



# FORTINET®

## Fortinet Background

Fortinet is a US publicly traded company. They produce network and security products covering from small office to enterprise level. Predominantly focused on the appliance market with the product Fortigate, but they also have other specialized appliances such wireless access point, VOIP load balancing and others. They market software for centralized security management and reporting to work with their appliances. Cloud security services are also part of their portfolio.

## Fortinet Positioning

Fortinet positions itself as a UTM and Next Generation Firewall Network Security Appliance with a blend of Application Control, IPS, Antivirus, Botnet and DDoS protection, Web Filtering and Messaging Security along with centralized network security management and reporting solutions. They position themselves as provider for enterprises of all sizes, managed service providers, and telcos.

## Kerio Control Strong Points

- Easy and intuitive administration interface
- Kerio Control Box 1120 can scale from 5 to 50 concurrent users
- Kerio Control Box includes all UTM features and never requires new hardware to upgrade the software.
- Kerio Control Box includes integrated Sophos AV and Kerio Control Web Filter as standard offering - no add-on services required.
- Kerio Control Statistics reporting is integrated and does not include a separate cost.
- Real time and historical reporting is easier to understand and offers more relevant information.
- Based on customer feedback, the Kerio Control VPN client is faster and easier to manage, configure, and use.
- Kerio Control can also be deployed on a PC with the software appliance ISO or as a virtual machine, allowing the hardware to be custom built to scale with the network.

## Fortinet Pricing

- Fortinet pricing policy is per box and there is no limit on number of users .
- FG 60 D costs \$ 990 to add other functionality such AV, IPS or CF, they sell a package which bring to the price to \$ 1416.

## Price Comparison Year 1

Users	Kerio Control Box 1120	FortiGate 60D
10	1,055	1,416
20	1,375	1,416
50	2,335	1,416

Prices valid as November 2013. Kerio Control Box price includes integrated Sophos AV and Kerio Control Web Filter as standard offering. Fortinet price includes AV, IPS and Web Filter

## Price Comparison over 3 years

Users	Kerio Control Box 1120	FortiGate 60D
10	1,440	2,373
20	2,054	2,373
50	3,932	2,373

Prices valid as November 2013. Kerio Control Box price includes integrated Sophos AV and Kerio Control Web Filter as standard offering. Fortinet price includes AV, IPS and Web Filter



## Fortinet Weak Points

- Fortinet policy is to encourage customers to refresh hardware every three years
- Many of the UTM features need to be purchased separately
- The physical appliances aren't always able to be upgraded to the latest firmware version
- Performance degradation happens when an older appliance is upgraded to newer software versions
- The same interface for enterprise appliances is used for SMB appliances  
Le serveur mails IceWarp est aussi bien adapté pour les petites et grosses entreprises. Des fonctionnalités supplémentaires sont disponibles en option : Groupware, protection Antivirus et Antispam, assistance mobile et intégration avec Microsoft Outlook et l'Exchange ActiveSync.

	Kerio Control Box 1120	FortiGate 60D
<b>Firewall</b>		
Intrusion Prevention	✓	Additional Fee
Transparent Anti-Virus	✓	Additional Fee
Web Content filtering	✓	Additional Fee
Deep Packet Inspection	✓	✓
ICSA Certified	✓	✓
<b>Router</b>		
IPv6 Ready	✓	✓
Link Load Balancing	✓	✓
Quality of Service	✓	✓
VLAN (801.1q)	✓	✓
<b>Reporting</b>		
Web usage reports	✓	Additional Fee
Real-time traffic view	✓	✓
SNMP	✓	✓
<b>VPN</b>		
VPN Client	✓	✓
Mobile device access	✓	✓
Site to site tunnels	✓	✓
IPSec	✓	✓

## Information about the comparison

Competitor	Fortinet FG 60D
Kerio	Kerio Control Box 1120 (sw vers 8.2)
Last updated	January 2014
Next review	After release of Control 8.3