



Winning with AI-Powered Network Firewalls

Real Customer Success Stories



Table of Contents

Executive Overview	3
AI-Driven Defense for Modern Networks	5
FortiGate: #1 Choice NGFW by Broad Industries	6
FortiGate NGFW Use Cases	7
Customer Success Stories	8
Why Fortinet	19
Proven Impact Across Industries	20



Executive Overview

Network firewalls form the first line of defense against data breaches. A next-generation firewall (NGFW) is essential for modern organizations, offering advanced security capabilities and granular visibility beyond traditional firewalls. By combining deep packet inspection, application awareness, and real-time threat intelligence, NGFWs protect against sophisticated attacks and emerging vulnerabilities. By combining these features, NGFWs enhance security, support operational efficiency, and help ensure business continuity, making them essential tools for safeguarding today's complex and dynamic IT environments.

This collection of success stories illustrates how companies across various industries have leveraged the latest security and AI/ML technologies to achieve remarkable outcomes in cybersecurity, operational efficiency, and business resilience.



The average cost of a breach was **\$4.4 million** when an attacker disclosed the breach.¹

AI-Driven Defense for Modern Networks

Fortinet AI-powered network firewalls are designed to provide comprehensive and integrated cybersecurity solutions for various types of organizations. FortiGate NGFWs consolidate firewalling, SD-WAN, advanced routing, and zero-trust network access (ZTNA) application gateway functions into one integrated solution that caters to different network sizes and requirements. Whether deployed on-premises, at branches, in data centers, or in the cloud, they provide consistent security policies across hybrid environments.

Unlike traditional point solutions, Fortinet adopts a holistic approach to cybersecurity with an integrated platform—the Fortinet Security Fabric—enabling seamless, efficient interoperation across Fortinet products and consistent and consolidated AI-powered protection across today's hybrid environments. As the core of Fortinet Security Fabric, FortiGate NGFWs coordinate with other security devices, collecting and analyzing security data across the entire network to help organizations reduce complexity, eliminate security silos, and optimize user experience.



Fortinet named a Leader in the Gartner® Magic Quadrant™ for Hybrid Mesh Firewall, positioned highest in Ability to Execute.²



FortiGate: #1 Choice NGFW by Broad Industries

FortiGate is the most widely deployed network firewall, with an over 50% market share worldwide.³ FortiGate NGFWs offer various deployment options—physical and virtual appliances, private and public cloud, hybrid environments, and managed services—to suit a broad range of business needs and budgets.

The performance, scalability, and affordability make FortiGate NGFW the top choice by organizations of any size.

- **Robust performance:**

Powered by patented secure processors, FortiGate delivers high throughput and low latency, ensuring security does not compromise network performance, even in high-demand environments.

- **AI/ML threat intelligence:**

FortiGate NGFW is integrated with FortiGuard AI-Powered Security Services, providing up-to-date threat intelligence to prevent, detect, and respond to attacks in real time.

- **Seamless integration:** As

part of the Fortinet Security Fabric, FortiGate NGFWs work smoothly with other Fortinet products, optimizing deployment with zero-touch, auto-discovery.

- **Unified management:** The

intuitive management tools simplify administration, streamlining mass provisioning and policy management across FortiGate firewalls and connected devices effectively.

- **Cost effectiveness:** With its inclusive SD-WAN, ZTNA, and robust features, FortiGate NGFWs provide a strong return on investment compared to managing multiple disparate security solutions.



FortiGate NGFW Use Cases

FortiGate NGFWs are versatile and support a variety of scenarios to enhance security and network performance. Here are some common use cases:

- **Perimeter security:** Acts as the first line of defense for the network, filtering inbound and outbound traffic to block unauthorized access and mitigate threats.
- **Secure SD-WAN:** Provides secure and optimized connectivity for branch offices while ensuring application performance.
- **Remote access:** Enables secure remote access to corporate resources regardless of employees' locations.
- **Internal segmentation:** Segments different parts of the network to reduce attack surfaces, isolating sensitive data or critical systems to prevent breaches.
- **Cloud security:** Protect cloud workloads, secure data and applications while ensuring compliance with security policies.
- **Application control:** Controls and monitors application usage across the network, preventing unauthorized access and reducing threats posed by risky applications.
- **IoT security:** Secures devices connected to the network, ensuring these devices are monitored and managed effectively to prevent vulnerabilities.



Customer Success Stories

The following success stories demonstrate how real organizations are transforming their security posture and network performance while streamlining with FortiGate AI-powered NGFWs. Discover how businesses across various industries have leveraged the FortiGate AI-powered NGFW solution to address unique challenges and achieve remarkable results, providing valuable insights and inspiration for your own security journey.

1

International Hotel Group Boosts Network and Security Teams' Efficiency by 60%

- Over 6,300 hotels globally with 19 brands
- Around 385,000 employees across over 100 countries
- \$4.9 billion revenue in 2024



Customer Challenges

- Inconsistent security across all technology ecosystems
- Outdated legacy solutions were difficult to manage and high cost to maintain
- Limited visibility into each hotel's network

Why the Fortinet Solution Is the Preferred Choice

- **Secure SD-WAN:** FortiGate integrated SD-WAN capabilities improve network performance and enhance operation.
- **Security effectiveness:** FortiGate unique convergence of networking and security approach helps enhance security posture while reducing cost.
- **Centralized management:** FortiManager optimizes deployment speed and simplify ongoing management efficiency.

Business Outcomes

- 60% efficiency improvement in the security team's operations, enhancing policy management
- Completed 5,000+ hotel deployments in 15 months
- 30% reduction in network bandwidth, enabling new deployment of customer applications
- Improved overall security posture while meeting cloud and mobile application requirements

"[Fortinet] helps reduce the demands on my team's time and helps me understand my environment, which ultimately means an improved service for our guests."

Malvin Eanes
Hotel Security Compliance Director
IHG Hotels & Resorts

IHG[®]

HOTELS & RESORTS



2

Holding Company Achieves Doubled Network Performance

- Headquarters in Turkey
- Over 14,000 employees in 12 countries across three continents
- Over \$5.1 billion annual revenue



Customer Challenges

- Legacy WAN lacked in performance, connection, and speed
- Lack of application-based prioritization
- Poor visibility and control of network traffic

Why the Fortinet Solution Is the Preferred Choice

- **Secure SD-WAN:** FortiGate NGFWs with integrated SD-WAN capabilities boost bandwidth with end-to-end encryption and secure access to data center and internet.
- **Visibility:** Streamline operations, automate workflow, and eliminate security blindness from FortiManager and FortiAnalyzer.
- **Zero-touch provisioning:** Simplify deployment and accelerate setting up new locations.

Business Outcomes

- Improved visibility with 100% increase in network performance
- 100% increase in bandwidth to accelerate operations
- 30%–40% increase in application access speed
- Established a simpler, more stable, and sustainable infrastructure

“Before using Fortinet, our wide area architecture was very complex. Now, not only are the processes much simpler, but we can also install them with great speed. After the installation is completed, the entire system is instantly visible through the management panel in the center.”

Gökay Kaya
Group IT Infrastructure Senior Manager
Borusan Holding



3

Insurance Broker Optimizes Secure Connectivity 10 Times While Cutting 40% Costs

- Over 200 locations in the United States
- Over 10,000 employees
- Over \$2.7 billion annual revenue



Customer Challenges

- Migrating old data centers to resolve communications backhauled
- Increasing IT burden to support the company's hypergrowth and hybrid architecture
- Network complexity of managing disjointed products and an expensive MPLS connection

Why the Fortinet Solution Is the Preferred Choice

- **Best-of-breed security:** FortiGate NGFWs for data centers outpaced the competition with high-performance security.
- **Integrated SD-WAN:** FortiGate single appliance with advanced NGFW and SD-WAN requires no additional licensing.
- **Unified visibility:** FortiManager and FortiAnalyzer help USI streamline large-scale firewall updates and investigate security events.

Business Outcomes

- Up to 10x faster internet connection while reducing 40% connectivity cost
- \$1 million a year in savings on WAN hardware and supply
- Less than five minutes of office downtime to roll out a new firewall
- Simplified management enables network engineering team to focus on more value-added activities

“From a support perspective, we are achieving around \$1 million a year in savings, which is a 30% to 40% decrease in costs. And the Fortinet hardware was 40% cheaper than our legacy firewalls right out of the gate.”

Joe Mogelinski
Senior Network Engineer
USI Insurance Services



4

Highly Ranked School District Reduced Management Time by 75%

- Nine schools in Encinitas, California, United States
- Over 4,000 students in grades K-6
- Over 220 faculty



Customer Challenges

- The EOL security system was expensive to maintain and required additional training.
- Complex Wi-Fi infrastructure required expensive add-ons for basic wireless monitoring.
- Aging phone system was vulnerable and did not meet modern communication needs.

Why the Fortinet Solution Is the Preferred Choice

- **Integrated Security Fabric platform:** Automated device management improves cybersecurity effectiveness.
- **Advanced wireless:** Integrated wireless network monitoring reduced costs and management overhead.
- **Secure communication:** Fortinet solutions optimize deployment speed while FortiManager simplifies ongoing management efficiency.

Business Outcomes

- More than 75% reduction in time spent managing the network
- \$30,000 savings from integrated wireless network monitoring
- 90% unified communications cost savings compared to competing vendor's system
- Enhanced security across the Fortinet Security Fabric
- Simplified, automated device management

“Fortinet excels in developing products. Honestly, everything from Fortinet has exceeded our expectations, and my team is extremely satisfied with their performance. We have been very happy with our choice.”

Nathan Short
Director of Information Technology
Encinitas Union School District



5

A Food and Beverages Company Delivers Service Excellence Across 400 Stores

- A subsidiary of privately owned TH Group
- Over 400 stores across Vietnam
- Over 3,000 employees



Customer Challenges

- Security tool sprawl slowing digital transformation and expansion
- Complexity in managing solutions and users across sites
- Lack of secure and reliable connectivity for distributed employees

Why the Fortinet Solution Is the Preferred Choice

- **Cost-effectiveness:** The FortiGate built-in SD-WAN and wireless controller minimizes the number of required tools.
- **Secure SD-WAN:** Accelerates application performance and user satisfaction by offering secure and fast access for all employees from any location.
- **Single-pane-of-glass management:** Enhances business agility and efficiency in overseeing Fortinet devices and managing timely activities.

Business Outcomes

- 24x7 uninterrupted connectivity with 50x better performance
- 45% savings annually in network costs
- 70% reduction in IT service tickets
- Faster deployment in minutes versus days
- Increased service level and enhanced network security and performance

“Fortinet has been a game-changer for us. We have transformed our network into a powerful and secure platform that can handle any challenge, while at the same time achieving stability, scalability, security, and cost efficiency thanks to Fortinet’s solution.”

Nguyen Xuan Khoa
IT Director
TH True Milk



6

A Prestigious Football Club Stays Ahead of the Game in Cybersecurity

- Headquarters in Turin, Italy
- Over 1,000 employees
- Annual revenue of over €500 million
- Won several championships with 36 titles



Customer Challenges

- Managing security across multiple facilities with a complex, high-demand network architecture
- Ensuring uninterrupted connectivity for staff, players, and digital platforms, especially on match days
- Implementing a scalable network capable of supporting Juventus's expanding digital ecosystem and future initiatives

Why the Fortinet Solution Is the Preferred Choice

- **Security expertise:** The Fortinet team designed a tailored security architecture to meet the complex digital ecosystem's specific needs.
- **Seamless integrations:** Integrations minimize disruptions and ensure optimal performance across all facilities and training centers.
- **Reliability and scalability:** Fortinet's rich network capabilities support the club's expanding digital ecosystem and future initiatives.

Business Outcomes

- 70% increase in network performance
- 40% reduction in network outages
- 40% reduced mean time to detect network issues
- 10% productivity increase in information and communications technology (ICT) support and infrastructure administration team

“The FortiGate NGFW firewall turned out to be the right solution for what we were trying to do. The fact that Fortinet also offered the entire threat protection stack and the ease of management from a single pane of glass only amplified the reasons why we wanted to make the switch”

Mirko Rinaldini
Head of ICT
Juventus



7

Colombian Flower Exporter Connects and Secures Its Network of 52 Remote Farms

- Over 1,200 employees across continents
- Over 50 farms in Colombia, Ecuador, and Kenya
- Producing approximately 2.7 billion plants



Customer Challenges

- Legacy infrastructure lacking visibility and control
- Multi-vendor environment hindering operational efficiency
- Unreliable connectivity delaying business operations

Why the Fortinet Solution Is the Preferred Choice

- **Single platform:** Fortinet Security Fabric unifies and secures global operations.
- **Integrations:** FortiGate with SD-WAN integration ensures reliable, high-speed connectivity without additional licenses.
- **Centralized management:** FortiManager provides visibility, automation, and enhanced threat response capabilities.

Business Outcomes

- 90% time savings by automating tasks
- 23% cost savings by replacing MPLS links with internet connections
- High availability of 99%, compared to previous service interruptions that could last for hours
- Retained the size of the IT team despite a 60% increase in the number of farms managed

“Even as the company has grown, our IT team remains the same size. Fortinet allows us to operate more automated, agile, and efficiently, ensuring seamless infrastructure deployments while eliminating human error.”

Senen Niño
CISCO
The Elite Group



THE ELITE FLOWER
— BY HANNAFORD —



8

Local Government Improves Security While Saving Over \$5 Million

- Located in the Chicago area
- Over 180,000 population
- Over 1,000 employees



Customer Challenges

- High operational cost from multiple legacy solutions and siloed IT staff in departments
- Lack of security features (segmentation) and robust security measures, especially for critical infrastructure

Why the Fortinet Solution Is the Preferred Choice

- **Reduced complexity and costs:** A single OS enables seamless interoperability among FortiGate, FortiAP, and FortiSwitch.
- **Unified management:** Optimizes operational efficiency with centralized visibility and real-time reporting/ analytics from FortiManager and FortiAnalyzer.
- **Segmentation:** Network segmentation provides an additional layer of security for critical infrastructure.
- **Secure SD-WAN:** Balances east-west traffic and optimizes secure connectivity.

Business Outcomes

- Over \$5 million in cost savings on devices and support fees over five years
- \$150,000 annual reduction in electricity expense
- Two-thirds time reduction for configurations
- Improved security with faster detection and response time to threats
- Bandwidth doubled, turbocharging network performance

“The Fortinet solutions give us better visibility into security events on our network. That means our team can quickly respond to any issue that arises. The Fortinet Security Fabric is a key component in our ability to detect and respond.”

Keith Wouk
Director of IT Operations
City of Aurora



9

A Biomedical Company Strengthens Security and Compliance While Cutting Over 50% in Costs

- Headquarters in San Jose, California, United States
- Estimated at over \$350 million in revenue
- Around 270 employees



Customer Challenges

- Legacy systems reached the end of life and could not support the requirements for network efficiency and evolving security
- Multiple solutions created complexity in management
- Inability to monitor remote employees' network access

Why the Fortinet Solution Is the Preferred Choice

- **Simplified network infrastructure:** Integration among FortiGate, FortiAP, and FortiSwitch allows fast deployment and oversight of essential VLANs.
- **Secured connectivity:** Secure Wi-Fi connections provide flexibility to employees and guests.
- **Multi-factor authentication:** Secure authentication enables more secure access to corporate resources from anywhere.
- **Visibility:** FortiGuard SOCaaS analyzes network endpoints 24×7×365.

Business Outcomes

- 75% reduction in local area network complexity vs. legacy environment
- Over \$200,000 estimated cost savings on staff
- 50% cost savings from legacy infrastructure
- Improved visibility of security events dramatically accelerates threat response
- Network and security administration tasks that previously took hours or days now take minutes

“As a biomedical company, we have to meet certain HIPAA and FDA requirements, and we use NIST, CIS, and OWASP frameworks. The Fortinet solutions are the perfect fit for our compliance needs.”

Maxim Hudaley
CISO
Complete Genomics



10

Local Community Bank Achieves Better Performance for One-Third the Price

- Nineteen branches in Wisconsin, United States
- Over 12 million in annual revenue
- Over 200 employees



Customer Challenges

- Constant manual intervention due to failed updates, log overloads, and memory leakage issues because of unstable legacy firewalls
- Prolonged network outages, with traffic bottlenecks and slow vendor response due to device failures, leading to extending downtime
- The previous solution was difficult to administer, making it hard for new staff to quickly understand and manage the system

Why the Fortinet Solution Is the Preferred Choice

- **Fast and reliable protection:** FortiGate firewalls with integrated IDS/IPS and security services safeguard data end to end.
- **Unified management:** FortiManager streamlines deployment and administration across Fortinet products and services from a single cloud console.
- **Secure SD-Branch:** Complete solution reduces hardware needs while improving wireless coverage and LAN performance.

Business Outcomes

- Freed 4–6 hours per week for IT staff to focus on strategic initiatives and security improvements
- Improved reliability and performance with a 90% reduction in time for firewall remediations
- 83% faster to configure VLAN at the branch, accelerating new branch deployments

“We are a bank focused on keeping our clients’ information and deposits safe. Working with Fortinet gives us peace of mind that, as we continue to expand, our clients’ assets will always be secure. The fact that it frees up a lot of staff time is an added benefit.”

Justin Kline
Vice President of IT Infrastructure
One Community Bank



Why Fortinet

Fortinet is an industry leader in secure networking. We're the first vendor to organically develop and integrate SD-WAN, NGFW, advanced routing, and ZTNA application gateway capabilities on a single platform. Also, Fortinet is the only vendor with purpose-built ASICs to accelerate and offload network and security functions. With tight integrations across the LAN, WLAN, and WWAN on the hardware, software, and management levels, we are unique in offering a seamless transition to SD-Branch managed by a single console. And as organizations embrace the SASE journey, the Fortinet Secure SD-WAN platform is the cornerstone of that transition.

Founded in the San Francisco Bay Area in 2000, Fortinet continues to be a driving force in the evolution of cybersecurity and the convergence of networking and security. Securing people, devices, and data everywhere is our mission. To that end, our portfolio of over 50 enterprise-grade products is the largest integrated offering available, delivering proven



cybersecurity everywhere you need it. More than 900,000 customers trust Fortinet solutions, which are among the most deployed, most patented, and most validated in the industry.





Proven Impact Across Industries

This document's diverse range of success stories underscores the transformative impact of network firewalls on modern cybersecurity strategies. These stories highlight how Fortinet's AI-powered Secure Networking solutions enhance security, efficiency, and resilience across industries—demonstrating measurable outcomes and long-term value. Together, they provide a compelling testament of how Fortinet enhances security, efficiency, and resilience in today's complex threat environment.



¹ IBM Security. 2025 Cost of a Data Breach Report: Navigating the AI Rush Without Sideline Security. IBM, 2025.

<https://www.ibm.com/think/x-force/2025-cost-of-a-data-breach-navigating-ai>

² Gartner, Inc. Magic Quadrant for Hybrid Mesh Firewall. Gartner, 2025. <https://www.fortinet.com/resources/analyst-reports/gartner-magic-quadrant-hmf>

³ 650 Group. Next Generation Firewall (NGFW) Market: The Next Generation Firewall Market (including Deployment Location) and Long-Term Forecast Report.

650 Group Market Intelligence Research, 2025. <https://www.650group.com/reports/next-generation-firewall-ngfw/>



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