



Press Release

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Fortinet Appoints Rami Karajah as its New Channel Manager for Saudi Arabia

Dubai, UAE., May 8, 2014 - Fortinet® (NASDAQ: FTNT) - a leader in high-performance network security – today announced the appointment of Rami Ali Karajah as its new Channel Account Manager for Saudi Arabia. In his new role, Karajah's primary focus is channel development, in addition to driving channel marketing activities and increasing the number of certified engineers in the Kingdom. Riyadh-based Karajah will report directly to Alain Penel, Regional Vice President for the Middle East region at Fortinet.

Karajah's appointment is in line with Fortinet's ambitious expansion plan for growing revenue and market share in the Middle East region by strengthening its channel network across all countries. This effort will be driven through the recruitment of Gold and Silver partners and the increase of partner certifications and the number of Fortinet Resident Engineers to improve the customer service quality in Saudi Arabia.

"I am pleased to be part of Fortinet, a leading security vendor in the Middle East region and a solid company that has, since 2005, enjoyed an impressive growth. My top priorities are to build a strong and qualified channel and strengthen our relationships with strategic partners in order to identify all business opportunities and cover all major verticals" said Karajah.

Rami Karajah spent nine years in the region's IT industry in various positions and acquired a strong experience in sales and marketing, channel management and distribution. Prior to joining Fortinet as Channel Accounts Manager for Saudi Arabia, Karajah held the position of Channel Sales Director at Oxygen, Territory Manager for SP verticals at Aruba Networks, and Sales & marketing manager at Menatelecom among other organizations.

"Karajah appointment reinforces our commitment to our partners in Saudi Arabia and to provide them all the support they need to help our local customers. As Saudi Arabia is a crucial market, his wealth of experience, skills and leadership will contribute towards building a stronger partner network and lead to the growth of Fortinet in the Middle East region. With Rami on board, I'm confident that we are in a good position to expand our business across all segments and verticals and thus consolidate our market leadership in the Middle East," said Alain Penel, regional vice president for the Middle East region at Fortinet.

About Fortinet

Fortinet (NASDAQ: FTNT) helps protect networks, users and data from continually evolving threats. As a global leader in high-performance network security, we enable businesses and governments to consolidate and integrate stand-alone technologies without suffering performance penalties. Unlike costly, inflexible and low-performance alternatives, Fortinet solutions empower customers to embrace new technologies and business opportunities while protecting essential systems and content. Learn more at www.fortinet.com.

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