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Fortinet Appoints Zacky Vaz as Channel Manager for the UAE, Oman and Qatar

Zacky has extensive channel expertise, and will work with Fortinet's partners to ensure that Small and Medium Businesses are protected from threats and cybercrime

Dubai, UAE– March 7, 2016 –Fortinet® (NASDAQ: FTNT), a global leader in high performance cyber security solutions, has appointed Zacky Vaz as its Channel Manager for the UAE, Oman and Qatar. Based in Dubai, Zacky will focus on SMB channel development and enablement, and will report to Maya Zakhour, Channel Director for Fortinet in the Middle East.

Zacky will work closely with Fortinet's top SME VARs in the UAE, Qatar and Oman, and will focus on building strong technical expertise within the channel, with the help of dedicated Fortinet Channel System Engineers and Distribution Partners. With over 15-years of regional experience, Zacky will work with distributors to nurture the channel by offering sales and presales support, rolling out workshops and webinars, while also promoting Fortinet's FortiPartner program, deal registration, and special SMB offerings.

Fortinet will continue to invest in SMB channel development, and is in the process of launching a new partner program, and tool kit for partners in the channel. As part of his day-to-day role, Zacky will work closely with distribution partners to manage SMB focused channel activities and campaigns.

"Fortinet strongly believes in the three SMB pillars – Enable, Promote and Sell. Fortinet is the only security vendor that caters to all segments, and we have a huge opportunity in the SMB segment," said Zacky, Channel Manager, UAE, Oman and Qatar at Fortinet. "My goal is to ensure we have strong partner networks that are committed to helping us retain our leadership. Together, we will address the SMB segment with high performance end-to-end solutions that protect their business from current and future threats."

Zacky's appointment highlights Fortinet's commitment to the region, and to the SMB segment. Fortinet has maintained an office in Dubai for several years, and has also invested in deploying technical resources within the region.

"We are very happy to welcome Zacky to the regional team. Fortinet is the only vendor that is directly investing in resources to service the SMB segment, this is in line with our strategy, and shows our commitment to the segment," explained Maya Zakhour, Channel Director for Fortinet in the Middle

East. "We are a channel focused company, and support our partners in every way, so that they can reach the right customers, and satisfy all of their requirements."

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.