

ProCurve-Fortinet Alliance announcement FAQ

1. What is being announced?

The ProCurve Alliance Program, which was announced in April 2007, has added Fortinet to its security alliance partners.

2. What is the ProCurve Alliance Program?

The ProCurve Alliance is a program enabling the creation of networking solutions that meet customers' business needs. It also demonstrates how ProCurve is delivering on its Adaptive Networks vision by ensuring the network can adapt to application needs for choice and flexibility. With the ProCurve Alliance, customers and resellers worldwide can rely on getting pre-qualified, open-architecture solutions. Current members include Mitel, AirWave Wireless, DVTel, ShoreTel, SonicWALL and now Fortinet.

3. Who is Fortinet?

Based in Sunnyvale, CA, Fortinet is the pioneer and leading provider of ASIC-accelerated Unified Threat Management (UTM) security systems, which are used by enterprises and service providers to increase their security while reducing total operating costs. Fortinet solutions were built from the ground up to integrate multiple levels of security protection -- including firewall, antivirus, intrusion prevention, VPN, spyware prevention and anti-spam. These are designed to help customers protect against network and content-level threats. Fortinet solutions have won multiple awards around the world and are the only security products that are certified eight times over by ICSA Labs (firewall, antivirus, IPSec, SSL, IPS, client antivirus detection, cleaning and antispayware).

4. What is the extent of Fortinet's involvement with the ProCurve Alliance Program?

Fortinet is a solution partner in the ProCurve Alliance Partner Program. Solution Partners play an important role in the broader ProCurve family, giving ProCurve customers choice and flexibility in deciding which applications to deploy with ProCurve infrastructure products. By leveraging a custom ASIC and unified interface, Fortinet solutions offer advanced security functionality that scales from remote office to chassis-based solutions with integrated management and reporting.

5. What is the significance of today's announcement?

ProCurve and Fortinet's product lines are complementary and meet customer's needs for both network infrastructure and security. ProCurve Network Immunity Manager is a security management tool that monitors wired and wireless networks for internal network threats using Network Behavior Anomaly Detection (NBAD). It allows administrators to set security policies for threat detection and dynamic response at the edge of the network. Network Immunity Manager can accept security alerts from Fortinet Fortigate UTM appliances and remotely

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mirror suspect traffic identified by its NBAD engines to Fortinet Fortigate UTM appliance for deeper inspection.

6. What key benefits can be expected from the ProCurve-Fortinet alliance for customers/resellers?

The combination of ProCurve Network Immunity Manager and Fortinet's FortiGate multi-threat security appliances provides a unified network security architecture that allows customers to improve their overall internal network security in a cost-effective way. Fortinet's security appliances can also be used at the WAN perimeter of the network to provide external network security. These appliances include Firewall, IPS, and Filtering features.

7. How did Fortinet qualify for the ProCurve Alliance?

Fortinet provides security products that compliment ProCurve's product portfolio helping address the needs of our customer. ProCurve and Fortinet engaged in product certification activities and extensive testing to help ensure solution interoperability of Fortinet Fortigate UTM appliances (running version 3.0, build 480 of the FortiOS firmware) with the ProCurve Network Immunity Manager.

8. What's the difference between the ProCurve Alliance Program and the Fortinet Alliance Program?

The intent of both programs is to work together with partners to create interoperable networking solutions that meet the business needs of customers and resellers. Fortinet was named as a member of the ProCurve Alliance in April 2007.

9. What's next for the ProCurve Alliance?

ProCurve will continue to pursue vendors to join the ProCurve Alliance Program to meet the needs of our customers. Specifics plans on potential alliance partners are considered confidential until formally announced.