Fortinet: Your link to the Star

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Lines and lines and lines

- Fleetbroadband < 1 Mbit
- VSAT < 20 Mbit
- STARLINK for Maritime
  - > 40 Mbit or above 200 Mbps
  - Plus a huge upload
- 4G/5G on-shore

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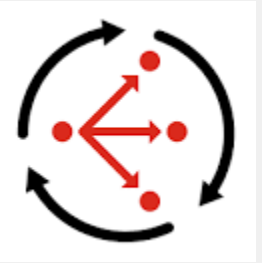
The Good, the Bad and the Ugly

Of connectivity

- That leaves us with one option
- Secure SD-WAN



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Why we ask for more ?

- More bandwidth ?
- Better quality ?
- Better price ?
- Connectivity is not about lines

Connectivity is just an enabler

- Think your Internet at about ADSL 384Kbps/128Kbps vs FTTH

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What is Fortinet Secure SD-WAN ?

- Secure SD-WAN is a business enabler
- In the Age of Digital Transformation of your vessels

- And not about sending traffic left or right
  - Yes we still see competitive products pitching about traffic steering

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What Fortinet Secure SD-WAN address ?

Just examples

- Direct Cloud Access
- Better application performance thanks to increased availability and agility
- Increased business agility
- Reduced cost with transport independence across Startlink, 4G/5G LTE, VSAT etc
- Reduced complexity with a single vendor and single-pane-of-glass management
- Optimized user experience and efficiency with SaaS and public cloud applications
- Vessel Performance Monitoring
  - Huge chapter

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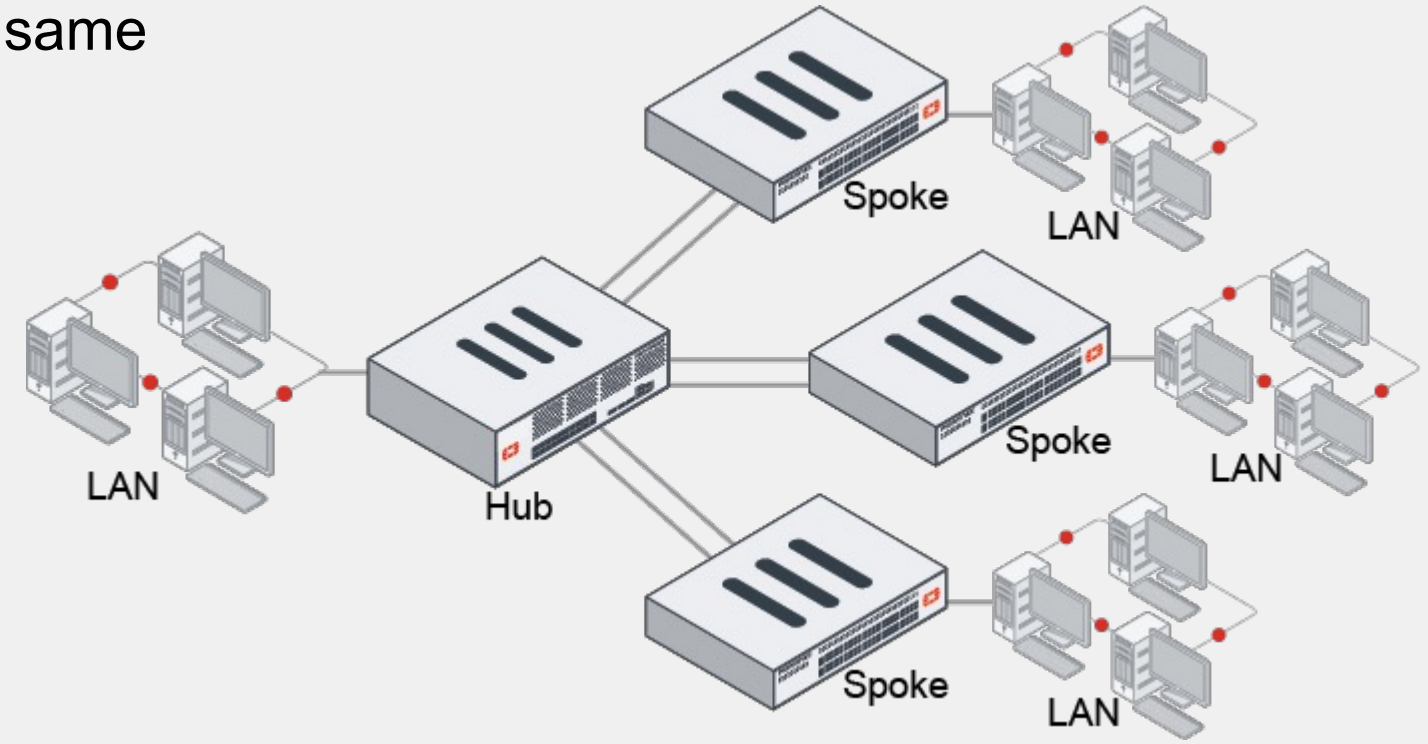
Why we are different ?

- Not all SD-WAN offerings are the same



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Secure SD-WAN Five-Pillar Approach

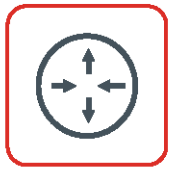
These pillars together define and secure all available paths to all possible destinations

Their configuration does not change during regular operations and/or functioning of the network!

This is the intelligence that steers the actual traffic!

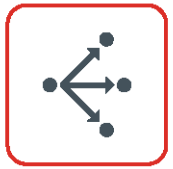
Underlay — Choose the WAN links to use

Overlay — Choose the desired topology to interconnect your sites



Routing — Choose how to propagate routes between your sites

Security — Choose how to protect each of the available paths



SD-WAN — Choose the strategy to pick one of the available paths

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Why we are different ?

- Management
- Control, Data Plane, Security
- Network Access

Layer	Functions	Devices	
Management and orchestration	• Unified management • Template based solution • Zero touch provisioning • Logging, monitoring, and analysis • Automated orchestration using the REST API	FortiManager	FortiAnalyzer

Control, data plane, and security	• Consolidation of underlays and overlays into SD-WAN zones
	  • Underlay and Overlay
	• Scalable VPN solutions using ADVPN
	  • Overlay
	• Static and dynamic routing definition
	  • Routing
	• NGFW firewalling
	  • Security
	• SD-WAN health-checks and monitoring
	  • SD-WAN
	• Application-aware steering and intelligence
	  • SD-WAN
		FortiGate	

Network access	• Wired and wireless network segmentation • Built-in network access control	FortiSwitch	FortiAP

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How we will improve your security ?

- Secure SD-WAN enabled more security
- Forget static methods
  - Like AV (without updates because of data costs)
  - EDR takes also advance of the cloud
- Real time threat analysis
  - GWs are up to date from Fortiguard Labs
- Sandbox
  - Patient zero protection

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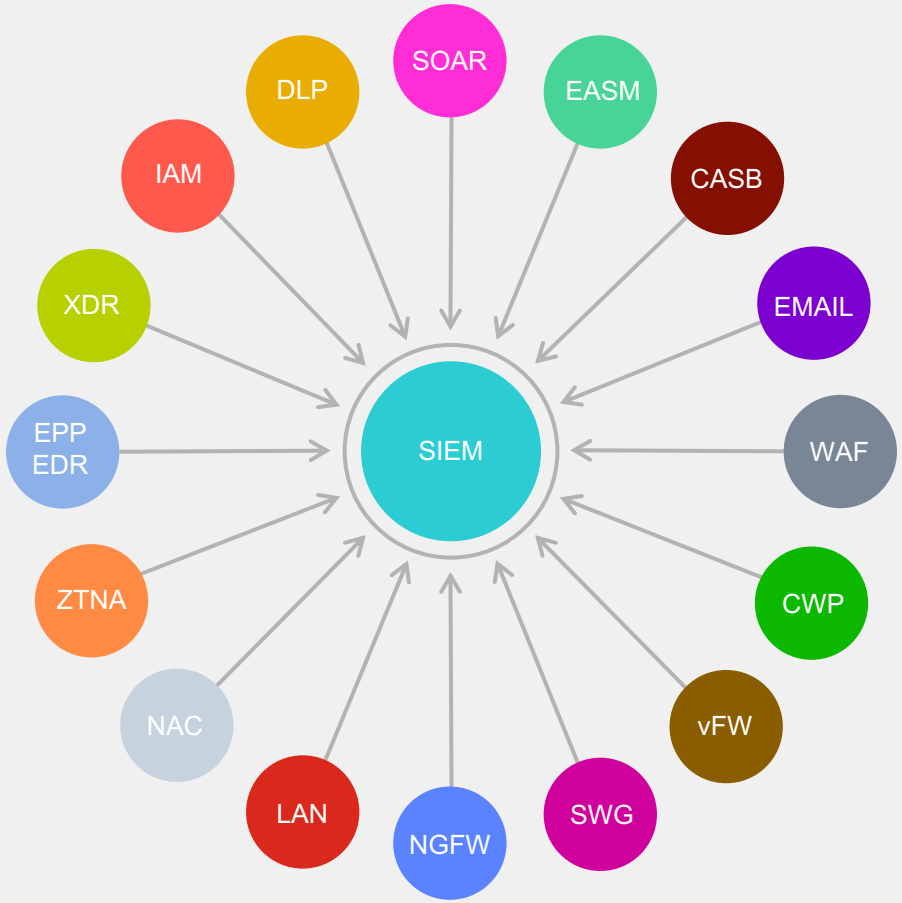
Consolidation of Security Point Product Vendors

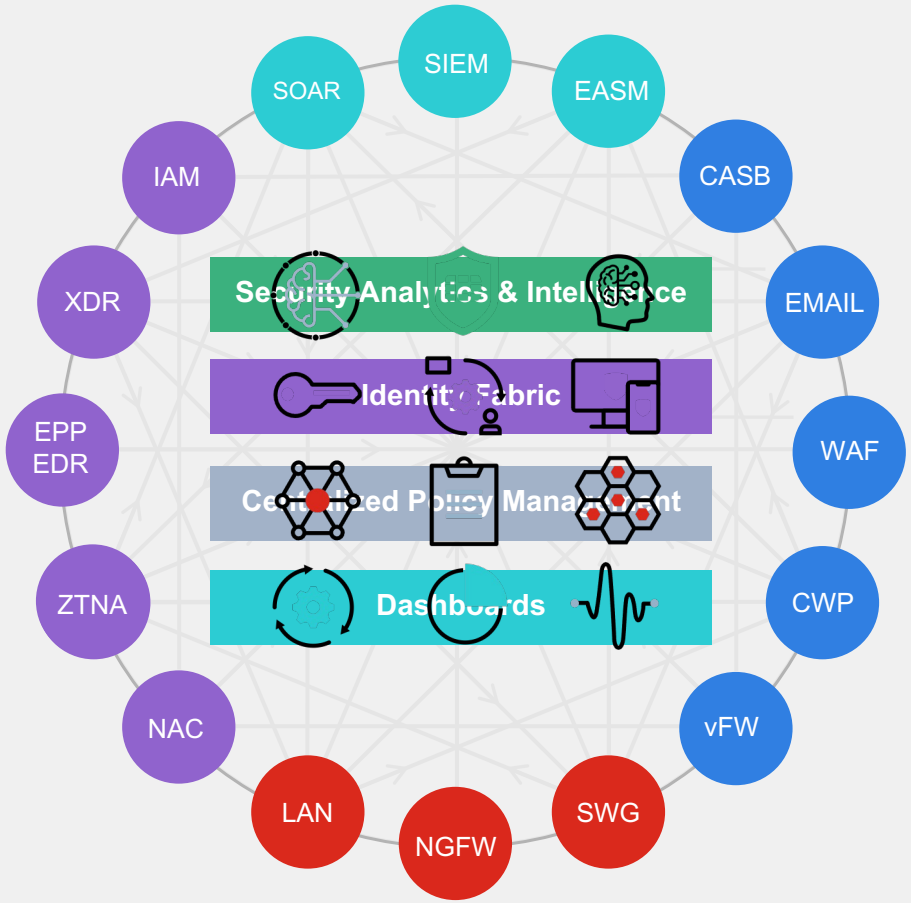
Gartner® Cybersecurity Mesh Architecture (CSMA)

Cybersecurity Point Products



20 Vendors

Cybersecurity Platform Approach



4-6 Platforms

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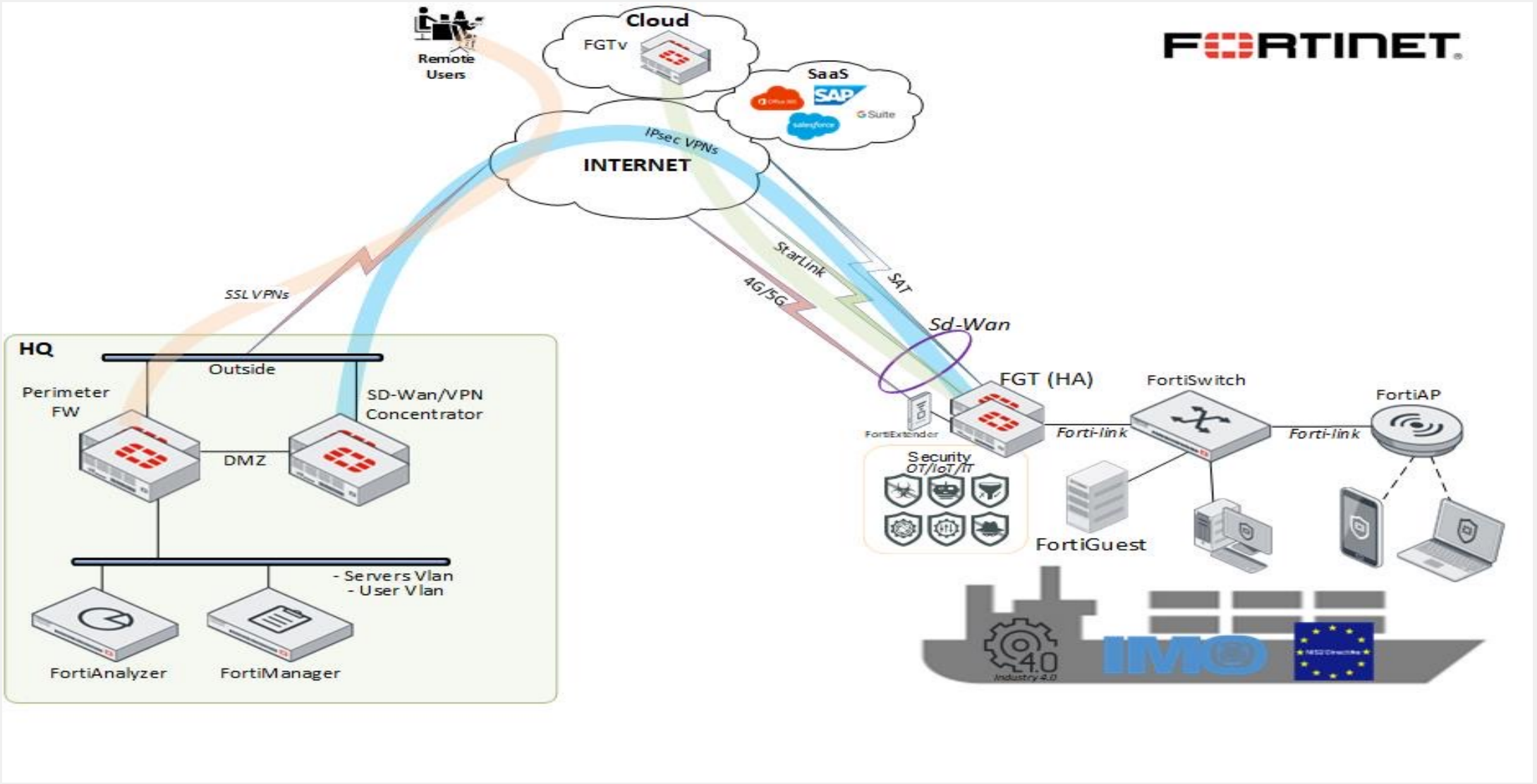
What is in for us ?



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