



Press Release

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Fortinet Middle East & Africa Appoints Regional Marketing Manager

Manal Abi Rafeh joins Fortinet's regional office and is responsible for field- and channel-marketing across the Middle East and Africa

Dubai, UAE, June 8, 2014 - Fortinet® (NASDAQ: FTNT) - the global leader in high-performance cyber security solutions – today announced the appointment of Manal Abi Rafeh as its Regional Marketing Manager for the Middle East and Africa. Manal is based out of Fortinet's regional office in Dubai Media City and will report to Yann Pradelle, Vice President, Southern Europe, Middle East and Africa, Fortinet.

In her role as Regional Marketing Manager, Manal will oversee and execute all of Fortinet's field- and channel-marketing initiatives in the Middle East and Africa regions. This includes solidifying existing relationships with partners and customers, planning and executing marketing campaigns, increasing lead generation, maximising return on investment, and identifying new business prospects.

"Fortinet is one of the fastest growing network security vendors in the region, and I am thrilled to be joining the company at a crucial time when it is scaling up its focus on partners and customers," said Manal Abi Rafeh. "The Middle East and Africa are highly competitive markets but there is plenty of scope for new business. I look forward to playing an integral part in Fortinet's ongoing success in the region."

Fortinet offers a range of class leading network security products that are applicable to SMBs as well as enterprises. With a broad product portfolio, the company has enjoyed strong growth in the region in recent times, and has continued investing in its partners, as well as its regional operations and staff count.

"My aim is to primarily increase Fortinet's brand awareness, and ultimately increase revenue and market share in the region. Fortinet has a very comprehensive product portfolio for both SMB- and enterprise-class organisations but the brand is largely associated with enterprise level products. My priority will be to dispel these assumptions through tailored initiatives that will give individual attention to all of our partners across the region," explained Rafeh.

Prior to joining Fortinet, Manal worked at Blue Coat Systems managing marketing and distribution.

“We are delighted to welcome Manal to Fortinet. Her appointment fills the gap we had for a dedicated regional marketing manager,” said Yann Pradelle, Vice President - Southern Europe, Middle East and Africa at Fortinet. “She brings a wealth of regional field- and channel-marketing experience to Fortinet, and we believe she will play an important role in helping to continuously develop the Fortinet brand and our market presence.”

About Fortinet

Fortinet (NASDAQ: FTNT) protects the most valuable assets of some of the largest enterprise, service provider and government organizations across the globe. The company's fast, secure and global cyber security solutions provide broad, high-performance protection against dynamic security threats while simplifying the IT infrastructure. They are strengthened by the industry's highest level of threat research, intelligence and analytics. Unlike pure-play network security providers, Fortinet can solve organizations' most important security challenges, whether in networked, application or mobile environments - be it virtualized/cloud or physical. More than 210,000 customers worldwide, including some of the largest and most complex organizations, trust Fortinet to protect their brands. Learn more at <http://www.fortinet.com>, the [Fortinet Blog](#) or [FortiGuard Labs](#).

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