

# Accelerate your customer's path to digital innovation



## Security Fabric

Simplify consumption & increase Security Fabric adoption

As organizations accelerate their **digital innovation initiatives**, ensuring their security can keep up with today's complex and fast-evolving threat landscape is critical. What used to be known as the "network perimeter" is now splintered across the infrastructure due to the explosion of network edges, work from anywhere, and multi-cloud models.

X-OD enables channel resellers to access the **Security Fabric** products, services and bundles through **monthly or quarterly subscriptions of 1 to 3 years**. This means resellers can offer the same flexibility to their customers and **accelerate their digital innovation paths**.

### End-user requirement:

- Increase overall security level
- Secure external device connections to company network



### End-user challenge:

- Customer wants the solution, but total price does not fit into this year's budget. This would also require a CAPEX approval making the process longer.



## Win the deal by activating your customer's working capital and removing complexity

01

Increase **customer lifetime value** by providing **flexible formats** tailored to your customer's profile

02

Speed up the sales cycle and **unlock OPEX budget** with flexible payments.

03

Provide different offers and **agility** on the way security is **consumed and operated**.

## Simplify consumption & Fabric adoption for Small business

### Fortinet solutions for a small company of 50 users

**(A) STANDARD**  
Perimetric Protection

**(B) BUSINESS**  
(A) + EPP Remote Access

**(C) ADVANCED**  
(B) + Email security

**(D) ENHANCED**  
(C) + Log Analyzer

**65€ /Month**

- Hardware (FG60)
- Support (FortiCare)
- Service (UTP)

**110€ /Month**

- Hardware (FG60)
- Support (FortiCare)
- Service (UTP)
- SecuFabric Agent

**110€ + 2€ /user**

**/Month**

- Hardware (FG60)
- Support (FortiCare)
- Service (UTP)
- SecuFabric Agent
- FortiMail Cloud Gateway (25 to 100 users)

**125€ + 2€ /user**

**/Month**

- Hardware (FG60)
- Support (FortiCare)
- Service (UTP)
- SecuFabric Agent (25 Points)
- FortiMail Cloud Gateway
- FortiGate Cloud Management with Analysis Log Retention

X-OD can adapt and offer any SKU from Fortinet

\*Prices are approximations from public end-user pricing and should not be taken as quote or final

\*Currency available: EUR, GBP, USD