



Press Release

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Fortinet Agreement with Alternative Technology Expands North American Distribution

FortiGate™ Antivirus Firewall Content Security Products to be Sold Through Alternative's U.S. and Canadian VAR Channel

SANTA CLARA, Calif., May 8, 2003 — Fortinet – the only provider of ASIC-powered, network-based antivirus firewall systems for real-time content security – today announced its first distribution agreement in North America with Alternative Technology Inc., a leading distributor of thin client/server-based computing solutions and security products. Dedicated to selling its products and services through the VAR channel, Alternative Technology is a recognized leader garnering recent awards from the *Inc 500* (America's fastest-growing companies) and *VARBusiness* (top 25 distributors).

Alternative Technology will enable Fortinet to better serve its existing partners and to reach Alternative's extensive network of value-added resellers in the U.S. and Canada. Alternative will sell and support the full range of Fortinet's award-winning FortiGate™ Antivirus Firewall series of content security products. The FortiGate Antivirus Firewall systems – triple certified for antivirus, firewall and VPN by the ICSA – combine hardware and software in integrated platforms that deliver a full complement of network and application-level security services, including antivirus, content filtering, intrusion detection, firewall, VPN and traffic shaping.

“Alternative is pleased to partner with Fortinet because it offers one of the most differentiated network security products on the market,” said William R. Botti, president and chief operating officer of Alternative Technology. “In addition to its leading products, Fortinet’s innovative partner programs provide the kinds of tools and services that will enable our VARs and resellers to be successful and ensure the satisfaction of their end-users. We’re excited to be working with this emerging industry leader.”

The ASIC-based content processing engine in all FortiGate units enables real-time analysis of content at the application level, and supports perimeter deployment of application-level content security services – including antivirus and content filtering – without degrading network performance. The FortiGate systems are kept up to date with the latest antivirus attack and intrusion protection signature databases by Fortinet’s FortiResponse Distribution Network, which provides around the clock, automatic, instantaneous updates to registered FortiGate units worldwide.

“While the demand for security products is growing, many of the conventional solutions available today are extremely costly, not well integrated and difficult to implement and manage,” said Christophe Culine, Fortinet’s vice president of sales for North America. “Fortinet’s FortiGate purpose-built, all-in-one platform offers greater competitive advantages for resellers looking to bolster their security product offerings with a next generation solution, and achieve highly attractive margins at a very low cost of sale. Working with a strong partner like Alternative Technology will enable us to rapidly scale and provide better support for our growing VAR network, and bring our unique solutions to a broader base of customers.”

About Alternative Technology (www.alttech.com)

Alternative Technology, Inc. is one of the leading thin-client/server-based computing distributors in North America. The value-added services provided by Alternative Technology support VARs in the configuration and implementation of thin-client/server-based computing, quality of service (QoS), security, wireless and UNIX/Linux enterprise

deployment. Alternative Technology is headquartered in Denver, Colo., and has offices in Ft. Lauderdale, Fla., San Marcos, Calif. and Mississauga, Canada.

About Fortinet (www.fortinet.com)

Fortinet's award-winning FortiGate series of ASIC-accelerated antivirus firewalls are the new generation of real-time content security systems. They detect and eliminate the most damaging, content-based threats from email and Web traffic such as viruses, worms, intrusions, inappropriate Web content and more in real time – without degrading network performance. The FortiGate systems deliver a full range of network-level services – firewall, VPN, intrusion detection and traffic shaping – as well as application-level services such as antivirus and content filtering, in dedicated, easily managed platforms. Fortinet is privately held and based in Santa Clara, California.

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