Fortinet
vs.
SonicWall - UTM

Battlecard

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TCO Analysis: Fortinet vs. SonicWall UTM

FORTINET	FortiGtae 30E	SonicWall SOHO	FortiGtae 60E	SonicWall TZ300	FortiGtae 100E	SonicWall TZ400
	10 Users		25 Users		50 Users	
Threat Prevention (Mbps)	150	50	200	100	250	300
Hardware + 1 Year License & Support	$817.00	$525.00	$1,200.00	$1,214.00	$1,200.00	$1,214.00
Hardware + 3 Year License & Support	$1,400.00	$873.00	$2,100.00	$2,238.00	$2,100.00	$2,652.00
Hardware + 5 Year License & Support	$2,100.00	$1,221.00	$3,200.00	$3,131.00	$3,200.00	$3,772.00
SSL Inspection	$0.00	$265.00		$0.00		$0.00
IPsec VPN License	$0.00	$50.00	$0.00	$200.00	$0.00	$345.00
SSL VPN License	$0.00	$50.00	$0.00	$200.00	$0.00	$345.00
Sandbox	$0.00	n/a	$0.00	$0.00	$0.00	$0.00
Cloud Management	$0.00	Optional	$0.00	Optional	$0.00	Optional
Premium Business Content Filtering 1 Year	$0.00	$149.00	$0.00	$271.00	$0.00	$284.00
Premium Business Content Filtering 3 Years	$0.00	$291.00	$0.00	$488.00	$0.00	$595.00
Premium Business Content Filtering 5 Years	$0.00	$485.00	$0.00	$813.00	$0.00	$992.00
End Point Client 10 Clients 1 Year	$0.00	$95.00	$0.00	$95.00	$0.00	$95.00
End Point Client 10 Clients 3 Years	$0.00	$228.00	$0.00	$228.00	$0.00	$228.00
End Point Client 10 Clients 5 Years	$0.00	$390.00	$0.00	$390.00	$0.00	$390.00
1-year TCO	$817.00	$1,134.00	$1,200.00	$1,980.00	$1,200.00	$2,283.00
3-year TCO	$1,400.00	$1,757.00	$2,100.00	$3,354.00	$2,100.00	$4,165.00
5-year TCO	$2,100.00	$2,461.00	$3,200.00	$4,734.00	$3,200.00	$5,844.00
1-year TCO per Protected Mbps Per Year	$5.45	$22.68	$6.00	$19.80	$4.80	$7.61
3-year TCO per Protected Mbps Per Year	$3.11	$11.71	$3.50	$11.18	$2.80	$4.63
5-year TCO per Protected Mbps Per Year	$2.80	$9.84	$3.20	$9.47	$2.56	$3.90

Top Reasons to Choose Fortinet over SonicWall UTM

Feature	Fortinet	SonicWall
Gartner UTM MQ 2017	Leader	Challenger
Firewall/Advanced Networking	✓	✓
SSL Inspection	✓	✓
Application Control	✓	✓
IPS	✓	✓
Anti-Virus	✓	✓
Web Filtering	✓	✓
Remote Access	✓	✓
SD-WAN	✓	✗
Cloud-based Sandboxing	✓	✓
Cloud Based Management	✓	✓
Anti-spam	✓	✓
Integrated Network Switching	✓	✗
Integrated Wireless Controller	✓	✓
Public Cloud	✓	✗
Private Cloud	✓	✗

FORTINET	FortiGate 30E	FortiGate 50E	FortiGate 60E	FortiGate 80E	FortiGate 100E	SonicWall SOHO	SonicWall TZ300	SonicWall TZ400	SonicWall TZ500	SonicWall TZ600
Competitive Mapping										
Firewall	950 Mbps	2.5 Gbps	3 Gbps	4 Gbps	7.7 Gbps	300 Mbps/ 60 Mbps	750 Mbps/ 200 Mbps	1.3 Gbps/ 500 Mbps	1.4 Gbps/ 700 Mbps	1.5 Gbps/ 900 Mbps
Packet per second	180 Kpps	375 Kpps	4.5 Mbps	6 Mbps	6.6 Mpps	Not Published	Not Published	Not Published	Not Published	Not Published
SSL Inspection Performance	160 Mbps	185 Mbps	175 Mbps	180 Mbps	190 Mbps	15 Mbps	45 Mbps	100 Mbps	150 Mbps	200 Mbps
NGFW (FW+AC+IPS)	200 Mbps	220 Mbps	250 Mbps	360 Mbps	360 Mbps	Not Published	Not Published	Not Published	Not Published	Not Published
Threat Prevention (FW+AC+IPS+AV)	150 Mbps	160 Mbps	200 Mbps	250 Mbps	250 Mbps	50 Mbps	100 Mbps	300 Mbps	400 Mbps	500 Mbps
IPS	150 Mbps	350 Mbps	400 Mbps	450 Mbps	4 Gbps	100 Mbps	300 Mbps	900 Mbps	1 Gbps	1.1 Gbps
IPSEC VPN	75 Mbps	90 Mbps	2 Gbps	2.5 Gbps	500 Mbps	100 Mbps	300 Mbps	900 Mbps	1 Gbps	1.1 Gbps
Connections (New/Max Sessions)	15K / 900K	21K / 1.8M	30K / 1.3M	30K / 1.3M	30K / 2M	1.8K / 10K	5K / 50K	6K / 90K	8K / 100K	12K / 125K
HW USD List Price | 1 YR | 3 YRS | 5 YRS [AV, Web Filtering, IPS, Sandboxing, 24x7 Support]	$430 $817 $1.4K $2.1K	$550 $1,045 $1.85K $2.7K	$595 $1.2K $2.1K $3.2K	$1K $1.9K $3.3K $4.9K	$2K $3.8K $6.7K $9.8K	$355 $525 $873 $1,221	$645 $1,214 $2,238 $3,131	$945 $1,474 $2,652 $3,772	$1,245 $2,117 $3,599 $4,906	$1,645 $2,715 $4,533 $6,137

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Fortinet
vs.
Cisco Meraki MX - UTM

Battlecard

	FortiGtae 60E	Meraki MX64	FortiGtae 60E-POE	Meraki MX65	FortiGtae 80E	Meraki MX84
	Less than 50 Users		Less than 50 Users with PoE		100 Users	
Threat Prevention (Mbps)	200	200	200	200	250	300
Hardware + 1 Year License & Support	$1,200.00	$1,200.00	$1,500.00	$1,600.00	$1,900.00	$4,000.00
Hardware + 3 Year License & Support	$2,100.00	$1,800.00	$2,700.00	$2,100.00	$3,300.00	$6,000.00
Hardware + 5 Year License & Support	$3,200.00	$2,400.00	$3,900.00	$2,900.00	$4,900.00	$8,000.00
IPsec VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
SSL VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Sandbox	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Cloud Management	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
1-year TCO	$1,200.00	$1,200.00	$1,500.00	$1,600.00	$1,900.00	$4,000.00
3-year TCO	$2,100.00	$1,800.00	$2,700.00	$2,100.00	$3,300.00	$6,000.00
5-year TCO	$3,200.00	$2,400.00	$3,900.00	$2,900.00	$4,900.00	$8,000.00
1-year TCO per Protected Mbps Per Year	$6.00	$6.00	$7.50	$8.00	$7.60	$13.33
3-year TCO per Protected Mbps Per Year	$3.50	$3.00	$4.50	$3.50	$4.40	$6.67
5-year TCO per Protected Mbps Per Year	$3.20	$2.40	$3.90	$2.90	$3.92	$5.33

Feature	Fortinet	Meraki MX
Gartner UTM MQ 2017	Leader	Challenger
Firewall/Advanced Networking	✓	✓
SSL Decryption	✓	✗
Application Control	✓	✓
IPS	✓	✓
Anti-Virus	✓	✓
Web Filtering	✓	✓
Remote Access	✓	✓
SD-WAN	✓	✓
Cloud-based Sandboxing	✓	✓
Cloud Based Management	✓	✓
Anti-spam	✓	✗
Integrated Network Switching	✓	✓
Integrated Wireless Controller	✓	✓
Public Cloud	✓	✓
Private Cloud	✓	✓

FORTINET	FortiGate 30E	FortiGate 60E-POE	FortiGate 80E	FortiGate 100E	FortiGate 200E	MX64	MX65	MX84	MX100
Competitive Mapping									
Firewall	3 Gbps	3 Gbps	4 Gbps	7.4 Gbps	20 Gbps	250 Mbps	250 Mbps	500 Mbps	750 Mbps
Packet per second	4.5 Mpps	4.5 Mpps	6 Mpps	6.6 Mbps	13.5 Mpps	Not Published	Not Published	Not Published	Not Published
SSL Inspection Performance	175 Mbps	175 Mbps	180 Mbps	190 Mbps	1 Gbps	Not Supported	Not Supported	Not Supported	Not Supported
NGFW (FW+AC+IPS)	200 Mbps	200 Mbps	360 Mbps	360 Mbps	1.8 Gbps	Not Published	Not Published	Not Published	Not Published
Threat Prevention (FW+AC+IPS+AV)	200 Mbps	200 Mbps	250 Mbps	250 Mbps	1.2 Gbps	200 Mbps	200 Mbps	300 Mbps	650 Mbps
IPS	400 Mbps	400 Mbps	450 Mbps	500 Mbps	2.2 Gbps	200 Mbps	200 Mbps	500 Mbps	750 Mbps
IPSEC VPN	2 Gbps	2 Gbps	2.5 Gbps	4 Gbps	9 Gbps	100 Mbps No acceleration	100 Mbps No acceleration	250 Mbps	500 Mbps
Connections (New/Max Sessions)	15K / 900K	21K / 1.8M	30K / 1.3M	30K / 1.3M	30K / 2M	1.8K / 10K	5K / 50K	6K / 90K	8K / 100K
HW USD List Price | 1 YR | 3 YRS | 5 YRS [AV, Web Filtering, IPS, Sandboxing, 24x7 Support]	$430 $817 $1.4K $2.1K	$550 $1,045 $1.85K $2.7K	$595 $1.2K $2.1K $3.2K	$1K $1.9K $3.3K $4.9K	$2K $3.8K $6.7K $9.8K	$355 $525 $873 $1,221	$645 $1,214 $2,238 $3,131	$945 $1,474 $2,652 $3,772	$1,245 $2,117 $3,599 $4,906
I/O	(10) 10/100/1000	(10) 10/100/1000	(14) 10/100/1000, (2) SFP	(20) 10/100/1000, (2) SFP	(10) 10/100/1000	(6) 10/100/1000	(2) 10/100/1000	(10) 10/100/1000, (2) x SFP	(10) 10/100/1000, (2) x SFP

Fortinet
vs.
Sophos XG - UTM

Battlecard

TCO Analysis: Fortinet vs. Sophos XG - UTM

	FortiGtae 30E	Sophos XG 105	FortiGtae 60E	Sophos XG 125	FortiGtae 100E	Sophos XG 210
	10 Users		25 Users		50 Users	
NGFW Real World Performance (Mbps)	200	27	250	75	375	176
Hardware + 1 Year License & Support	$817.00	$693.00	$1,200.00	$1,211.00	$2,600.00	$3,042.00
Hardware + 3 Year License & Support	$1,400.00	$1,048.00	$2,100.00	$1,793.00	$4,700.00	$5,279.00
Hardware + 5 Year License & Support	$2,100.00	$1,506.00	$3,200.00	$2,710.00	$6,900.00	$8,906.00
IPsec VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
SSL VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Sandbox	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Cloud Management	$0.00	n/a (partner only)	$0.00	n/a (partner only)	$0.00	n/a (partner only)
1-year TCO	$817.00	$693.00	$1,200.00	$1,600.00	$2,600.00	$3,042.00
3-year TCO	$1,400.00	$1,048.00	$2,100.00	$2,100.00	$4,700.00	$5,279.00
5-year TCO	$2,100.00	$1,506.00	$3,200.00	$2,900.00	$6,900.00	$8,906.00
1-year TCO per Protected Mbps Per Year	$4.09	$25.67	$4.80	$8.00	$6.93	$17.28
3-year TCO per Protected Mbps Per Year	$2.33	$12.94	$2.80	$3.50	$4.18	$10.00
5-year TCO per Protected Mbps Per Year	$2.10	$11.16	$2.56	$2.90	$3.68	$10.12

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Features	FortiGate	Sophos XG
Gartner UTM MQ 2017	✓	✓
Firewall/Advanced Networking	✓	✓
SSL Decryption	✓	✓
Integrated Network Switching	✓	✗
Public Cloud	✓	✓
Private Cloud	✓	✓
Anti-virus	✓	✓
Web Filtering	✓	✓
SD-WAN	✓	✗
Remote Access	✓	✓
Cloud-based Sandboxing	✓	✓
Cloud Based Management	✓	✓
Anti-spam	✓	✓
Application Control	✓	✓
IPS	✓	✓

FORTINET

Competitive Mapping	FortiGate 30E	FortiGate 50E	FortiGate 60E	FortiGate 80E	FortiGate 90E	FortiGate 100E	XG 85	XG 105	XG 115	XG 125	XG 135	XG 210	XG 230
Firewall	950 Mbps	2.5 Gbps	3 Gbps	4 Gbps	4 Gbps	7.4 Gbps	1.5 Gbps/1.1 Gbps	2.3 Gbps/1.6 Gbps	3.1 Gbps/2.1 Gbps	6 Gbps/3.6 Gbps	11 Gbps/5.9 Gbps	13 Gbps/7.1 Gbps	17 Gbps/8.2 Gbps
Packet per second	180 Kpps	375 Kpps	4.5 Mpps	6 Mpps	375 Kpps	6.6 Mpps	162.5 Kpps	243.8 Kpps	284.5 Kpps	406 Kpps	569 Kpps	1.13 Mpps	1.4 Mpps
SSL Inspection Performance	160 Mbps	185 Mbps	175 Mbps	300 Mbps	190 Mbps	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published
NGFW (FW+AC+IPS+AV)	200 Mbps	220 Mbps	250 Mbps	360 Mbps	375 Mbps	360 Mbps	25 Mbps	27 Mbps	30 Mbps	75 Mbps	133 Mbps	176 Mbps	226 Mbps
IPS	150 Mbps	350 Mbps	400 Mbps	450 Mbps	470 Mbps	500 Mbps	510 Mbps/75 Mbps	700 Mbps/86 Mbps	900 Mbps/103 Mbps	1 Gbps/180 Mbps	1.7 Gbps/232 Mbps	2.7 Gbps/309 Mbps	4.2 Gbps/361 Mbps
IPSEC VPN	75 Mbps	90 Mbps	2 Gbps	2.5 Gbps	245 Mbps	4 Gbps	200 Mbps	300 Mbps	350 Mbps	410 Mbps	950 Mbps	1.45 Gbps	1.7 Gbps
Connections (New/Max Sessions)	15K / 900K	21K / 1.8M	30K / 1.3M	30K / 1.3M	27,500 / 1.2M	30K / 2M	12K / 2M	27.5K / 3.2M	27.5K / 6M	35K / 6.2M	82K / 8.2M	135K / 8.2M	140K / 8.2M
Threat Prevention	150 Mbps	160 Mbps	200 Mbps	250 Mbps	270 Mbps	250 Mbps	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published
I/O	(5) GbE	(7) GbE	(10) GbE	(2) SFP, (14) GbE	(16) GbE	20 x GE, 2x shared SFP ports	(4) GbE	(4) GbE	(4) GbE	(8) GbE	(4) GbE	(8) 10/100/1000, 1-slot	(8) 10/100/1000, 1-slot
HW USD List Price | 1 YR | 3 YRS | 5 YRS[AV, Web Filtering, IPS, Sandboxing, 24x7 Support]	$430 $817 $1.4K $2.1K	$550 $1,045 $1.85K $2.7K	$595 $1.2K $2.1K $3.2K	$1K $1.9K $3.3K $4.9K	$1.4K $2.6K $4.7K $6.9K	$2K $3.8K $6.5K $9.9K	$300 $449 $665	$440 $649 $941 $1,506	$595 $935 $1,411	$795 $1,211 $1,793 $2,710	$1,045 $1,845 $2,966	$1,445 $3,042 $5,279	$2,045 $4,306 $7,470

viLogics

Fortinet
vs.
Sophos SG - UTM

Battlecard

TCO Analysis: Fortinet vs. Sophos SG - UTM

FORTINET	FortiGtae 30E	Sophos SG 115	FortiGtae 60E	Sophos SG 125	FortiGtae 100E	Sophos SG 210
	10 Users		25 Users		50 Users	
NGFW Real World Performance (Mbps)	200	190	250	310	375	590
Hardware + 1 Year License & Support	$817.00	$1,036.00	$1,200.00	$1,394.00	$2,600.00	$3,762.00
Hardware + 3 Year License & Support	$1,400.00	$1,655.00	$2,100.00	$2,234.00	$4,700.00	$7,005.00
Hardware + 5 Year License & Support	$2,100.00	$2,389.00	$3,200.00	$3,231.00	$6,900.00	$10,272.00
IPsec VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
SSL VPN License	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Sandbox	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Cloud Management	$0.00	n/a (partner only)	$0.00	n/a (partner only)	$0.00	n/a (partner only)
1-year TCO	$817.00	$1,036.00	$1,200.00	$1,394.00	$2,600.00	$3,76200
3-year TCO	$1,400.00	$1,655.00	$2,100.00	$2,234.00	$4,700.00	$7,005.00
5-year TCO	$2,100.00	$2,389.00	$3,200.00	$3,231.00	$6,900.00	$10,272.00
1-year TCO per Protected Mbps Per Year	$4.09	$5.45	$4.80	$4.50	$6.93	$6.38
3-year TCO per Protected Mbps Per Year	$2.33	$2.90	$2.80	$2.40	$4.18	$3.96
5-year TCO per Protected Mbps Per Year	$2.10	$1.74	$2.56	$1.44	$3.68	$2.37

Objectives:

Compare FortiGate total cost of ownership in typical deployments as compared to other market vendors. Features include FW, IPS, Web Filtering, AV, AC, SSL Inspection, Sandboxing, IPsec tunnels = 20% of users, SSL VPN tunnels = 20% of users, 24 x 7 Support, Cloud management

*TCO does not include end point licensing costs which is $0 for Fortinet and ranges from $580 - $11250 for Sophos depending on user count (10-50 users) and length (1-5 years)

Top Reasons to Choose Fortinet over Sophos SG UTM

Features	FortiGate	Sophos XG
Gartner UTM MQ 2017	✓	✓
Firewall/Advanced Networking	✓	✓
SSL Decryption	✓	✓
Integrated Network Switching	✓	✗
Integrated Wireless Controller	✓	✓
Public Cloud	✓	✓
Private Cloud	✓	✓
Anti-virus	✓	✓
Web Filtering	✓	✓
SD-WAN	✓	✗
Remote Access	✓	✓
Cloud-based Sandboxing	✓	✓
Cloud Based Management	✓	✓
Anti-spam	✓	✓
Application Control	✓	✓
IPS	✓	✓

FORTINET	FortiGate 30E	FortiGate 50E	FortiGate 60E	FortiGate 80E	FortiGate 90E	FortiGate 100E	SG 105	SG 115	SG 125	SG 135	SG 210	SG 230	SG 310
Competitive Mapping													
Firewall	950 Mbps	2.5 Gbps	3 Gbps	4 Gbps	4 Gbps	7.4 Gbps	1.5 Gbps/ 1.1 Gbps	2.3 Gbps/ 1.6 Gbps	3.1 Gbps/ 2.1 Gbps	6 Gbps/ 3.6 Gbps	11 Gbps/ 5.9 Gbps	13 Gbps/ 7.1 Gbps	17 Gbps/ 8.2 Gbps
Packet per second	180 Kpps	375 Kpps	4.5 Mpps	6 Mpps	375 Kpps	6.6 Mpps	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published
SSL Inspection Performance	160 Mbps	185 Mbps	175 Mbps	180 Mbps	300 Mbps	190 Mbps	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published
NGFW (FW+AC+IPS+AV)	200 Mbps	220 Mbps	250 Mbps	360 Mbps	375 Mbps	360 Mbps	310 Mbps/ 160 Mbps	450 Mbps/ 190 Mbps	680 Mbps/ 310 Mbps	1.3 Gbps/ 445 Mbps	1.9 Gbps/ 590 Mbps	2.8 Gbps/ 780 Mbps	4.7 Gbps/ 980 Mbps
IPS	150 Mbps	350 Mbps	400 Mbps	450 Mbps	470 Mbps	500 Mbps	350 Mbps/ 175 Mbps	500 Mbps/ 200 Mbps	750 Mbps/ 320 Mbps	1.5 Gbps/ 590 Mbps	2 Gbps/ 630 Mbps	3 Gbps/ 910 Mbps	5 Gbps/ 1.3 Gbps
IPSEC VPN	75 Mbps	90 Mbps	2 Gbps	2.5 Gbps	245 Mbps	4 Gbps	325 Mbps/ 175 Mbps	425 Mbps/ 220 Mbps	500 Mbps/ 295 Mbps	1 Gbps/ 490 Mbps	1 Gbps/ 510 Mbps	2 Gbps/ 920 Mbps	3 Gbps/ 1.3 Gbps
Connections (New/Max Sessions)	15K / 900K	21K / 1.8M	30K / 1.3M	30K / 1.3M	27,500 / 1.2M	30K / 2M	15K / 1M	20K / 1M	24K / 2M	36K / 2M	60K / 4M	70K / 6M	100K / 6M
Threat Prevention	150 Mbps	160 Mbps	200 Mbps	250 Mbps	270 Mbps	250 Mbps	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published	Not Published
HW USD List Price | 1 YR | 3 YRS | 5 YRS[AV, Web Filtering, IPS, Sandboxing, 24x7 Support]	$430 $817 $1.4K $2.1K	$550 $1,045 $1.85K $2.7K	$595 $1.2K $2.1K $3.2K	$1K $1.9K $3.3K $4.9K	$1.4K $2.6K $4.7K $6.9K	$2K $3.8K $6.5K $9.9K	$440 $693 $1,048 $1,469	$595 $1,036 $1,655 $2,389	$795 $1,394 $2,234 $3,231	$1,045 $2,220 $3,864 $5,817	$1,445 $3,762 $7,005 $10,272	$2,045 $5,323 $9,913 $15,363	$2,995 $7,389 $13,541 $20,846