

# Fortinet Secure SD-WAN to SASE

Customer Success Stories



# Introduction

Organizations are evolving beyond SD-WAN to unified SASE. With the challenges faced by IT in managing hybrid workforces, the journey to zero-trust access, and the growth of cloud adoption, unified SASE is gaining traction worldwide.

IT leaders who have invested in Fortinet Secure SD-WAN can now transition to Fortinet Unified SASE with FortiSASE, a cloud-delivered security solution.

The transition provides them with:

- **Simplicity:** Deploy in less than five minutes
- **Unification:** Enforce consistent security policies with the FortiOS single operating system, unified agent, and unified management for hybrid users
- **Performance:** Enable resilient and optimized application performance for hybrid users

# 1

## Manufacturer of Payments and Services Products for 70,000+ Merchants

- Based in APAC
- 4.5K employees
- 17 locations
- \$5B valuation



### Pains

- High cost with existing security service edge (SSE) solution
- Wanted to streamline operations by reducing complexity and overlapping solutions

### Why We Won

- Technical validation, successful POC
- Unified solution
- Lower cost

### Fortinet Solutions

- Secure SD-WAN
- FortiSASE dedicated IP
- FortiSASE standard subscription
- FortiGate-300E SPA connector

### Business Outcomes

- Simplified operations
- Minimal learning curve as the customer is familiar with Fortinet products
- 15–20% savings on replacing existing SSE solution
- 30–40% additional savings via vendor consolidation

[Read more FortiSASE customer success stories](#)



# 2

## Serving 180 Train Stations for 399 Trains Covering 540 Miles of Track

- Based in EMEA
- 4.5K employees
- 180 stations
- 500,000 passengers



### Pains

- High renewal cost, 30–40% with existing SSE solution
- Multiple solutions causing complexity
- Solution 1: Securing internet access
- Solution 2: VPN for remote users

### Why We Won

- Vendor consolidation: replaced two solutions with one
- Lower cost
- Trust in Fortinet based on Secure SD-WAN experience

### Fortinet Solutions

- Secure SD-WAN
- FortiSASE dedicated IP
- FortiSASE standard subscription

### Business Outcomes

- One solution (FortiSASE) replaces both solutions for secure internet access and private access
- Simplified operations, unified policy management and less expert skillset
- 25–30% savings

[Read more FortiSASE customer success stories](#)



# 3

## Fortune 300 Automotive Retailer with 300+ Automotive Dealerships and Collision Centers

- Based in the US and UK
- 14K employees
- 300 locations
- \$19B in revenue



### Pains

- Managing secure data access for a global workforce
- Remote users bypassing VPNs to access web-based resources wanted “always on” VPN connectivity
- Risks of data breaches and downtime caused by outages from their third-party EDR vendor

### Why We Won

- Flexibility: Multiple security options
- Cohesive strategy: Securing the cloud, LAN, and WAN
- Flexible connectivity: Thin edge APs to FortiSASE

### Fortinet Solutions

- Secure SD-WAN
- Fortinet Enterprise Agreement (EA) for premium support
- FortiSASE: 15K+ users with advanced licenses

### Business Outcomes

- Reduced complexity with more consistent security policies
- Extended FortiSASE to thin edge locations via access points
- Comprehensive security for all employee Chromebooks

[Read more FortiSASE customer success stories](#)



# Conclusion

Driven by the Fortinet single-vendor SASE approach, FortiSASE delivers a comprehensive SASE solution by integrating cloud-based SD-WAN connectivity with a cloud-based SSE to extend the convergence of networking and security from the network edge to the remote workforce.

FortiSASE enables consistent networking and security from any location, enhancing user experiences and business outcomes. Fortinet helps organizations consolidate through a single vendor, reducing complexity, increasing effectiveness, and ensuring a reliable user experience.



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