



ORDERING GUIDE

Solutions for Education

Product Offerings

This ordering guide is a quick reference for the products & services most beneficial to Education customers, including:

- **Cyber Safety and Physical Security in Education** - Students must be protected from harmful Internet content and cyber threats when using devices for educational purposes, whether those devices are school owned (libraries, labs, and 1:1 programs) or personal mobile devices (BYOD programs). Schools are responsible for protecting students from harm during school related events and activities, as well as criminal attacks on campus.
- **Digital Learning Resources and Compliance** - To enforce the need for protecting students while accessing the Internet, many global privacy and safety compliance initiatives were implemented. In some cases, compliance must be proven to receive government discounts and funding for purchasing specific types of hardware.
- **Rationalizing IT Operations** - Many educational organizations struggle with how to protect the expanding attack surface. Often operating with very lean network and security teams, the organizations are consolidating point products to implement tightly integrated, cohesive security architectures. The Fortinet Security Fabric will eliminate legacy expensive, siloed security architectures and allow the information technology teams to operate more efficiently.
- **Higher Education** - College and university campuses are centers of innovation in many areas, and IT is no exception. Advanced research and smart campus initiatives provide educational opportunities and enhance student life, but they also bring new network security risks to the institution. Cyberattacks on higher education are on the rise, including attacks that resulted in compromised data and devastating ransomware attacks that completely shut down their networks for extended periods of time. The need for CASB and DLP solutions are prevalent to protect proprietary research and other intellectual property.



Fortinet Protects School Networks and Safeguards Student and Staff Data with:

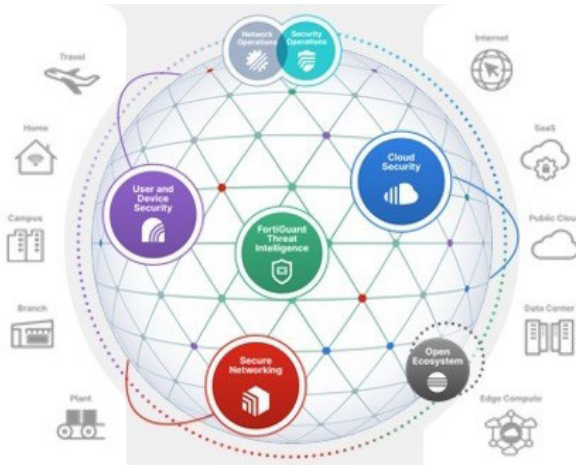
- **Comprehensive Security:** Via the Fortinet Security Fabric architecture
- **Integrated Access & Network Security:** Unified wired and wireless access with security
- **Web Filtering:** Block student access to adult content and malicious websites
- **Application Control:** Policy-based control over any application usage
- **Cost-Effective Solution:** Complete feature-set without hidden license fees
- **Global AI-Driven Threat Intelligence:** Real-time and up to date security services
- **Unified Network Operations:** Simplified management, analytics, and reporting

Fortinet Security Fabric

Broad
visibility and protection of the entire digital attack surface to better manage risk

Integrated
solution that reduces management complexity and shares threat intelligence

Automated
self-healing networks with AI-driven security for fast and efficient operations



SOLUTIONS

The following sections list the Fortinet Security Fabric solutions mapped to educational buying centers. The table is based on industry-recommended best practices for educational organizations and can be used as a quick reference to navigate the ordering guide.

- 1. Single Campus** - individual schools such as charter schools or small school districts generally numbered in the hundreds or low thousands of students & staff
- 2. School District** - entire school district with multiple schools and administrative sites. Generally numbered in the tens and hundreds of thousands of students & staff
- 3. Higher Ed** - college & university campuses
- 4. MSSP** - managed service providers focused on EDU and State & Local Government

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER EDUCATION	MSSP
Secure Networking	Next Generation Firewall (NGFW)	☑	☑	☑
	Network Segmentation		☑	☑
	Secure SD-WAN/SD-Branch		☑	☑
	Wireless	☑	☑	☑
	Switch	☑	☑	☑
	Zero Trust Network Access (ZTNA)	☑	☑	☑
User and Device Security	Secure Remote Access	☑	☑	☑
	Zero Trust Network Access (ZTNA Agent)	☑	☑	☑
	Secure Remote Access	☑	☑	☑
	Network Access Control		☑	☑
	Identity Based Access	☑	☑	☑
	Endpoint Protection (AV, WF, AppFW)	☑	☑	☑
Network and Security Operations	Endpoint Detection & Response (EDR)		☑	☑
	Endpoint Hygiene	☑	☑	☑
	Centralized Management & Analytics		☑	☑
	User Logging, Monitoring and Reporting	☑	☑	☑
	Network Operations Center (NOC)		☑	☑
FortiGuard Threat Intelligence	Security Automation & Orchestration (SOAR)		☑	☑
	Security Operations Center (SOC)		☑	☑
	Deception Technology		☑	☑
	Network Detection & Response (NDR)		☑	☑
	Sandboxing		☑	☑
	Indicators of Compromise		☑	☑
Cloud Security	Application Control		☑	☑
	Vulnerability Exploits	☑	☑	☑
	Virtual and Cloud Native Firewalls		☑	☑
	Cloud Access Security Broker (CASB)		☑	☑
Specialized Solutions	Web Application Firewall		☑	☑
	Email Protection	☑	☑	☑
	YouTube Filtering	☑	☑	☑
	Chromebook Web Filtering	☑	☑	☑
	Banned Word Blocking	☑	☑	☑
	Bullying & Self-Harm Reporting	☑	☑	☑
	Camera/Recorder Facial & Object Recognition		☑	☑
	HomeWRK for EDU		☑	☑
	Self-Service Portal		☑	☑

NETWORK SECURITY

FortiGate is the pioneer of unified networking & security, combining all elements of NGFW, SD-WAN, Segmentation, and hyper-accelerated content inspection. A single unified operating system enables the same device to be deployed in any location, leveraging the capabilities needed without separate skills or training for each case.

FortiAnalyzer provides an out-of-the-box central logging, reporting and incident detection & response platform for all FortiGate deployments, plus other FortiGate and Fortinet Fabric Products.

FortiManager delivers a turnkey single pane management platform for the Fortinet estate, including central RBAC administration across NGFW, SD-WAN, managed LAN Edge and more.

FortiPortal empowers educators with Web Filtering self-service tools and in-classroom analytics. It offers effortless control over a range of Fortinet technologies, including NGFW, SD-WAN, FortiSwitch, FortiAP, and more.

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	NGFW	NGFW, Internal Segmentation	NGFW, Internal Segmentation, SD-WAN Branch	NGFW, Internal Segmentation, SD-WAN Branch
FortiGate				
App Control	☑	☑	☑	☑
IPS	☑	☑	☑	☑
Content Filtering	☑	☑	☑	☑
Anti-malware	☑	☑	☑	☑
SD-WAN		☑	☑	☑
VPN with MFA	☑	☑	☑	☑
ZTNA	☑	☑	☑	☑
In-Line CASB		☑	☑	☑
VM Deployments			☑	☑
Elephant Flows		☑	☑	☑
FortiAnalyzer & FortiManager				
Log Collection & Compliance	☑	☑	☑	☑
Central Reporting & Alerting	☑	☑	☑	☑
Incident Detection & Response		☑	☑	☑
Central Management & RBAC			☑	☑
Customer Portal				☑
Top Sellers				
	FG-90G	FG-120G	FG-600F	FG-120G
	FG-120G	FG-200F	FG-1800F	FG-200F
	FG-200F	FG-600F	FG-3000F	FG-1000F
	FG-600F	FG-900G	FG-4200F	FG-2600F
FortiGate	FG-900G	FG-1800F	FG-4400F	FG-3001F
	FG-1800F	FG-3001F	FG-6300F	FG-4200F
		FG-4200F	FG-6500F	FG-4400F
		FG-4400F		FG-6300F
				FG-6500F
FortiAnalyzer	FAZ-VM	FAZ-VM	FAZ-VM	FAZ-VM
FortiAnalyzer Big Data			FAZ-BD-4500F	FAZ-BD-4500F

SECURE ACCESS

FortiSwitch is tightly integrated into the Fortinet Security Fabric via FortiLink allowing management directly from the familiar FortiGate interface.

FortiAP access points are managed centrally by the integrated WLAN controller of any FortiGate® security appliance or through the FortiLAN Cloud provisioning and management portal.

FortiAuthenticator centralizes the management of user identity information and enables secure multi-factor authentication with full support for FortiToken.

FortiToken is the client component of Fortinet’s cost-effective two-factor solution for meeting strong authentication needs. FortiToken Mobile installs on Android, iOS, and Windows devices, supporting push notification that allow users to approve or deny a onetime password (OTP) with one tap. Alternatively, hardware-based tokens are available where desired or necessary.

HomeWRK for Education | Secured by Fortinet comes with a plug-and-play hardware and nationwide data plans. This solution allows school districts to easily provide students with reliable, secure home internet connections so that they can complete their studies for better academic achievement.

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	MDF, FortiLink, POE, AP	IDF, FortiLink, POE, AP, SSO, MFA	IDF, FortiLink, POE, AP, MFA	MDF, IDF, FortiLink, POE, AP, MFA, IAM
FortiSwitch				
FortiLink Support	☑	☑	☑	☑
High Port Density	☑	☑	☑	☑
Access Security	☑	☑	☑	☑
POE/FPOE	☑	☑	☑	☑
MultiGig		☑	☑	☑
FortiAP				
POE	☑	☑	☑	☑
External Antennae		☑	☑	☑
Presence Detection			☑	☑
FortiAuthenticator				
Multifactor Authentication (MFA)	☑	☑	☑	☑
Single Sign-On Mobility Agent		☑	☑	☑
FortiToken				
Mobile Token	☑	☑	☑	☑
Physical Token				☑
FortiToken Cloud	☑			
Top Sellers				
FortiSwitch	FS-148F-FPOE	FS-148-FPOE	FS-148-FPOE	FS-148F-FPOE
	FS-448E-FPOE	FS-448E-FPOE	FS-448E-FPOE	FS-448E-FPOE
	FS-648F-FPOE	FS-648F-FPOE	FS-648F	FS-648F-FPOE
	FS-1024E	FS-1024E	FS-648F-FPOE	FS-1024E
		FS-2048F	FS-1024E	FS-2048F
FortiAP	FAP-234G	FAP-234G	FAP-234G	FAP-234G
	FAP-431G	FAP-431G	FAP-431G	FAP-431G
	FAP-441K	FAP-443K	FAP-443K	FAP-443K
FortiAuthenticator	FAC-VM	FAC-VM	FAC-VM	FAC-VM
	FAC-300F	FAC-300F	FAC-300F	FAC-300F
	FAC-800F	FAC-800F	FAC-800F	FAC-800F
			FAC-3000F	FAC-3000F
FortiToken	FTM-ELIC	FTM-ELIC	FTM-ELIC	FTM-ELIC
				FTK-200B

SECURE ACCESS SERVICE EDGE (SASE)

Security As A Service

Secure Web Gateway – Protects against most advanced web threats with a broad set of capabilities for securing web traffic, including encrypted traffic. Secure Web Gateway enables defense-in-depth strategy with web filtering, anti-virus, file filtering, data leak prevention, and more for both managed and unmanaged devices.

Firewall-as-a-Service (FWaaS) – Leveraging the independently certified and acclaimed capabilities of FortiOS, our FWaaS technology enables high-performance SSL inspection and advanced threat detection techniques from the cloud. It also establishes and maintains secure connections for remote users and analyzes in-bound and out-bound traffic without impacting user experience.

Thin Edge Devices – Easily add micro-sites with easy to manage hardware devices that leverage existing WIFI or will implement 3G/4G LTE Wireless WAN connectivity.

Universal ZTNA – Applying ZTNA everywhere for all users and devices, regardless of location, shifts implicit access to explicit control. Granular controls, applied per application, combine user authentication, continuous identity and context validation, and monitoring.

Next-Generation Dual-mode CASB – With both inline and API-based support, next-gen CASB identifies key SaaS applications and reports shadow IT applications, provides secure access to sanctioned SaaS applications, restricts access to SaaS apps to trusted endpoints, and enables ZTNA posture checks for application access.

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	On-Net & Off-Net Students, Educators, and Administrators	On-Net & Off-Net Students, Educators, and Administrators	On-Net & Off-Net Stidents, Educators, and Administrators	On-Net & off-Net Students, Educators, and Administrators
Secure Web Gateway				
Web Filtering	☑	☑	☑	☑
Anti-virus	☑	☑	☑	☑
File Filtering	☑	☑	☑	☑
Data Leak Prevention			☑	☑
SD-WAN		☑	☑	☑
Firewall-as-a-Service				
SSL Inspection	☑	☑	☑	☑
Advanced Threat Protection	☑	☑	☑	☑
Remote Access Traffic Monitoring	☑	☑	☑	☑
Thin Edge Devices				
WIFI Access Point WAN Extension	☑	☑	☑	☑
3G/4G LTE Wireless WAN Extension	☑	☑	☑	☑
Universal ZTNA				
Identity Validation & Monitoring	☑	☑	☑	☑
Granular Application Access Control	☑	☑	☑	☑
Next-Generation Dual-mode CASB				
SaaS Application, Shadow IT, Reporting & Control		☑	☑	☑

MALWARE DETECTION AND AUTOMATED RESPONSE

FortiClient unified endpoint features include compliance, protection, and secure access with zero trust access control all in a single modular lightweight client.

FortiEDR delivers real-time, automated endpoint protection with orchestrated incident response across any communication device — including workstations and servers with current and legacy operating systems as well as manufacturing and OT systems.

FortiSandbox the top-rated AI-powered FortiSandbox is part of Fortinet’s breach protection solution that integrates with Fortinet’s Security Fabric platform to address rapidly evolving targeted threats.

FortiNDR represents the future of artificial-intelligence (AI)-driven, network-based breach protection technology designed for short staffed Security Operation Center (SOC) teams to identify, classify, and respond to threats.

FortiDeceptor is a non-intrusive, agentless deception platform that puts the power back into the hand of defenders, with the ability to deceive attackers into engaging with fake assets and ultimately revealing themselves.

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	Endpoint Content Filter, EPP, Chromebook Support	Endpoint Content Filter, EPP, EDR, Chromebook, VPN+MFA	EPP, EDR, Sandboxing, VPN+MFA	EPP, EDR, Endpoint Content Filter, Sandboxing, VPN+MFA
FortiClient				
ZTNA	☑	☑	☑	☑
Content Filtering	☑	☑		☑
EPP?NGAV	☑	☑	☑	☑
VPN with MFA	☑	☑	☑	☑
Vulnerability Detection	☑		☑	☑
Chromebook	☑	☑		☑
FortiEDR				
NGAV (pre-execution)	☑	☑	☑	☑
Post Execution Protection	☑	☑	☑	☑
Attack Chain Visualization	☑	☑	☑	☑
Vulnerability Detection		☑	☑	☑
Application Whitelisting			☑	☑
USB Control		☑	☑	☑
FortiSandbox				
Email Integration	☑	☑	☑	☑
Sniffer Mode	☑	☑	☑	☑
Integrated Mode	☑	☑	☑	☑
Evasion Detection	☑	☑	☑	☑
C&C Detection	☑	☑	☑	☑
FortiNDR				
NDR and ANN		☑	☑	☑
Integrated Mode		☑	☑	☑
Netflow Add-on		☑	☑	☑
OT Add-on			☑	☑
FortiDeceptor				
Deception Lure & Decoys		☑	☑	☑
Central Management		☑	☑	☑
Custom Decors			☑	☑

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	Endpoint Content Filter, EPP, Chromebook Support	Endpoint Content Filter, EPP, EDR, Chromebook, VPN+MFA	EPP, EDR, Sandboxing, VPN+MFA	EPP, EDR, Endpoint Content Filter, Sandboxing, VPN+MFA
Top Sellers				
FortiClient	FortiClient Cloud EMS	FortiClient Cloud EMS FortiClient EMS On-Premises	FortiClient Cloud EMS FortiClient EMS On-Premises	FortiClient Cloud EMS FortiClient EMS On-Premises Multitenant Flex Licensing
	Managed FortiClient Service	Best Practices / FortiGuard Forensic Service	FortiGuard Forensic Service	FortiGuard Forensic Service
FortiEDR	Discover, Protect, & Respond	Discover, Protect, & Respond	Discover, Protect, & Respond	Discover, Protect, & Respond
	Standard MDR	Managed XDR	XDR	XDR
FortiSandbox	FSA-500F	FSA-3000F	FSA-3000F	FSA-3000F
	FSA-3000F	FSA-VM	FSA-VM	FSA-VM
FortiNDR		FNR-1000F / FNR-3500F	FNR-3500F	FNR-3500F
		FortiNDR VM	FortiNDR VM	FortiNDR VM
FortiDeceptor		FDC-100G FDC-1000G	FDC-1000G	FDC-1000G
		FortiDeceptor VM Central Manager	FortiDeceptor VM Central Manager	FortiDeceptor VM Central Manager

PHYSICAL SECURITY - CAMERA, RECORDER, VOICE

FortiCamera delivers crisp, high-resolution HDTV-quality images that helps provide reliable evidence against crimes and increase safety and efficiency in campus operations.

FortiRecorder helps unify the management of cameras, systems, and extended storage across locations from a single platform. FortiRecorder works seamlessly with FortiCamera as well as supporting a wide range of 3rd party ONVIF-standard cameras.

FortiCentral software supports easy to use facial recognition and object detection for your ever-evolving security needs.

FortiVoice phone systems provide enterprise-class communication with no additional licenses to buy or cards to install. Auto attendants, auto-provisioning, line/extension appearance, ring groups, user privileges, call queue, call barge, multi-location integration, and much more are all built-in.

	SCHOOL CAMPUS	SCHOOL DISTRICT	HIGHER ED	EDU/SLED (MSSP)
Common Use Cases	Face & Object Recognition Fully featured cost-effective voice system	Face & Object Recognition Fully featured cost-effective voice system	Face & Object Recognition 3 rd Party Camera Support Fully featured cost-effective voice system	Face & Object Recognition 3 rd Party Camera Support Fully featured cost-effective voice system
FortiCamera				
Indoor	☑	☑	☑	☑
Outdoor	☑	☑	☑	☑
Weatherproof	☑	☑	☑	☑
Vandal-proof	☑	☑	☑	☑
Motorized Zoom			☑	☑
2-way Audio		☑		☑
FortiRecorder/FortiCentral				
Face/Object Recognition	☑	☑	☑	☑
Motion Detection	☑	☑	☑	☑
Snapshot Notifications		☑	☑	☑
3 rd Party Camera Support			☑	☑
FortiVoice				
Advanced Call Features	☑	☑	☑	☑
Advanced Call Network		☑	☑	☑
Advanced Management		☑	☑	☑
Property Management				☑
Call Center			☑	☑
Top Sellers				
FortiCamera	FCM-FB50	FCM-FB50	FCM-FB50	FCM-FB50
	FCM-FD50	FCM-FD50	FCM-FD50	FCM-FD50
FortiRecorder/FortiCentral	FRC-100G	FRC-400F	FRC-400F	FRC-400F
	FRC-VM	FRC-VM	FRC-VM	FRC-VM
FortiVoice	FVE-500F	FVE-500F	FVE-500F	FVE-500F
	FVE-VM	FVE-VM	FVE-VM	FVE-VM

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