



ORDERING GUIDE

FortiNAC

FortiNAC is Fortinet's network access control solution that enhances the Fortinet Security Fabric with visibility, control, and automated response for everything that connects to the network. With FortiNAC, you can implement microsegmentation policies and change configurations on switches and wireless products from 95 vendors. FortiNAC is available with the following FortiCare offerings:

FortiCare Services

As a customer's business rapidly evolves, advancing its security capabilities is critical as well. Often, the customer does not have expertise within their organization to deploy, operate, and maintain these new capabilities or are up against tight deadlines to implement change. Fortinet understands this challenge and helps thousands of organizations every year tackle this problem with FortiCare Services. Fortinet's experts provide accelerated implementation of the customer's technology, reliable assistance through advanced support, and proactive care to ensure the customer's success with Fortinet investment. No matter the size or location of the customer's organization, Fortinet is ready to provide the customer with an elevated experience to help them achieve their business goals with superior security and performance.

FortiCare Support

A FortiCare Support contract entitles the customer not only to receive updates to the FortiNAC firmware, but also receive the following important feeds:

- **Network device database update:** FortiNAC supports more than 2 400 switching, wireless, or firewall devices on the market. As new devices release, FortiNAC's network device database should be updated to reflect these new models. The weekly update from the FortiNAC team keeps the customer's deployment up to date.
- **FortiGuard IoT Service:** a method that FortiNAC has to identify devices is to use the cloud lookup service that FortiGuard Labs hosts. A FortiCare Support contract entitles the customer to use that service at no additional cost, giving them access to a database of millions of devices.

LICENSE PACKAGE AND PRICING CHANGE

To reduce the complexity for our customers, we have delivered the licensing package simplification, removed the BASE licensing, and reduced the cost for acquisition of PLUS and PRO licenses. This change keeps the features the same in the PLUS and PRO while introducing new prices.

- **PLUS:** powerful and comprehensive features with the entry-level licensing package, provides endpoint visibility and dynamic VLAN steering, advanced network access controls, and automated provisioning for users, guests, and devices
- **PRO:** includes all PLUS features and increases the level, providing the ultimate in visibility, control, and response.

Customers with BASE licensing can keep it, since we still support this license as described in the end of life announcement. However, it is possible to upgrade a customer who has perpetual BASE licensing. They can contact their account manager to provide the quote.

With the perpetual and subscription licensing pricing changes, the new FortiNAC-F hardware appliances have had their prices revised due to Fortinet's new production of these appliances. With a production cost reduction, we can deliver cost savings for our customers without affecting performance and scalability.

PRODUCT OFFERINGS

			PLUS	PRO
Visibility	Network	Network Discovery	☑	☑
		Rogue Identification	☑	☑
		Device Profiling and Classification	☑	☑
	Endpoint	Enhanced Visibility	☑	☑
		Anomaly Detection	☑	☑
		MDM Integration	☑	☑
		Persistent Agent	☑	☑
		Authentication	☑	☑
	User	Captive Portal	☑	☑
	Automation/Control	Network Access Policies		☑
IoT Onboarding with Sponsor		☑	☑	
Rogue Device Detection and Restriction		☑	☑	
Firewall Segmentation		☑	☑	
MAC Address Bypass		☑	☑	
Full RADIUS (EAP)		☑	☑	
BYOD/Onboarding		☑	☑	
Guest Management		☑	☑	
Endpoint Compliance		☑	☑	
Web and Firewall Single Sign-on		☑	☑	
Incident Response	Event Correlation			☑
	Extensible Actions and Audit Trail			☑
	Alert Criticality and Routing			☑
	Guided Triage Workflows			☑
Integrations	Inbound Security Events			☑
	Outbound Security Events		☑	☑
	REST API		☑	☑
Reporting	Customizable Reports		☑	☑

ORDERING INFORMATION

	PLUS	PRO
Perpetual Licenses*		
100 Endpoints	LIC-FNAC-PLUS-100	LIC-FNAC-PRO-100
1 000 Endpoints	LIC-FNAC-PLUS-1K	LIC-FNAC-PRO-1K
10 000 Endpoints	LIC-FNAC-PLUS-10K	LIC-FNAC-PRO-10K
50 000 Endpoints	LIC-FNAC-PLUS-50K	LIC-FNAC-PRO-50K
Subscription Licenses**		
25 Endpoints	FC1-10-FNAC1-213-01-DD	FC2-10-FNAC1-209-01-DD
500 Endpoints	FC2-10-FNAC1-213-01-DD	FC3-10-FNAC1-209-01-DD
10 000 Endpoints	FC3-10-FNAC1-213-01-DD	FC4-10-FNAC1-209-01-DD
Hardware Appliances		
SMB (up to 5 000 network ports)	FNC-CA-500F	
Mid Enterprises (up to 15 000 network ports)	FNC-CA-600F	
Large Enterprises (up to 25 000 network ports)	FNC-CA-700F	
Management Appliance (optional unlimited network ports)	FNC-M-550F	
Virtual Appliances		
SMB (up to 5 000 network ports)		
Mid Enterprises (up to 15 000 network ports)	FNC-CAX-VM	
Large Enterprises (up to 25 000 network ports)		
Management Appliance (optional unlimited network ports)	FNC-MX-VM	
Professional Services		
FortiNAC Professional Service (FortiCare contract per day)	FP-10-PS001-830-01-01	
QuickStart Services		
FortiNAC QuickStart Deployment - Standard		
FortiNAC QuickStart Deployment - Advanced		

* FortiCare SKUs are mandatory for the first year of the contract and optional for subsequent years.

** You must purchase the FortiNAC model (hardware or VM) + FortiCare of hardware/VM only, then add the subscription pack as desired. The minimum number of order quotes for a subscription is 500 endpoint licenses.

HARDWARE APPLIANCES				
Hardware Model	FortiNAC 500, Network Control and Application Server with RAID and Redundant Power Supplies, for up to 5000 total ports	FortiNAC 600, High Performance Network Control and Application Server with RAID and Redundant Power Supplies, for up to 15 000 total ports	FortiNAC 700, Ultra High Performance Network Control and Application Server with RAID and Redundant Power Supplies, for up to 25 000 total ports	FortiNAC Manager 550, Network Manager with RAID and Redundant Power Supplies
Hardware Product	FNC-CA-500F	FNC-CA-600F	FNC-CA-700F	FNC-M-550F
24x7 FortiCare Contract	FC-10-NF500-247-02-DD	FC-10-NF600-247-02-DD	FC-10-NF700-247-02-DD	FC-10-NF550-247-02-DD
Next Day Delivery Premium RMA Service (Requires 24x7 or ASE FortiCare)	FC-10-NF500-210-02-DD	FC-10-NF600-210-02-DD	FC-10-NF700-210-02-DD	FC-10-NF550-210-02-DD
4-hour Hardware Delivery Premium RMA Service (Requires 24x7 or ASE FortiCare)	FC-10-NF500-211-02-DD	FC-10-NF600-211-02-DD	FC-10-NF700-211-02-DD	FC-10-NF550-211-02-DD
4-Hour Hardware and Onsite Engineer Premium RMA Service (Requires 24x7 or ASE FortiCare)	FC-10-NF500-212-02-DD	FC-10-NF600-212-02-DD	FC-10-NF700-212-02-DD	FC-10-NF550-212-02-DD

VIRTUAL APPLIANCES		
VM Model	FortiNAC Control and Application VM Server (VMware/Hyper-V/AWS/Azure/KVM)	FortiNAC Manager VM Server (VMware or Hyper-V)
VM Product	FNC-CAX-VM	FNC-MX-VM
24x7 FortiCare Contract	FC-10-FNVXA-248-02-DD	FC-10-FNVXM-248-02-DD

Consider one FortiCare support unit for each one FortiNAC perpetual license.

FORTICARE SUPPORT FOR FORTINAC PERPETUAL LICENSES	
License Model	
24x7 FortiCare Contract (100 Endpoints) for FortiNAC BASE deployments	FC1-10-FNAC0-240-02-DD
24x7 FortiCare Contract (100 Endpoints) for FortiNAC PLUS deployments	FC2-10-FNAC0-240-02-DD
24x7 FortiCare Contract (100 Endpoints) for FortiNAC PRO deployments	FC3-10-FNAC0-240-02-DD

ORDERING INFORMATION

The following shows options for perpetual licensing upgrade:

FORTINAC PERPETUAL ONLY – UPGRADE LICENSING	
Upgrade Path	
BASE to PLUS Licensing Upgrade for 100 concurrent endpoint devices.	FNC-LIC-BASE-UPG-100
PLUS to PRO Licensing Upgrade for 100 concurrent endpoint devices.	FNC-LIC-PLUS-UPG-100
BASE to PRO Licensing Upgrade for 100 concurrent endpoint devices	FNC-LIC-PRO-UPG-100

TRANCEIVERS LIST SUPPORTED (HARDWARE APPLIANCES)	
Description	
1GE SFP SX transceiver module for systems with SFP and SFP/SFP+ slots	FN-TRAN-SX
1GE SFP LX transceiver module, 10km range, -40C to 85C, over SMF, for systems with SFP and SFP/SFP+ slots	FN-TRAN-LX
1GE SFP RJ45 transceiver module for systems with SFP and SFP/SFP+ slots	FN-TRAN-GC
10GE SFP+ transceiver module, short range for systems with SFP+ and SFP/SFP+ slots	FN-TRAN-SFP+SR
10GE SFP+ transceiver module, 10km long range for systems with SFP+ and SFP/SFP+ slots	FN-TRAN-SFP+LR

FORTINET TRAINING AND CERTIFICATION

FCP - FortiNAC Training and Certification

Learn how to leverage the powerful and diverse capabilities of FortiNAC, using best practices for achieving visibility, control, and response. These fundamentals provide you with a solid understanding of how to implement network visibility and security automation.

Course description

For information about prerequisites, agenda topics, and learning objectives, see the course description at https://training.fortinet.com/local/staticpage/view.php?page=library_fortinac

Ordering Information

SKU	DESCRIPTION
FT-NAC	Instructor-led Training - 3 full days or 4 half days
FT-NAC-LAB	On-demand Labs in self-paced
NSE-EX-FTE2	Certification Exam

BILL OF MATERIAL EXERCISES

EXERCISE 1

Opportunity: New business

Customer segment: Manufacturing

Locations: Factories in twelve cities across the U.S.

Features needed: Visibility only of the network (e.g., PLC controllers, devices, PCs, unmanaged hubs, and switches).

Infrastructure: Two Azure datacenters, 12 Azure-connected sites with all Cisco hardened switches, a FortiGate firewall at the edge and Meraki APs for wireless.

Number of devices: 8400

Terms: 3-year due to availability of capital expense money in this year's budget

Here is the proposed bill of material (BoM) using VM, with 3-year term and support:

	PART NUMBER	DESCRIPTION	QUANTITY
FortiNAC VM with HA	FNC-CAX-VM	FortiNAC Virtual Appliance	2
	FC-10-FNVXA-248-02-36	FortiCare for FortiNAC VM, 3 years	2
8400 FortiNAC Base license with FortiCare for 36 months	LIC-FNAC-PLUS-1K	FortiNAC Perpetual PLUS License for 1K concurrent endpoint devices. Provides endpoint visibility and dynamic VLAN steering, advanced network access controls, and automated provisioning for users, guests, and devices	8
	LIC-FNAC-PLUS-100	FortiNAC Perpetual PLUS License for 100 concurrent endpoint devices. Provides endpoint visibility and dynamic VLAN steering, advanced network access controls, and automated provisioning for users, guests, and devices	4
	FC2-10-FNAC0-240-02-36	FortiCare Premium Support (100 Endpoints) for FortiNAC PLUS deployments with 3 years.	84

EXERCISE 2

Opportunity: New Business

Customer segment: Global bottle manufacturing, mid-sized

Feature needed: IoT visibility and control, 3rd party contractor access control, local management (Americas, EMEA, and APAC) with central reporting.

Infrastructure: FortiGate, FortiEDR, FortiClient EMS, and FortiSIEM. Timely alert notification and ultimately security automation. Want FortiNAC hardware with HA, running in their own DC in each region.

Number of devices: 2,000 across 4 regions

Terms: 3-years with next-day delivery RMA service on hardware appliance and 2-year for license terms.

Here is the proposed bill of material (BoM) using hardware appliance, with 3-year term and support:

	PART NUMBER	DESCRIPTION	QUANTITY
FortiNAC Manager Hardware Appliance with HA Cluster	FNC-CA-550F	FNAC Manager (HA Cluster)	2
	FC-10-NF550-247-02-36	FortiCare support for FNAC Manager, 3 years	2
	FC-10-NF550-210-02-36	Next-day delivery RMA service	2
FortiNAC CA Hardware Appliance with HA Cluster	FNC-CA-500F	FNAC CA Hardware up to 5000 ports.	8
	FC-10-NF500-247-02-36	FortiCare support for FNAC CA-500F, 3 years	8
	FC-10-NF500-210-02-36	Next-day delivery RMA service	8
2000 FortiNAC Pro license with FortiCare for 36 months	FC3-10-FNAC1-209-01-24	FortiNAC Pro License Subscription, 500 endpoints	4

BILL OF MATERIAL EXERCISES

EXERCISE 3

Opportunity: Expansion

Customer segment: Transportation company

Locations: 700 stations

Feature needed: Already have device visibility and access control. Now need automated response and remediation to reduce manual processing.

Infrastructure: FortiNAC deployed with Plus license. six regional data centers and two core data centers in HA mode and the control network services are distributed between the six regional data centers.

Number of devices: 13,000 (2000 employees, 4500 connected IT devices and 7500 IoT devices, and up to 1000 guest devices)

Term: 1-year

The following BoM reflect the HA infrastructure in VM and added Plus license and support with 1-year term:

	PART NUMBER	DESCRIPTION	QUANTITY
HA cluster of FortiNAC Manager VM for the core data center with FortiCare for 12 months:	FNC-MX-VM	FortiNAC Manager, VM	2
	FC-10-FNVXM-248-02-12	FortiCare for FortiNAC Manager, VM, 1 year	2
HA clusters of FortiNAC CA VM for each regional data center with FortiCare for 12 months:	FNC-CAX-VM	FortiNAC VM	12
	FC-10-FNVXA-248-02-12	FortiCare for FortiNAC VM, 1 year	12
13,000 FortiNAC Plus license	LIC-FNAC-PLUS-1K	FortiNAC Plus License, Perpetual, 1000 endpoints	3
	LIC-FNAC-PLUS-10K	FortiNAC Plus License, Perpetual, 10K endpoints	1
	FC2-10-FNAC0-240-02-12	FortiCare for Plus License, 100 end points, 1 year	130

EXERCISE 4

Opportunity: Expansion

Customer segment: Retail company

Locations: 1700 stores nationwide.

Features needed: device and user visibility.

Infrastructure: FortiGate SD-WAN. Deployed FortiNAC CA VM at one data center to manage ten store locations as the first trial phase with roughly 1000 devices to support. Now, they are ready to expand the deployment into all 1700 stores. The customer wants to have the hardware-based offering with the HA cluster.

Number of devices: 170,000 devices

Term: 12 months

The customer needs perpetual license with 1-year term:

	PART NUMBER	DESCRIPTION	QUANTITY
HA cluster of FortiNAC Manager Hardware with FortiCare	FNC-M-550F	FortiNAC Manager	2
	FC-10-NF550-247-02-12	FortiCare for FortiNAC Manager, VM, 1 year	2
	FC-10-NF550-210-02-12	Next-day delivery RMA service for 550F	2
HA clusters of FortiNAC CA 700F large deployment unit for up to 25 000 total ports for each regional DC with FortiCare	FNC-CA-700F	FortiNAC HW, 700F, large deployment	14
	FC-10-NF700-247-02-12	FortiCare for FortiNAC 700F, 1 year	14
	FC-10-NF700-210-02-12	Next-day delivery RMA service for 700F	14
170 000 FortiNAC Plus licenses with FortiCare	LIC-FNAC-PLUS-50K	FortiNAC Plus License, Perpetual, 50K endpoints	3
	LIC-FNAC-PLUS-10K	FortiNAC Plus License, Perpetual, 10K endpoints	2
	FC2-10-FNAC0-240-02-12	FortiCare for Plus License, 100 endpoints, 1 year	1 700

NEW FORTINAC-F SERIES

Fortinet has introduced a new generation of FortiNAC F-Series of virtual and physical appliances that come with new features, such as the following:

- New FortiNAC-F operating system
- New internal database
- Cloud deployment enhancements
- More scalable and performance capabilities
- New UI workflows of policy creation for:
 - EasyConnect
 - Endpoint compliance
 - Network access policy
 - Authentication policy
 - Captive web portals
 - User host profiles

The SKUs for the next generation of FortiNAC F-Series and VMs are available for Control and Application and Manager. The customer can choose the new SKU schema as follows:

FORTINAC CONTROL AND APPLICATION			FORTINAC MANAGER	
	Old	Next Generation	Old	Next Generation
VM Server	FNC-CA-VM	FNC-CAX-VM	FNC-M-VM	FNC-MX-VM

FORTINAC HARDWARE APPLIANCES		
	Old	Next Generation
HW Model	FortiNAC-CA-500C	FortiNAC-CA-500F
	FortiNAC-CA-600C	FortiNAC-CA-600F
	FortiNAC-CA-700C	FortiNAC-CA-700F
	FortiNAC-M-550C	FortiNAC-M-500F

APPLIANCE MIGRATION FROM CENTOS TO FORTINAC-F OS

New appliance migration tool released

- [Single Appliance](#)
- [FortiNAC Manager Environments](#)
- [High Availability](#)

NEW FORTINAC-F SERIES

APPLIANCE MIGRATION FROM CENTOS TO FORTINAC-F OS

Migration FAQ 1: What is the process for migrating?

1. Purchase/acquire the NAC-OS VM (FNC-CAX-VM or Manager FNC=MX-VM).
2. On the CentOS VM, if FortiNAC is on 8.x, upgrade to 9.x to one of the following versions: 9.1.10, 9.2.8 or 9.4.4 or v7.2.3
3. A tool shipped with v7.2.x to copy customers data from the v9 system into a file, which they need to store in a laptop
4. Customer needs to log into FortiCare system to transfer their entitlements, including licenses and FortiCare contracts from the old VM to the new. They will need serial numbers of both old and new VMs, plus other information required by FortiCare.
5. Customer then logs into the new NAC-OS VM, upgrade to 7.2.2, where a tool can be used to read the file generated in step 3 and push the data into the local FortiNAC system
6. Now the new FortiNAC-OS based VM will have all the license, contracts, plus the data to operate.

Migration FAQ 2: Does the conversion tool convert Manager and all PODs?

Yes, the conversion tool will cover the CA and Manager, but the migration process needs to be done one-by-one, starting by PODs and then migrate the Manager last.

Migration FAQ3: Does the migration process cover all exiting deployed FortiNAC configs?

- Does not cover customer with Subscription Licensing.
- Does not cover HW appliances, the migration tool to refresh the FortiNAC-F install in the C-series is under production.

Migration FAQ 4; If we have a customer that is still running the old two appliance solution, FNC-C-VM & FNC-A-VM or older (FNC-C-1000C & FNC-A-1000C, FNC-C-2000C & FNC-A-2000C), will the conversion tool have the ability to migrate them from two appliances to one new FNC-CAX-VM? If not, assuming we would sell PS time to do that type of conversion.

For the old Control or Application appliances, the original migration tool will not cover that migration. A new migration tool has been created to migration a separate C Appliance and A Appliance to a single NAC-OS Appliance.

NEW FORTINAC-F SERIES

APPLIANCE MIGRATION FROM CENTOS TO FORTINAC-F OS

Migration Table reference sheet:

FORTINAC CONTROL & APPLICATION			
C-SERIES		F-SERIES	
VIRTUAL MACHINES - CA TO CAX			
Product	SKU	Product	SKU
FortiNAC-CA-VM	FNC-CA-VM	FortiNAC-CAX-VM	FNC-CAX-VM
Appliance Maintenance Coverage	FC-10-NCVCA-248-02-xx	Next-gen Appliance Maintenance Coverage	FC-10-FNVXA-248-02-xx
Virtual Machines - M to MX			
FortiNAC-M-VM	FNC-M-VM	FortiNAC-MX-VM	FNC-MX-VM
Appliance Maintenance Coverage	FC-10-NCV0M-248-02-xx	Next-gen Appliance Maintenance Coverage	FC-10-FNVXM-248-02-xx
Hardware Machines - 500C to 500F			
FortiNAC-CA-500	FNC-CA-500C	FortiNAC-CA-500F	FNC-CA-500F
Appliance Maintenance Coverage	FC-10-NC500-xx-xxxx	Next-gen Appliance Maintenance Coverage	FC-10-NF500-xx-xx-xx
Hardware Machines - 600C to 600F			
FortiNAC-CA-600C	FNC-CA-600C	FortiNAC-CA-600F	FNC-CA-600F
Appliance Maintenance Coverage	FC-10-NC600-xx-xxxx	Next-gen Appliance Maintenance Coverage	FC-10-NF600-xx-xx-xx
Hardware Machines - 700C to 700F			
FortiNAC-CA-700C	FNC-CA-700C	FortiNAC-CA-700F	FNC-CA-700F
Appliance Maintenance Coverage	FC-10-NC700-xx-xxxx	Next-gen Appliance Maintenance Coverage	FC-10-NF700-xx-xx-xx
Hardware Machines - 550C to 550F			
FortiNAC-M-550C	FNC-M-550C	FortiNAC-M-550F	FNC-M-550F
Appliance Maintenance Coverage	FC-10-NC550-xx-xxxx	Next-gen Appliance Maintenance Coverage	FC-10-NF550-xx-xx-xx
Legacy Virtual Machines FortiNAC - C and A to CAX			
FortiNAC-C-VM	FNC-C-VM	FortiNAC-CAX-VM	FNC-CAX-VM
Appliance Maintenance Coverage	FC-10-NCV0C-248-02-xx	Next-gen Appliance Maintenance Coverage	FC-10-FNVXA-248-02-xx
FortiNAC-A-VM	FNC-A-VM		
Appliance Maintenance Coverage	FC-10-NCV0C-248-02-xx		
Legacy Physical Machines FortiNAC - 1000 Series C and A to F-Series			
FortiNAC-C-1000C	FNC-C-1000C	FortiNAC-CA-500F	FNC-CA-500F
Appliance Maintenance Coverage	FC-10-NC1KC-247-02-xx	Next-gen Appliance Maintenance Coverage	FC-10-NF500-xx-xx-xx
FortiNAC-A-1000C	FNC-A-1000C		
Legacy Physical Machines FortiNAC - 2000 Series C and A to F-Series			
FortiNAC-C-2000C	FNC-C-2000C	FortiNAC-CA-700F	FNC-CA-700F
Appliance Maintenance Coverage	FC-10-NC2KC-247-02-xx	Next-gen Appliance Maintenance Coverage	FC-10-NF700-xx-xx-xx
FortiNAC-A-2000C	FNC-A-2000C		

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