloud license is a required prerequisite (FC-10-xxxxx-188-02-DD). The new add-on SKU will be FC-10-xxxxx-208-02-DD.

Additional Notes:

- Existing customers who have ENT or 360 bundles who wish to renew with CASB will need to purchase FortiCASB separately.
- The new FOS 6.4 services including SD-WAN Orchestrator will be available as a standalone, a-la-carte option.

Ideal Opportunity?

Target Customers include:
- Enterprises – All sizes
- Medium Businesses

Key buyers & Influencers:
- CISO, CIO, Security Architect, Incident Responders

Why does this matter to your customers?

Fortinet is aligning FortiGuard bundles to clear and distinct customer use cases to make purchase decisions easier. Additionally, FortiGuard bundles are revised to reflect two very important Enterprise customer use case needs: Benchmarking & Compliance, and SD-WAN.

We are also introducing new services (IoT, IPAM, SD-WAN Orchestrator) as part of FOS 6.4 that customers will benefit from.

For FortiAnalyzer Cloud, we are making it easier for customers to broaden their insights with the ability to expand their log coverage to include all log types beyond the base log coverage plus IOC service for models 80E and above.

FAQ

With the new changes that go into effect in Q2 2020, what happens with customers who already have ENT or 360?

Renewing customers with ENT or 360 bundles who want to maintain CASB will need to purchase FortiCASB separately. The price reduction for ENT takes this into account to help customers make the transition.

Can I purchase SD-WAN Orchestrator capabilities separately as a standalone add-on to my deployment?

Yes, SD-WAN Orchestrator will be available as a standalone SKU.

What are the new SKUs for ENT and 360 bundles to be made available in Q2 2020?

The specific SKUs will be published as part of the Q2 pricelist roll out.

Who do I contact for more information?

Please contact your local Fortinet Representative.