

# FortiSASE Services

- SOLUTION BRIEF — Exclusive Networks' FortiSASE Services

## 70%

*The SASE market is accelerating as organizations seek to consolidate SD-WAN and cloud security functions. By 2028, 70% of SD-WAN purchases will be part of single-vendor SASE offerings.<sup>1</sup>*

A reduction of tech platforms sounds simple enough, but when you factor in competing priorities between security and networking teams, simply converging into a Secure Access Service Edge (SASE) solution is not that easy.

## 70%

*Zero Trust Network Access (ZTNA) is a core requirement. In 2025, 70% of organizations implementing agent-based ZTNA will choose a SASE/SSE provider rather than a standalone ZTNA product.<sup>1</sup>*

Whether it's the propagation of data, a cloud-native remote workforce, the ongoing evolution of threat actors, or teams with competing priorities, migrating to a SASE platform can be daunting, and without thoughtful consideration, may not fully protect your data.

## THE SITUATION



Many organizations are in deep technology debt with legacy data loss prevention, web gateway, VPN, cloud access security broker, and other technology platforms. Not only is their tech siloed, but so are their network, infrastructure, data protection, privacy, and cloud teams.

Organizations are navigating a cloud-first ecosystem, ongoing propagation of data, a BYOD remote workforce, threat actors that are getting smarter by the day, and internal teams with competing priorities.

## THE SOLUTION



With the introduction of SASE, everyone is at the table: Network, infrastructure, data protection, privacy, ops and cloud teams. Deploying the FortiSASE platform + building a comprehensive program that keeps each of these components secure, is a recipe that will enable organizations to capitalize on the benefits of convergence.

1. [2025 Gartner Magic Quadrant for SASE Platforms, 9 July 2025](#)

# Exclusive Networks FortiSASE Services

Whether you need FortiSASE deployed, optimized, or a comprehensive program built to address your security needs, our services are tailored to meet you where you are. We assess your business and technical needs, define clear success criteria, and deliver actionable roadmaps—empowering you to reduce risk, improve data visibility, and fully realize the value of your security investments.

## FortiSASE Deployment Services

- **Assess** current state, understand goals, define use cases, identify quick wins, develop initial roadmap, and define measurable outcomes
- **Design** and build a data security governance program that drives your people, tech decisions, and processes, and addresses the ever-changing data compliance and regulatory landscape
- **Deploy** initial FortiSASE platform modules, deploy program, implement policies, and achieve initial operating capabilities (IOC)

### Expected Outcomes



FortiSASE deployed, resulting in initial operating capability



Enhanced data and cloud security policies aligned to business needs



Aligned to industry-specific compliance requirements and ever-changing regulatory environments

## FortiSASE Subscription Services

Post-deployment services for FortiSASE include:

- Implement additional modules, define analytics, tune policies, integrate tech, optimize platform, and achieve full value realization
- Using a custom Value Realization Plan (VRP) as a guide, update and optimize program and technologies and perform business-as-usual (BAU) operations
- Manage ongoing service requests

### Expected Outcomes



Custom VRP defined, with a roadmap to maximize the value of your investment



Security policies aligned to scope, industry and regulatory requirements, tuned to balance protection and user productivity



Full value realization is achieved for your FortiSASE deployment

## SCHEDULE A CALL

Contact your local account manager or email [info\\_na@exclusive-networks.com](mailto:info_na@exclusive-networks.com)

