

Paul Donegan



Fortinet

CYBER SECURITY EVENT



Managed Services



IT Infrastructure



Cloud Computing



Telecoms



Security



Disaster Recovery

FORTINET



Paul Donegan
Country Manager

More External Forces Than Ever Are Impacting Security



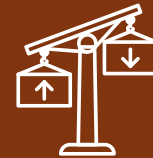
DIGITAL EVOLUTION

Digital innovation is creating tremendous opportunity but more risk.



TECHNOLOGY DISRUPTION

More companies are rapidly implementing AI to transform business operations.



ECONOMIC HEADWINDS

Budget changes and skills shortage are resulting in more delays and more risk.



SKILLS SHORTAGE

With 4.8M unfilled jobs, the struggle to recruit and retain cybersecurity talent creates additional cyber risks.



ENVIRONMENTAL, SOCIAL, & GOVERNANCE

Consumers and boards are putting more pressure to deliver on ESG initiatives.



REGULATORY AND COMPLIANCE

Companies are reacting to more frequent reporting and regulatory changes.



THREAT LANDSCAPE

Attacks are growing in sophistication and frequency.

- Long-Lived Exploits
- Industrial Ransomware
- Supply Chain Attacks
- Cloud Risks
- APT Threat Actors
- New Vulnerabilities
- Targeted Attacks On the Rise
- Insider Risk



Irish Data Breaches Surge in Q2 2025



VirtCIRT

95 followers



August 2, 2025

Executive Summary

- Quarterly breach volume in Ireland surged by ~70% from Q1 to Q2 2025—rising from approximately 51,100 to 87,000 exposed accounts .
- Total breached Irish accounts in H1 2025 exceeded 138,000. Ireland ranks **38th globally** in terms of breach density, with ~16 compromised accounts per thousand residents .

#1 Most Third-Party Validated

Fortinet is continually recognized across more than 140+ research reports from the major industry analyst firms like Gartner, IDC, and Forrester, and is recognized in **12** Gartner Magic Quadrants.

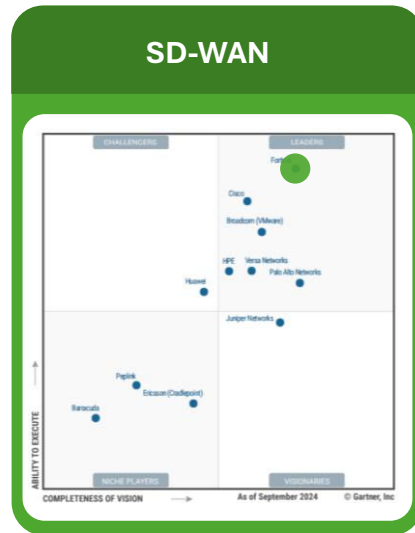


- Network Firewalls
- Single Vendor SASE
- SD-WAN
- Security Service Edge
- Wired and WLAN
- Data Center and Switching
- SIEM
- Endpoint Protection Platforms
- Email Security Platforms
- Access Management
- Privileged Access Management
- Cyber-Physical Systems Protection Platforms (CPS PP)

FortiOS Operating System



Gartner® Magic Quadrant™ for Network Firewalls – Published 19 December 2022 – Rajpreet Kaur, Adam Hills, Thomas Lintemuth



Gartner® Magic Quadrant™ for SD-WAN – Published 27 September 2024 – Jonathan Forest, Naresh Singh, Andrew Lerner, Karen Brown



Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, By Mike Leibovitz, Christian Canales, Nauman Raja, Tim Zimmerman, 25 June 2025.



Gartner, Magic Quadrant™ for SASE Platforms, Jonathan Forest, Neil MacDonald, Dale Koepfen, 9 July 2025.



Gartner® Magic Quadrant™ for Security Service Edge – Published 23 May 2025 – Charlie Winckless, Thomas Lintemuth, Dale Koepfen



The **Most Trusted** U.S.-Based Cybersecurity Company

Fortinet is ranked #7 in the Forbes Most Trusted Companies

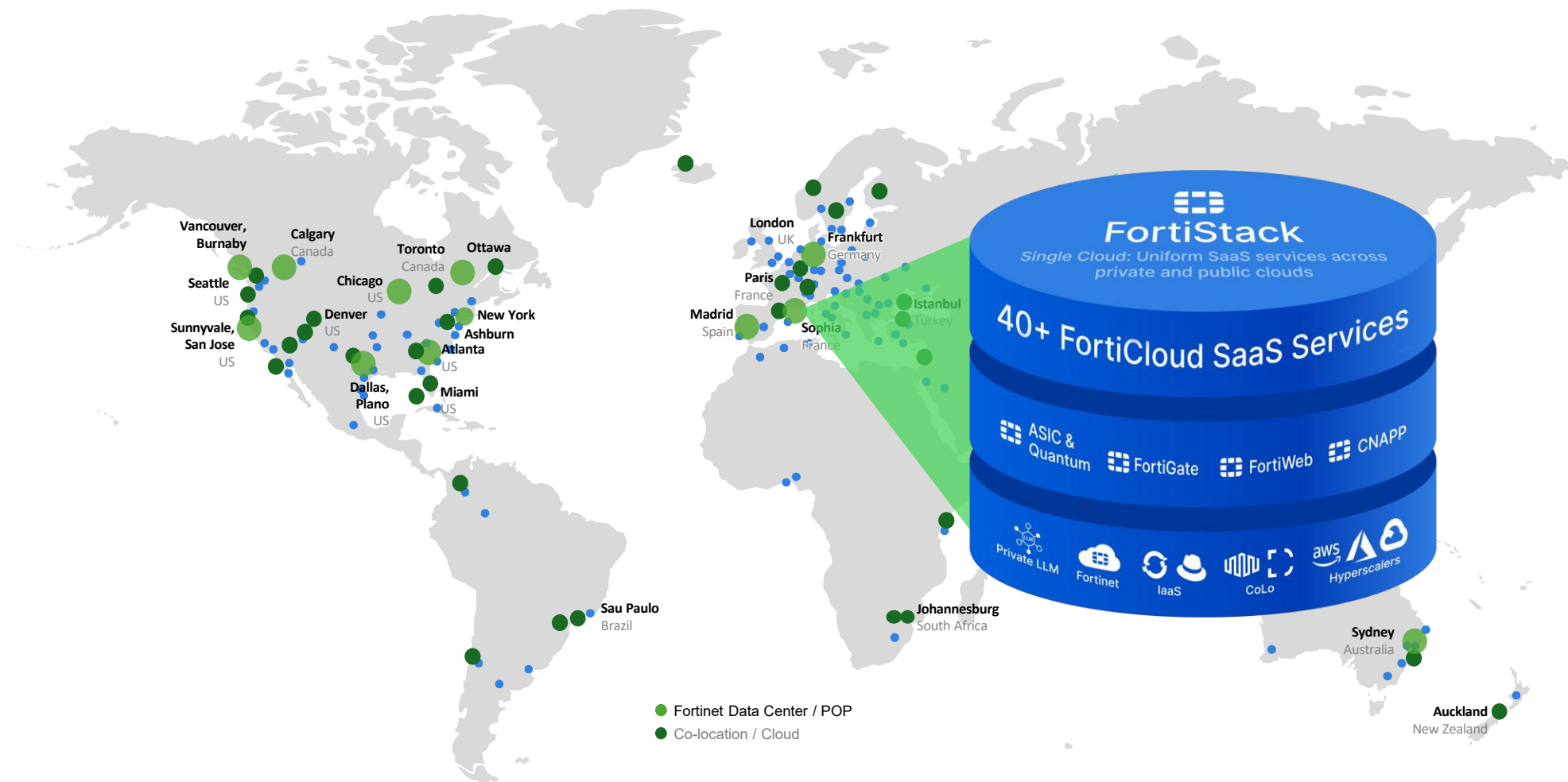


#1 in Enterprise Networking & Security

80% of Fortune 100 and **72%** of the Global 2000 depend on Fortinet to stay secure

Notes: Industry categories are based on 2024 billings from the G2000 list. G2000 - based off of the 2024 Forbes list; total number of accounts is 1,939 after factoring in M&A activity since publication. F100 - based off of the 2024 Fortune list; total number of accounts is 100 after factoring in M&A activity since publication.

Investing in Owned Global Infrastructure



What Works When Engaging on SASE



Why does SASE even Exist?

Remote Users

Managing on Prem

Exploding Complexity



- “Weakest Link”
- VPN
 - not Used Properly
 - Unreliable
 - not Scalable

- Time consuming
- Error-prone
- Branch Accessibility

- Network is Expanding
 - Securing Users, Cloud, Edge, ...
- Threats are increasing
- Skill shortage

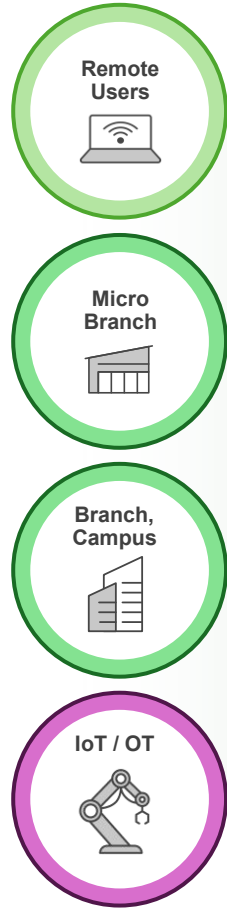
Zero Trust Mindset



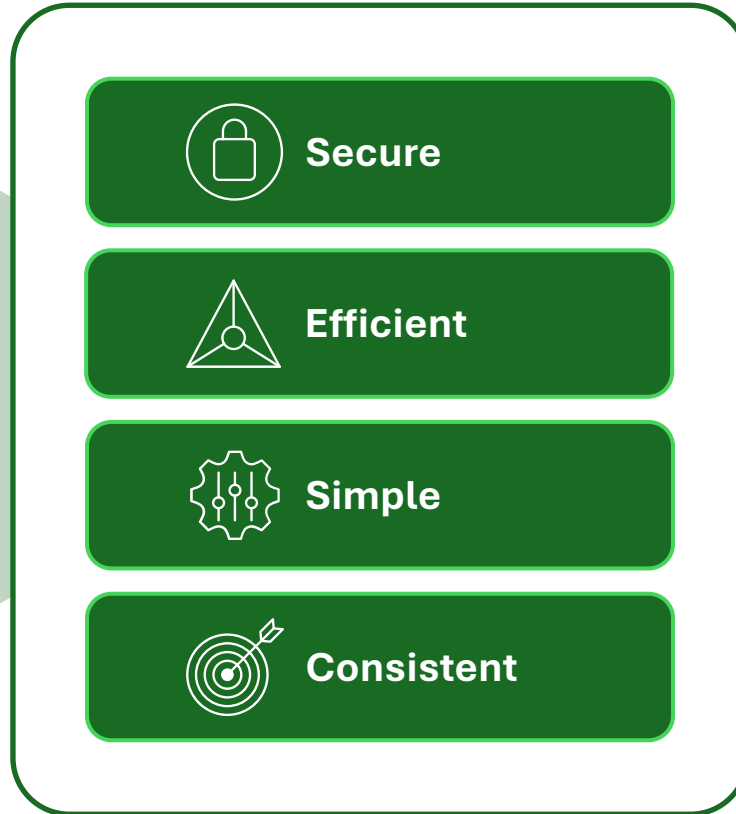
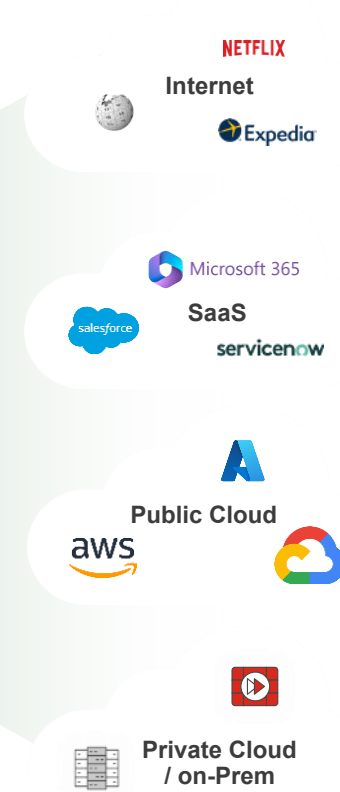
- Never Trust, Always Verify
- Identity, Device, Posture ... Continuously

The Objective of SASE is ...

Wherever the “User” is

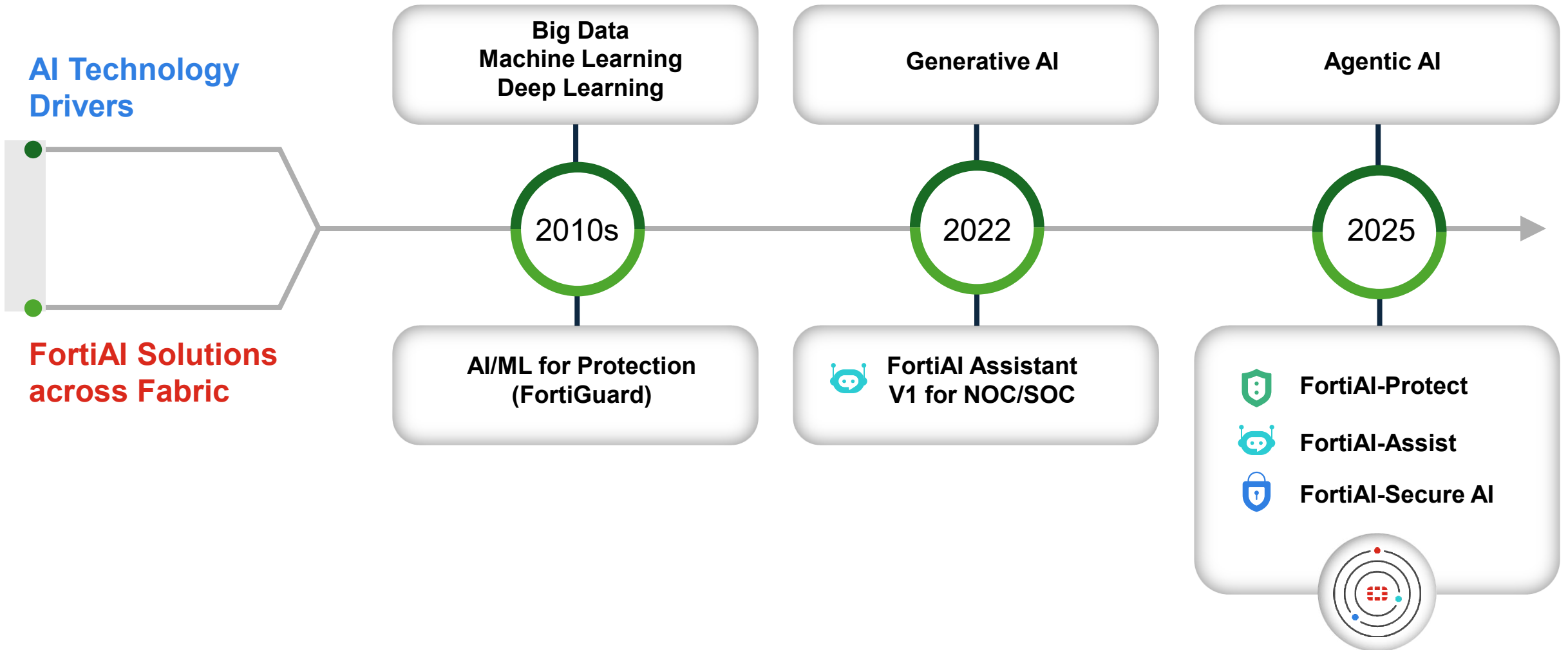


Wherever the Data/Application is



Leveraging the Cloud
wherever appropriate

AI Has Been Integral to Fortinet for Over 15+ Years



The Breadth & Scale of FortiGuard AI-

Security, Early Detection & Response

Broad Coverage
Telemetry from millions of Fortinet endpoints, networks, and applications

Broad Protection
across Fortinet Security Fabric

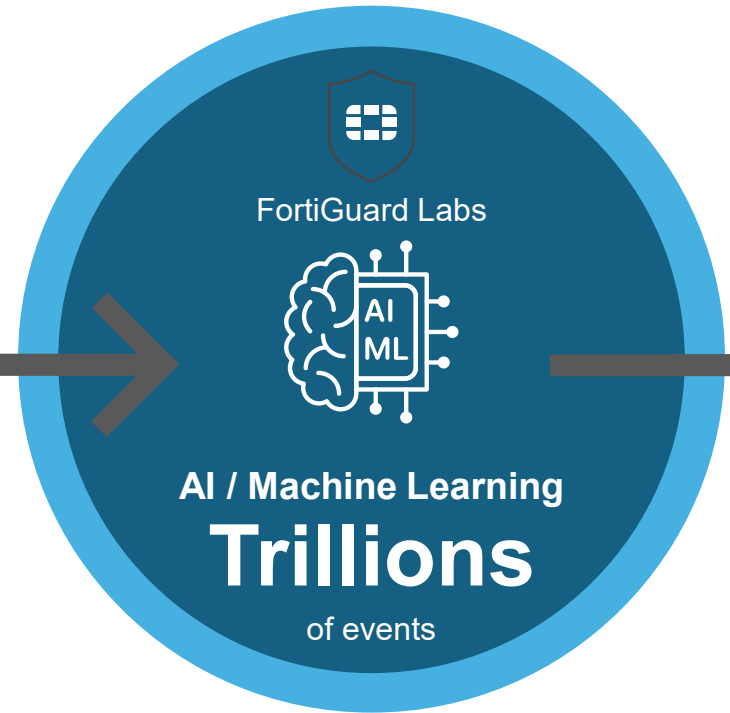
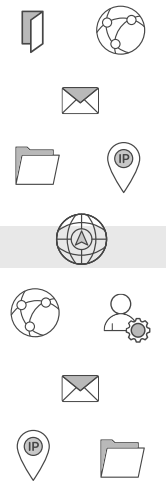
6M
Firewalls

300M
Emails

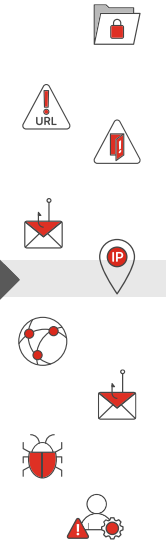
100M
Endpoints












40M
Sandbox Files

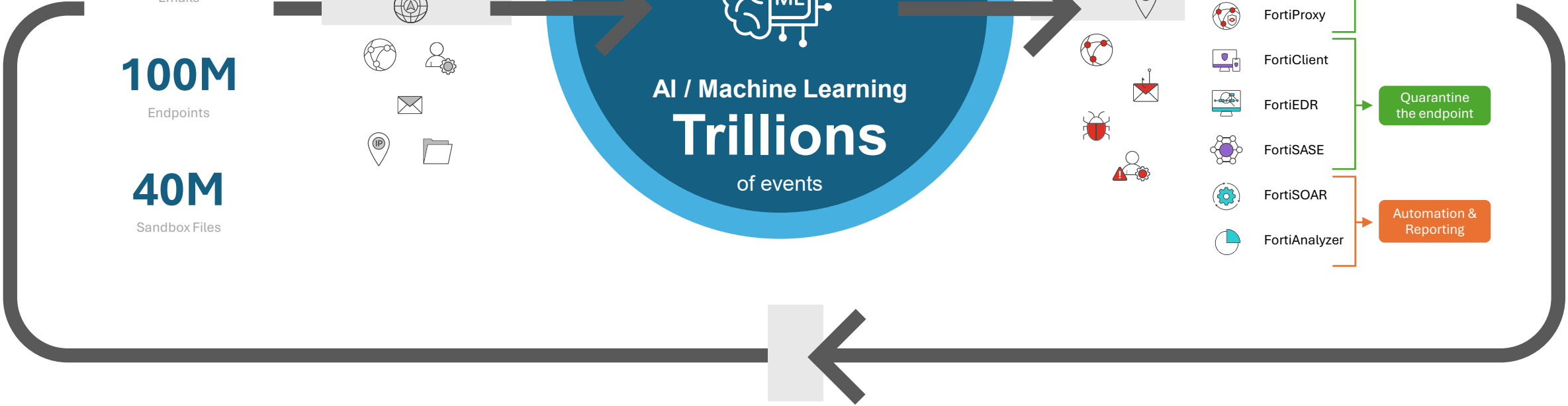
Unknown Query



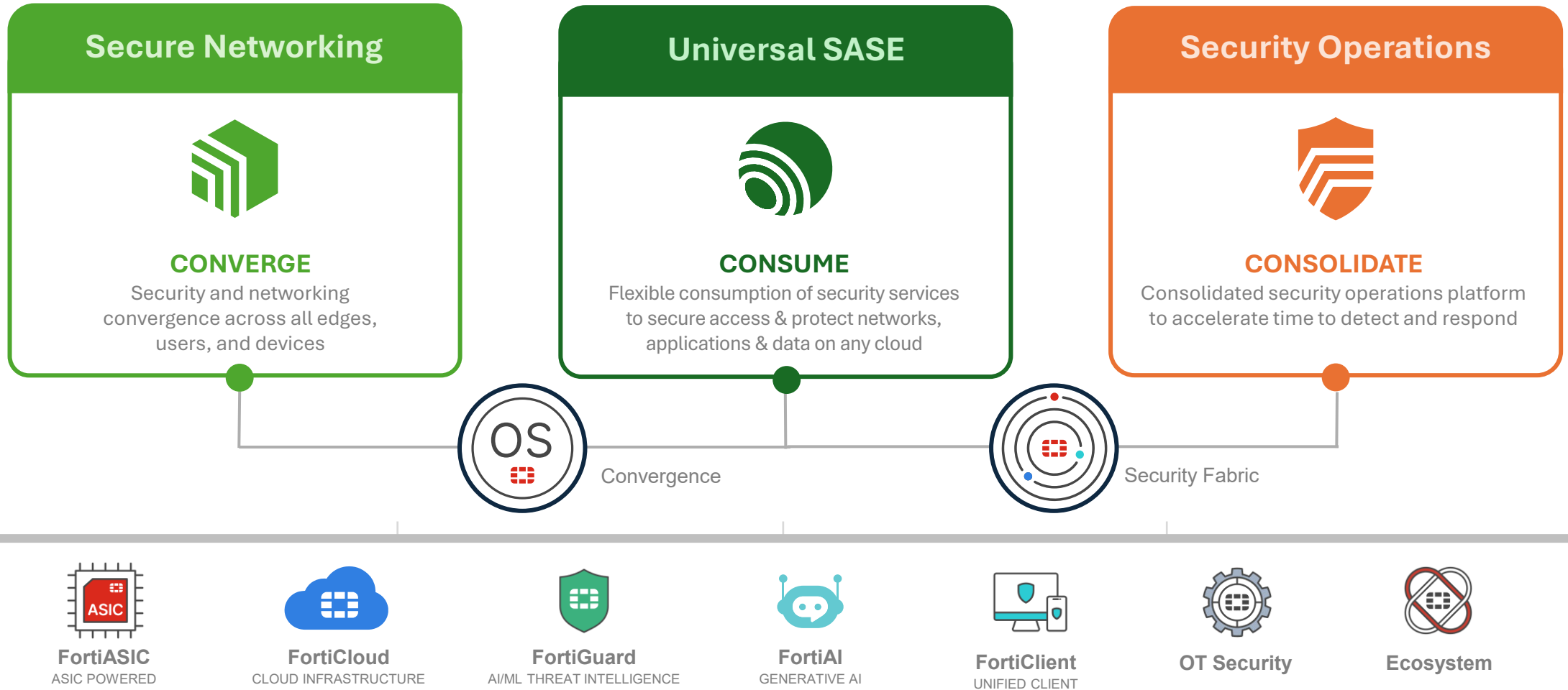
Verdict



-  FortiGate
 -  FortiADC
 -  FortiMAIL
 -  FortiWEB
 -  FortiNDR
 -  FortiProxy
 -  FortiClient
 -  FortiEDR
 -  FortiSASE
 -  FortiSOAR
 -  FortiAnalyzer
- Block the file
- Block the file/URL
- Quarantine the endpoint
- Automation & Reporting

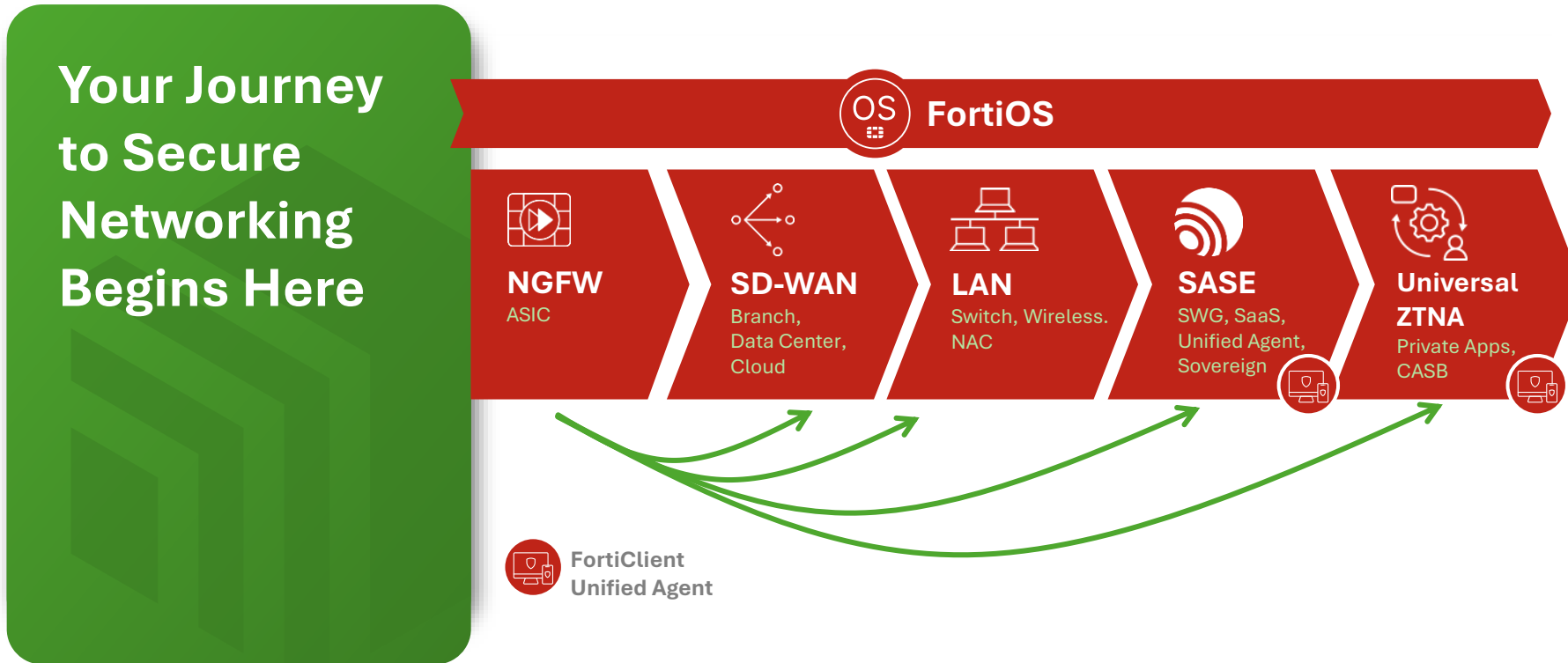


The Fortinet Direction



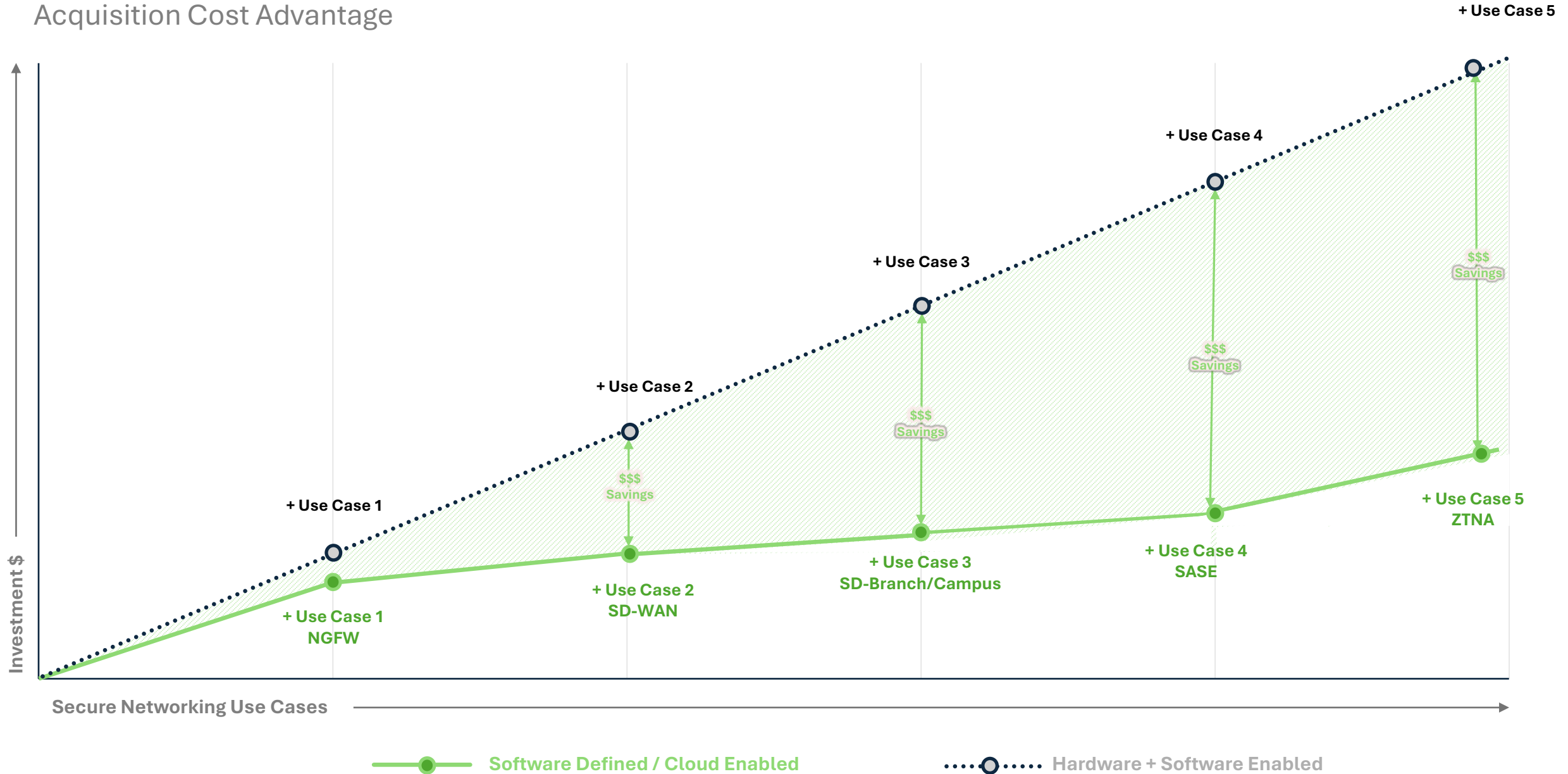
The Secure Networking Journey

Convergence and Consolidation in Action



Platform Economics: Maximising New Investments

Acquisition Cost Advantage



Cloud

Unified WAF, NGFW,
CSPM, CWPP,
DevSec & IaC

Endpoint

Unified EPP, Vulnerability, Sandbox,
SASE, DLP, EDR, & SIEM

Access

Unified VPN, MFA, ZTNA,
SASE, CASB & PAM

Data Center

Unified SDN, CI/CD,
Connectors, Hybrid,
Business continuity
& Hardware Acceleration

NOC

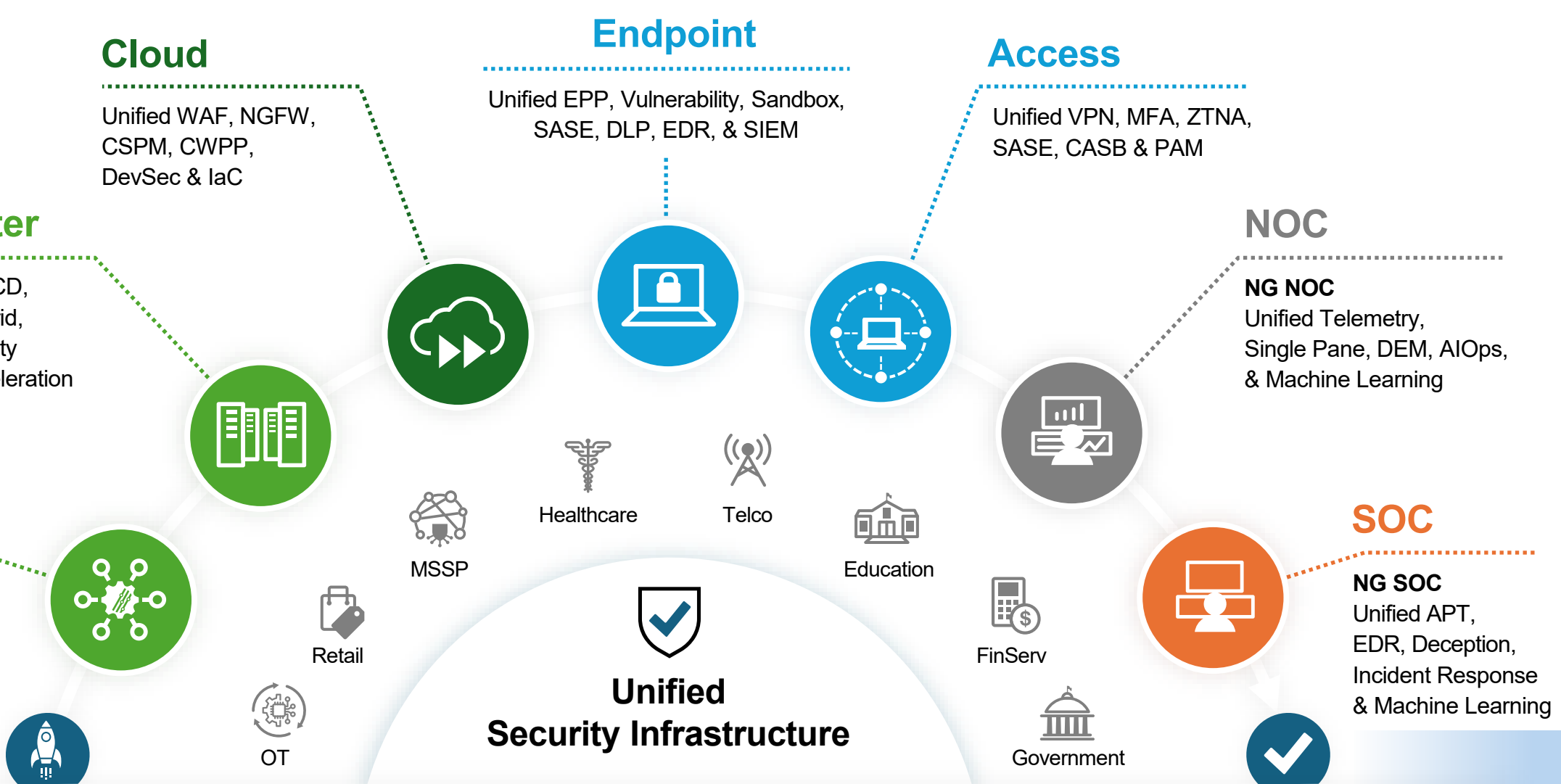
NG NOC
Unified Telemetry,
Single Pane, DEM, AIOps,
& Machine Learning

NetSec

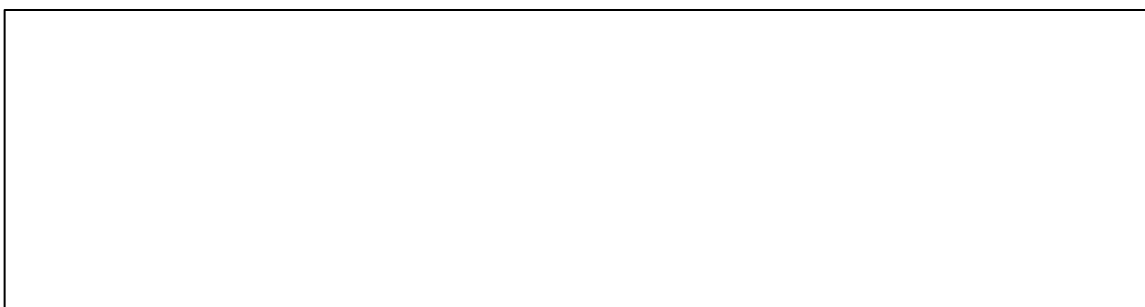
Unified NGFW,
SD-WAN, SASE,
ZTNA & CASB

SOC

NG SOC
Unified APT,
EDR, Deception,
Incident Response
& Machine Learning



Customer Journeys



FORTINET



Paul Donegan
Country Manager