



Cyber Insurance: New Partnerships and Possibilities

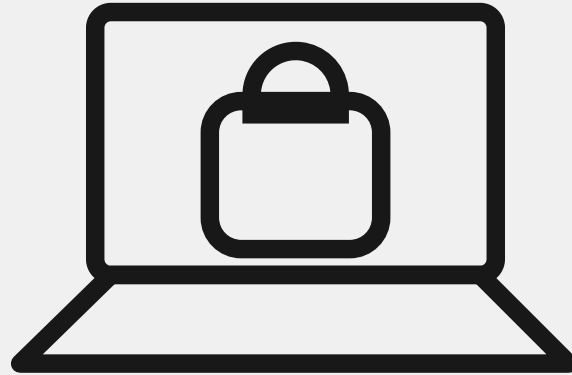
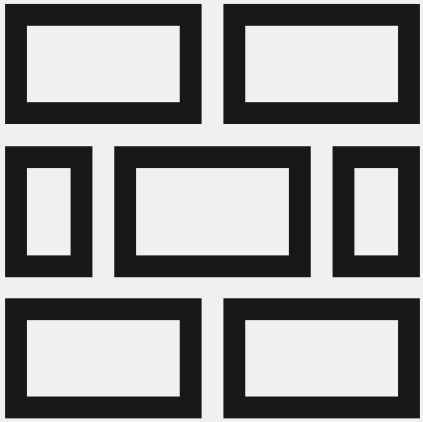


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Apple “There’s-a-App-for-That”



Cybersecurity “There’s-a-Product-for-that”



Cybersecurity "So many options..."

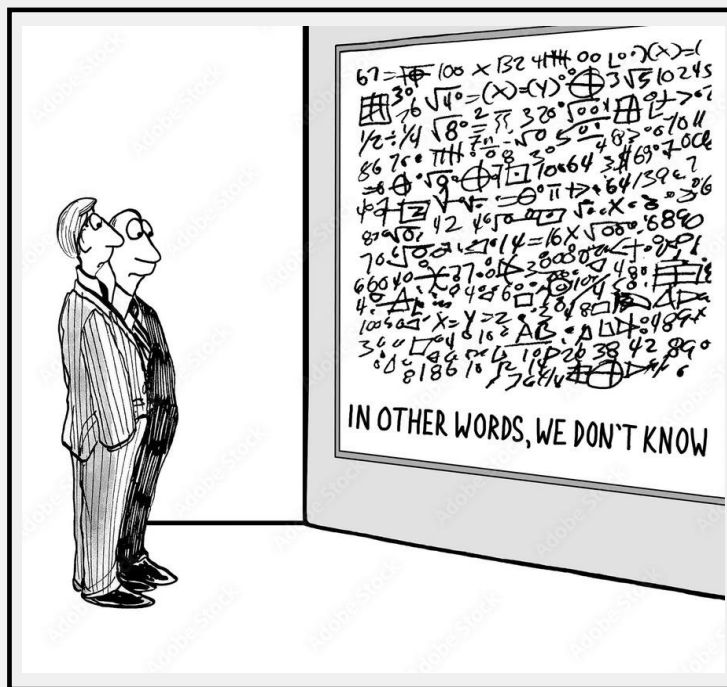
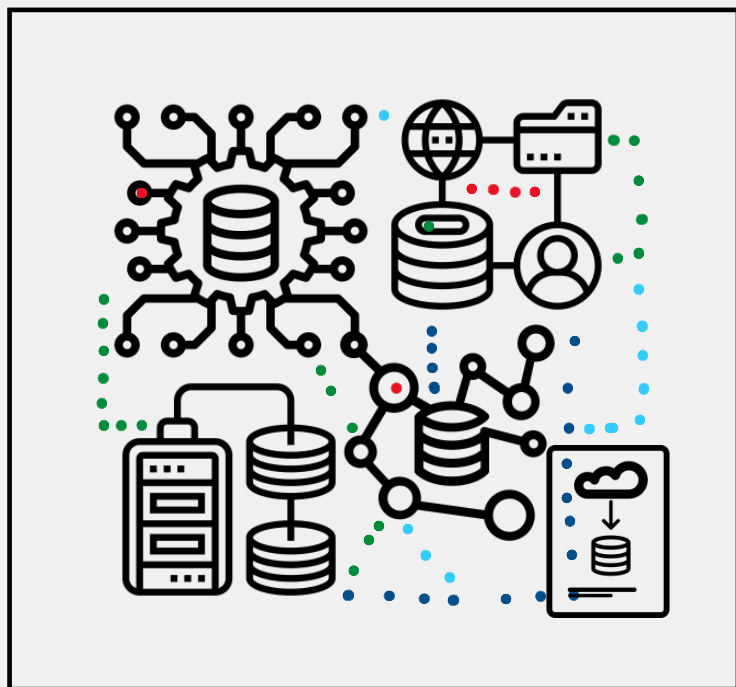
The image displays a comprehensive grid of cybersecurity solutions, organized into several key functional areas:

- Data Protection:** Includes categories like Data Discovery and Classification, Data Loss Prevention, e-Discovery, Encryption, File Integrity Protection, Database Security, Secure Collaboration, and Rights Management.
- Risk and Compliance:** Focuses on Governance, Data Access Governance, Identity and Access Management, Privileged Access Management, and Access Governance.
- Identity Management:** Encompasses AppSec Program Management, Software Composition Analysis, Static and Dynamic Application Security Testing (SAST/DAST), and Web Application Firewall/Runtime Application Self-Protection.
- Security Operations:** Divided into Monitoring and Operations, Vulnerability Assessment and Management, Network, Endpoint, and Cloud Application Security.
- Cloud Security:** Includes Foundational Security, Cloud Application Security, and Cloud Security.
- Other Key Areas:** Change Management, Orchestration and Automation, Incident Management and Response, Threat Detection and Analysis, and Data Center.

Each category contains numerous logos from leading cybersecurity vendors, illustrating the vast number of options available in the market.



The Dangers of: “There’s-a-Product-for-that”



The Broadest Platform in Cybersecurity

50+ tightly integrated product lines

Secure Networking

- Network Firewall
- Wireless and Wired LAN
- 5G
- OT Security
- NAC



Security Operations

- SOC Platform
- Endpoint Protection
- Network Detection & Response
- CNAPP
- Data Protection
- Identity
- Exposure Assessment



Unified SASE

- SD-WAN
- SSE
- Single-Vendor SASE
- ZTNA
- DEM
- Cloud Firewall
- WAF





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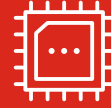
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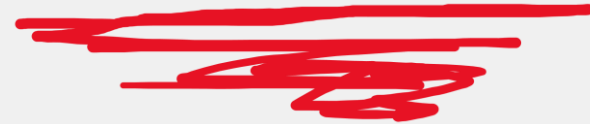




**SECURE THE
INSURANCE
SECTOR**



**EVOLVE CYBER
INSURANCE
COVERAGE**





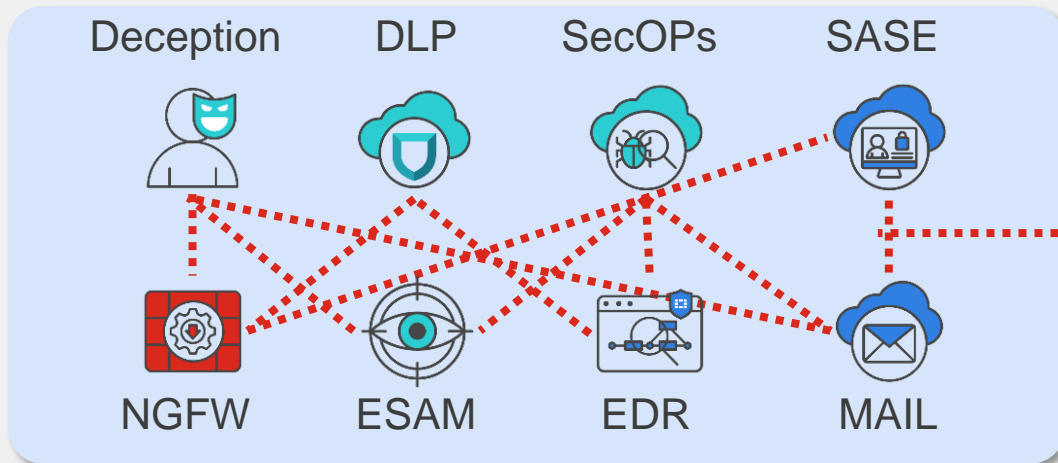
EVOLVE CYBER COVERAGE



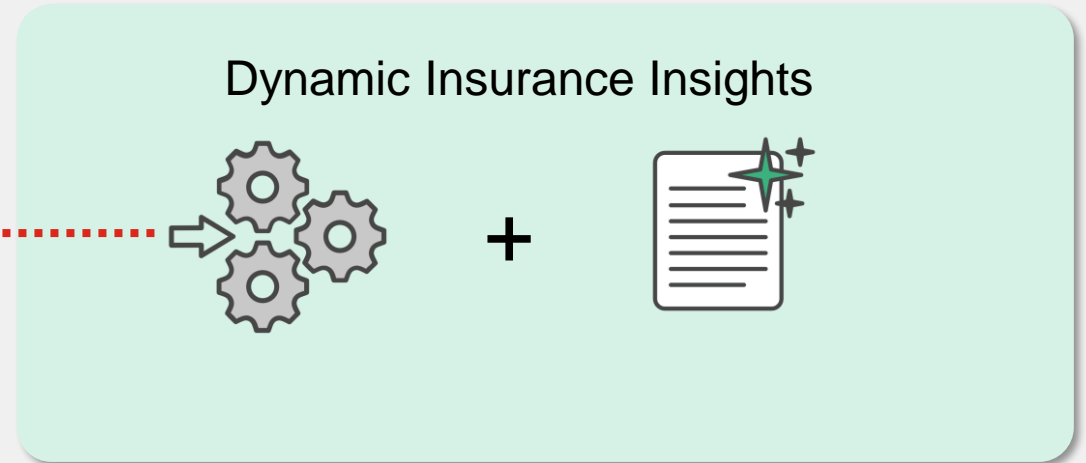
EVOLVE CYBER COVERAGE



Cyber Insurance Client



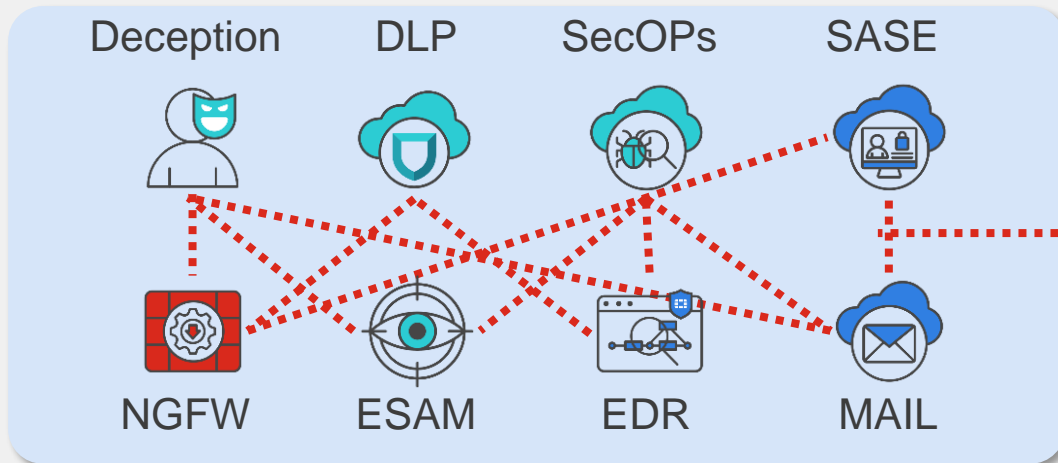
Insurance Provider



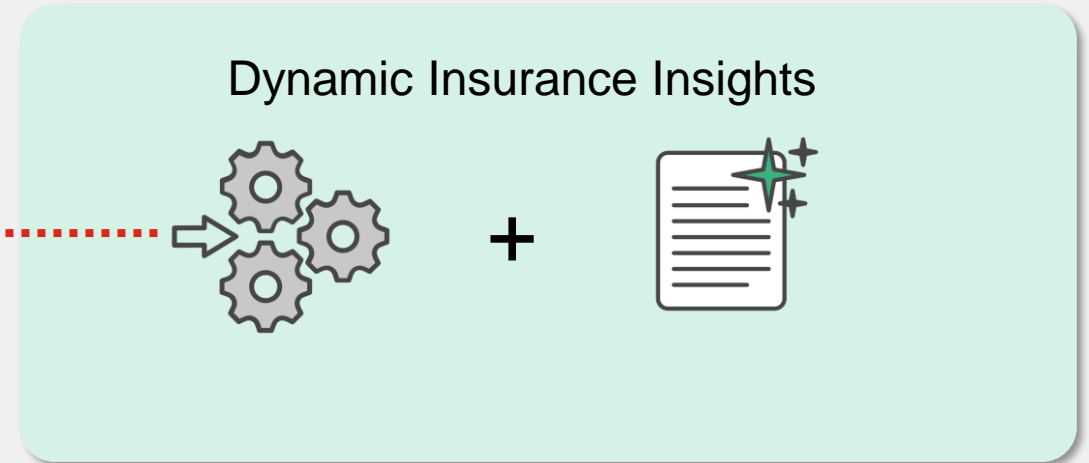


Cyber Platform + Telematics

Cyber Insurance Client







































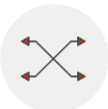










Insurance Provider



Fortinet's Industry Leading Open Ecosystem

370+ Alliance Partners and 700+ Security Fabric Ecosystem Integrations

 <p>Fabric Connectors</p> <p>Fortinet-developed deep integration automates security operations and policies</p>	         
 <p>Fabric APIs</p> <p>Partner-developed integration using Fabric APIs provides broad visibility for end-to-end solutions</p>	             <p>+360 other Fabric-Ready Partners</p>
 <p>Fabric DevOps</p> <p>Community-driven DevOps scripts automate network and security provisioning, configuration, and orchestration</p>	         
 <p>Extended Ecosystem</p> <p>Integrations with other vendor technologies and open systems</p>	          <p>NGFW Switch WiFi Management Analytics SIEM SOAR NAC EDR/NDR Client</p>

- **Old Security =
“There’s An App for That”**
- **Fragmented tools =
Multi-layered inefficiencies**

- **Platform Telematics =
Better Cyber Insurance Coverage**

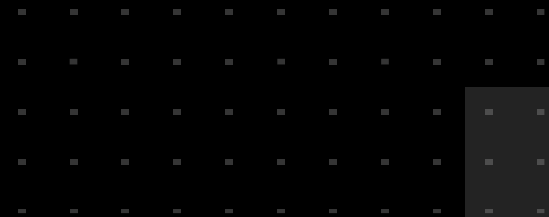




Evolution of Threat Intelligence

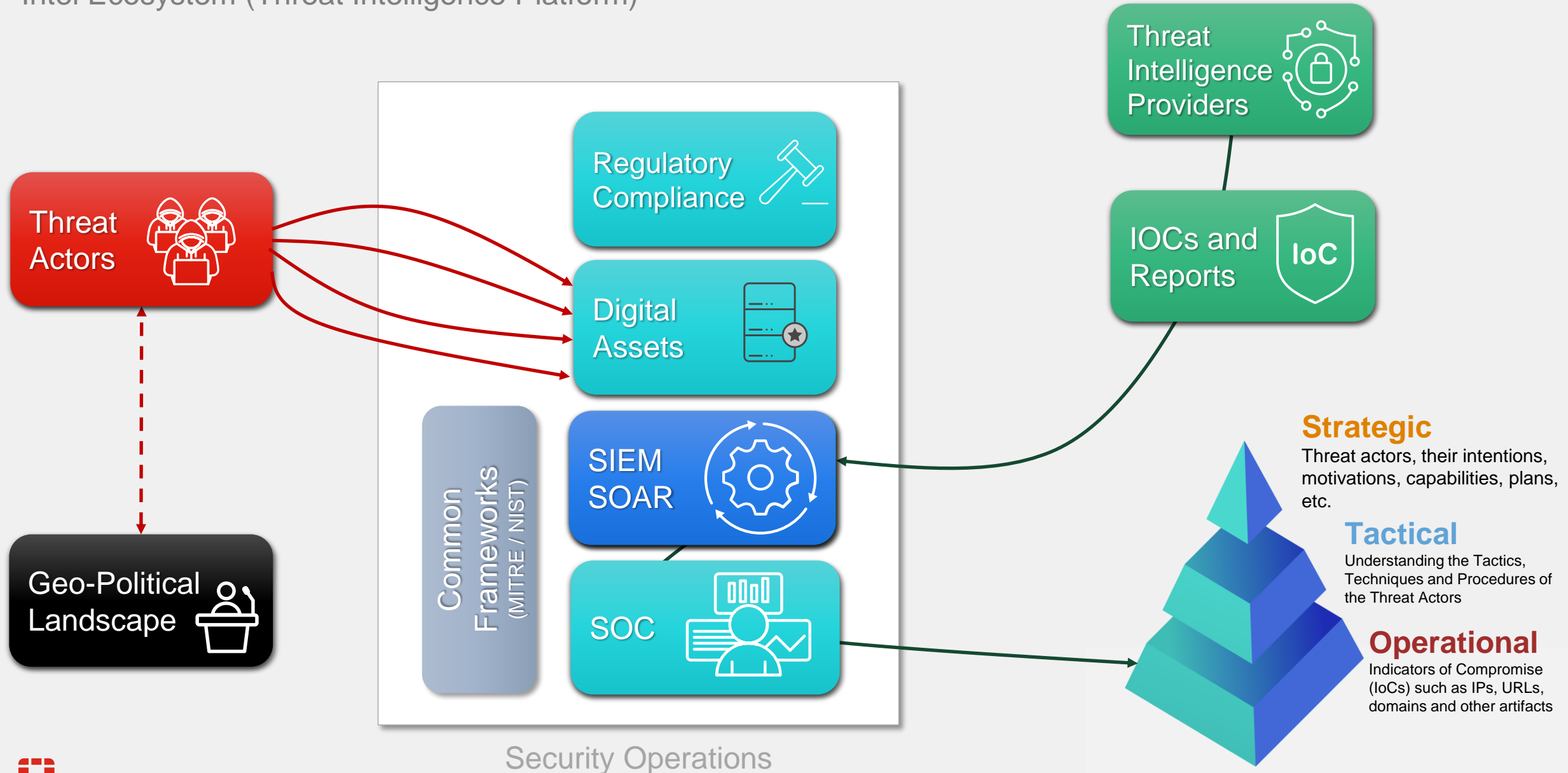


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Traditional Threat Intelligence Flows

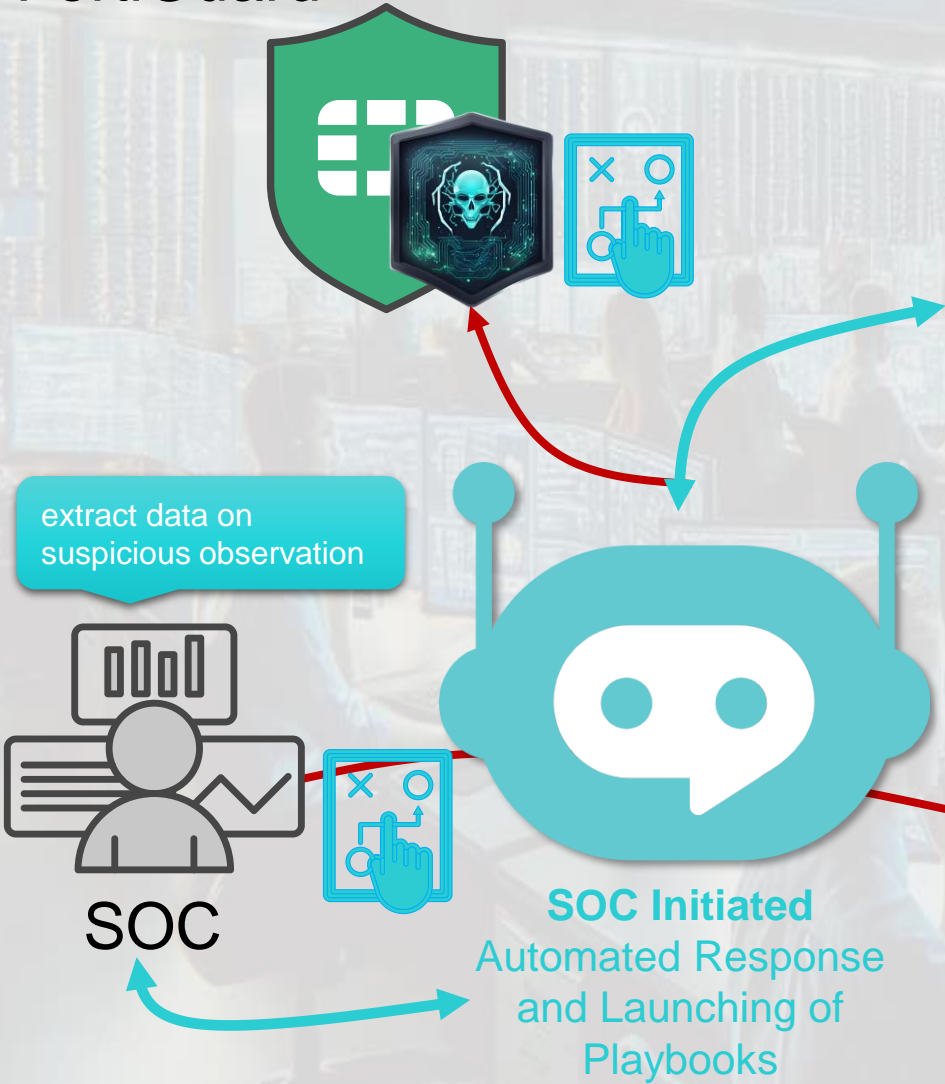
Intel Ecosystem (Threat Intelligence Platform)



Technical Efficiencies in the SOC: FortiAI

Threat Intel Enrichment

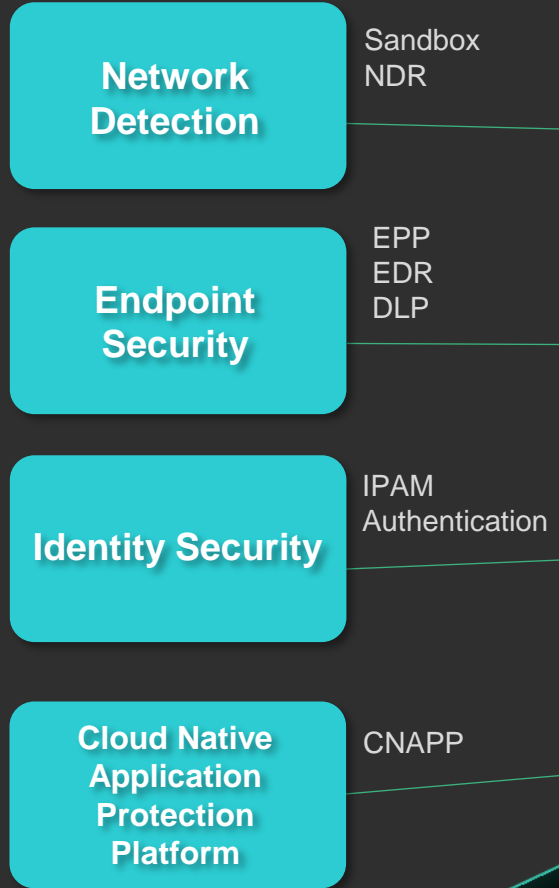
FortiGuard



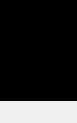
Threat Intelligence within the Modern Day SOC

AI-Assisted Unified Threat Response

In-Line Blocking and Containment



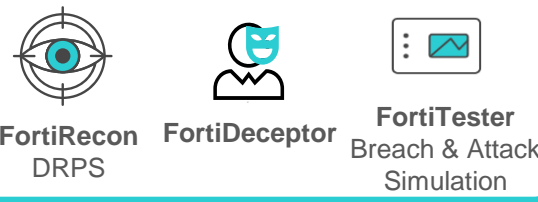
AI/ML Threat Intelligence



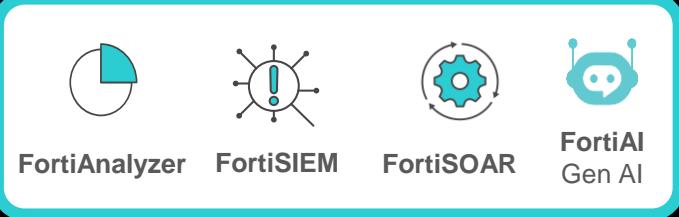
Data Lake

SOC Platform

Exposure Assessment



SOC Analyst



Staying Ahead of Advanced Adversaries

Moving Beyond Abstract Threat Intel



Providing Contextual Analysis

IOCs and Reports



Security Operations
Cyber Defence
(on-prem / hybrid / outsourced)



The Fortinet logo is centered on a black background. It features the word "FORTINET" in a bold, white, sans-serif font. The letter "O" is stylized with a red and white grid pattern. The background is decorated with several dark gray geometric shapes: a large semi-circle at the top, a large semi-circle at the bottom, a square in the middle-left, and a square in the middle-right. There are also three red horizontal bars: one at the top-left, one in the middle-right, and one at the bottom-left. In the bottom-right corner, there is a vertical gray bar and a grid of small white dots.