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Fortinet and Wavelink sign ANZ distribution agreement to tap into burgeoning secure enterprise wireless market

Move follows Fortinet's 2015 acquisition of Meru Networks and solidifies their commitment to providing seamless, integrated network security in both the wired and wireless world

SYDNEY, February 8, 2016 – Fortinet® (NASDAQ: FTNT) – a global leader in high-performance cybersecurity solutions - has announced that Australasian specialist value-added distributor Wavelink has signed a distribution agreement to expand Fortinet's presence in the burgeoning secure enterprise Wi-Fi marketplace across Australia and New Zealand.

This agreement follows Fortinet's acquisition of Meru Networks last year and the integration of Meru's secure Wi-Fi technology into the Fortinet solution set. Wavelink has been the sole distributor for Meru Networks in the region since 2009 and has built up an extensive knowledge of the Meru product range and market verticals.

Wavelink's focus will be to deliver Fortinet's secure enterprise Wi-Fi solutions to resellers across a range of industries including healthcare, education and retail.

"We welcome Wavelink into the Fortinet ecosystem," says Scott Cowen, General Manager – Distribution at Fortinet ANZ. "With Wi-Fi fast becoming the preferred access method for network communications, enterprises are looking to secure their networks and applications within a single secure framework. Fortinet offers comprehensive secure access – wired or wireless – combined with the enterprise performance, control and scalability that are critical to today's organisations."

"With the ANZ secure enterprise wireless market presenting opportunities for explosive growth," he continues, "we look forward to working with Wavelink to further develop Fortinet's position in this dynamic yet challenging market."

"Wavelink is excited by the new opportunities presented by this agreement," says Ilan Rubin, Managing Director, Wavelink. "Fortinet has a great team in Australia and New Zealand with local sales, support and marketing as well as relationships with enterprise Partners on both sides of the Tasman. With our extensive wireless experience, Wavelink will work with Fortinet's existing resellers to expand the uptake of Fortinet's wireless offering. We look forward to building on the strong foundations

we have laid over the last seven years with Meru Networks and transferring this momentum and expertise into Fortinet's existing team and channels”

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About Wavelink

Wavelink is a leading Australasian distributor of enterprise mobility and unified communications solutions. Wavelink is focused on combining a range of complementary, best of breed global technology with local market expertise to distribute and fully support our solution sets. Wavelink's specialist focus, technical expertise and commitment on specific industry verticals is the key differentiator from volume-based IT distributors.

Each element of the Wavelink product range – now including Fortinet - is strategically selected to be complementary to each other element, enabling Wavelink to deliver value-added business solutions to resellers and to their customers. In addition to Fortinet, Wavelink distributes a range of products from Spectralink, Digium, Polycom, Lightspeed Systems and Purple WiFi.

About Fortinet

Fortinet (NASDAQ: FTNT) protects the most valuable assets of some of the largest enterprise, service provider and government organisations 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 virtualised/cloud or physical. More than 210,000 customers worldwide, including some of the largest and most complex organisations, trust Fortinet to protect their brands. Learn more at <http://www.fortinet.com>, the Fortinet Blog or FortiGuard Labs.

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