

FORTINET® | SMB Firewall Battlecard

Fortinet Profile	Product Mapping	Fortinet Description	SonicWall Equivalent
<p>📍 2000 Sunnyvale, CA</p> <hr/> <p>💰 Public (FTNT) ~ Annual Revenue \$4.4B</p> <hr/> <p>📈 ~6.58% network security market share, ~680K customers using Fortinet</p>	<p>40F Series</p> <hr/> <p>60F/61F Series</p> <hr/> <p>70F/71F Series</p> <hr/> <p>80F/81F Series</p> <hr/> <p>90G/91G Series</p>	<p>Converged Next-Generation Firewall (NGFW) and SD-WAN ideal for building security-driven networks at distributed enterprise sites and transforming WAN architecture at any scale.</p>	<p>SonicWall TZ270</p> <hr/> <p>SonicWall TZ370</p> <hr/> <p>SonicWall TZ470</p> <hr/> <p>SonicWall TZ570</p> <hr/> <p>SonicWall TZ670</p>

Fortinet Strengths	Fortinet Weaknesses
Automation capabilities	Low Threat Protection Throughput (less than 900Mbps on most firewalls in the SMB space)
Relatively higher Site-to-Site and Client-to-Site VPN tunnel capacity on base models	Limited on board storage (128 GB)
Number of concurrent SSL sessions that can be inspected is higher	Only one (90G and 91G) series in the SMB sector offering interfaces with speeds exceeding 1Gbps
ASIC advantage with Fortinet's proprietary Security Processing Unit (SPU)	Achieving high availability increases the overall expense
Advanced SD-WAN capabilities	The supported file size for AV scanning is insufficient(default 10 MB)
Comprehensive threat intelligence	Sandbox relies on Static Scan, Community Cloud Query, and Sanboxing scan(scan inside a VM) Sandbox based Inline block is only supported in Proxy Mode.
3 and 6 Antenna Wireless Firewall options available	Complex UI and not very intuitive.

WHY SONICWALL®

Trust and Reliability: Your clients depend on you to manage their day-to-day business operations. As a partnered vendor, SonicWall is 100% dedicated to your success for over 30 years

World-Class Support: When things go a little wrong, and they often do, remain confident with a dedicated and prompt support team. SonicWall call wait times are consistently below 3 minutes with agent satisfaction scores at 93%

Simplified Management and Visibility: Intuitive management interfaces and centralized management platforms streamlines the administration and monitoring of your network security. Save time, reduce complexity, and proactively respond to security incidents

SonicWall Strengths	What it Means	Ask
High Threat protection Throughout (ranging from 750Mbps to 3Gbps on firewalls in the SMB space)	Security shouldn't sacrifice connectivity speed. SonicWall delivers top-tier security without compromising connection speed or overall throughput.	? How many Multi-Gig port models do they have in the entry level space?
Supports up to 256 GB storage	Additional storage support provides peace of mind, eliminating concerns about: <ol style="list-style-type: none"> 1. Locating the last saved/exported well-known configuration 2. Accessing debug logs from a specific day 3. Handling reporting with data spanning a broader time window 4. Managing multiple firmware backups, and more 	? Why do we see a significant difference in the Firewall Throughput and Threat Protection Throughput? ? Are you aware that deploying an HA solutions requires license on both units and entails additional cost. ? How user-friendly is the management interface, and what level of control does it provide?
Multiple models with Multigig SFP/SFP+ ports (2.5G/5G/10G) in the SMB space	Your branch locations can enjoy enterprise-quality connectivity without incurring the high expenses typically associated with enterprise-level services.	
Rock Solid High-availability solution without any extra costs	Avoid single point of failure by deploying SonicWall HA solution. With stateful synchronization feature you get seamless failover without any disruptions to the current network connections. With Mid-Enterprise and Large-Enterprise SonicWall Firewalls for your HQ, Datacentres, and bigger locations you get advance features like 'Active/Active DPI', 'Active/Active Clustering', and 'Active/Active DPI Clustering' the where processor intensive DPI services, such as Intrusion Prevention (IPS), Gateway Anti-Virus (GAV), and Anti-Spyware are processed on the standby Security Appliance	
Unlimited file size AV scanning with SonicWall RFDPI Engine	RFDPI-based malware detection offers a low-latency, real-time solution for scanning an unlimited number of files, regardless of size, on all currently supported protocols, without introducing significant additional processing overhead to the firewall.	
Multi-Engine Sandbox with Block-Until-Verdict capabilities Real Time Deep memory inspection (RTDMI): This identifies malicious code in memory more precisely than trying to differentiate between malware system behaviour and clean program system behaviour, which is an approach used by some other analysis techniques.	<ol style="list-style-type: none"> 1. Malicious files are prevented from entering the network until they have been analyzed in the cloud and a verdict returned. 2. GAV includes a large cloud DB of AV signatures for greater zero-day protection. 3. Unknown/unseen files are sent to multiple engines, rendering verdicts quickly. 	
User friendly UI, easy to configure and Manage	<ol style="list-style-type: none"> 1. Quickly bring up any new sites/location without wasting weeks to configure the firewall 2. A user-friendly and intuitive user interface simplifies the training process, ensuring a stress-free experience for your IT workforce, all while maintaining the highest level of security for your network and infrastructure. 	