

Fortinet and Google Cloud - Co-Sell Ready

**FORTINET**

Fortinet Cloud Security for Google Cloud empowers organizations to achieve their security and digital transformation goals simultaneously by reducing complexity, streamlining operations, and increasing threat detection and response capabilities. It delivers a comprehensive suite of solutions that addresses a broad range of use cases needed by organizations to achieve secure application journeys on Google Cloud. Fortinet Cloud Security for Google Cloud is integrated with and works seamlessly with both Google Cloud's infrastructure and the Fortinet Security Fabric.



Solution benefits

- 600k+ Active customers
- Streamlined cloud on-ramp. Next-gen firewalls integrate with Google Cloud Network Connectivity Center to simplify on-ramping for applications and workloads running on Google Cloud.
- Gain multi-layered security for Google Cloud, Anthos, hybrid, and multi-cloud environments to protect from threats across cloud, on-premises, and data center environments



Use case

- Multi Cloud & Hybrid Cloud Network Security
- Protect internet facing API's and web applications
- Lockdown endpoints in the cloud and on-premises with behaviour based security



Discovery questions

- Are you a current Fortinet customer?
- Do you need to replicate your on-premise security posture in order to migrate certain workloads to GCP?
- Do you need to securely connect your Google cloud estate with branch or co-locations globally?



Key differentiators

- FortiEDR and FortiXDR integrate with Google Cloud's Security Command Center to allow the auditing and correlation of threat detection/prevention incidents associated with Google Cloud
- FortiGate natively integrates with Google Cloud Network Connectivity Center to simplify cloud on-ramp for applications and workloads running on Google Cloud and Anthos.
- Automate deployments using approved reference architectures & Terraform



Who are we targeting?

- IT Security
- Title(s): Director of Security, IT Security Professional, Cyber Security Engineer, Security Architect, SecOps Architect, IT Manager
- Driver: Needs to satisfy organizational and regulatory security requirements for cloud workloads

Average deal

Target deals

\$50k-\$500k

Deal cycles

6 months



We operate under strict requirements and regulations. Because of this, Google Cloud's proven security controls along with Fortinet's powerful security frameworks have been vital to our successful digital transformation. With Google Cloud and Fortinet, we are more confident in our security controls and have seen a solid improvement in our IT performance"

Holman Cardenas, CIO, Mutualser <https://cloud.google.com/customers/mutualser/>



Availability

- Available Globally
- 6 Marketplace Listings



Solution integrations

- Please refer to [this link](#) for our co-sell page and to access Google Cloud resources with Fortinet.



Visit **fortinet.com** or contact
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