

Firewall Competitive: WatchGuard vs Fortinet

For Internal and Partner Audiences Only

Target Market

Fortinet has a strong presence in SMB shortlists and a strong feature/price/performance offering, which helps make it a frequent choice for UTM customers. Fortinet is also the most frequently shortlisted vendor for distributed-office use cases.

Target Industries:

Education, Healthcare, Retail, Finance & Banking, Government, Public Sector.

Key Facts and Financials

Headquartered in Sunnyvale, California, Fortinet has more than 13,500 employees globally. They reached an annual revenue of \$5.3 billion in 2023 and invested over \$600 million in the last 5 years with R&D.

Fortinet Offerings

Fortinet UTMs

Fortinet offers FortiGate UTM/NGFW appliances built on their homegrown ASIC technology.

SD-WAN

FortiGate SD-WAN replaces separate WAN routers, optimization, and security devices with a single application-aware solution that offers automatic WAN path control and multi-broadband support.

FortiWeb WAF

FortiWeb's AI-enhanced and multi-layered approach protects web applications from the top 10 most-seen application vulnerabilities identified by OWASP.

FortiGate Rugged Series

The FortiGate Rugged Series are built to withstand harsh environmental conditions commonly found in industrial networks and operational technology (OT).

Customer Reviews / Ratings – TrustRadius



★★★★★

Score 8.9 out of 10

793 Reviews and Ratings • Firewall



★★★★★

Score 8.6 out of 10

359 Reviews and Ratings • Firewall

As of date: April 2024. See the latest reviews:
<https://www.trustradius.com/products/watchguard-network-security/reviews>
<https://www.trustradius.com/products/fortinet-fortigate/reviews>

Cloud Management Feature Comparison

	WatchGuard	Fortinet
Multi-Tier, Multi-Tenant Service		
Multi-tier, multi-tenant capabilities	100%	75%
Simplicity of activation and navigation	100%	50%
Onboarding of customers and operators	75%	100%
Centralized Deployment & Management		
Zero-touch deployment	100%	100%
Deploy secure policies by default	100%	75%
Easily deploy across many customers	100%	75%
Offline configuration	100%	75%
Configuration templates	100%	75%
Management capabilities for security services	75%	75%
Policy management and configuration	100%	100%
Flexible Management		
Inventory management experience	100%	100%
Delegated management capabilities	100%	100%
Platform Accessibility		
Role-based access control	100%	75%
Identity-based management	100%	100%
Audit logs for changes	75%	100%
Licensing		
Licensing structure and options	100%	50%
Additional licenses for features or security services	100%	75%
Reporting & Visibility		
Reporting visuals and functionality	75%	100%
Custom reporting	100%	100%
Alerts and notifications	75%	100%

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Fortinet Strengths

- +HTTPS Inspection**
It is one of the first vendors to support TLS 1.3 inspection and has improved the overall HTTPS inspection performance of the FortiGate platform in recent releases.
- +SD-WAN**
FortiGate has integrated SD-WAN and zero trust network access (ZTNA) enforcement within an NGFW solution.
- +Security Fabric Integration**
The security fabric integrates many of Fortinet's simplified management and administration offerings. Fortinet extends its integration capabilities using security fabric and APIs with AWS, Azure, Google Cloud Platform, and Alibaba and develops tools to offer automation.
- +Simple Licensing**
Like WatchGuard, Fortinet offers bundle-based licensing for a more effortless customer purchase experience.

Landmine Questions to Ask

- 1.Do you have FortiGate experience on your team?**
Why it works? Configuration is notoriously challenging on FortiGate appliances and needs some core automation like VPN policy creation.
- 2.How valuable is speed on a VPN connection?**
Why it works? FortiGate VPNs are considerably slower in performance than Firebox.
- 3.How important is the firewall performance (security x speed) for your business?**
Why it works: FortiGate performance drops quickest when in full UTM mode. While Firebox throughput averages 15% in full UTM mode, FortiGate averages 9%.
- 4.Do you need to protect endpoints from advanced malware?**
Why it works? Fortinet requires additional endpoint licenses to match the value of ThreatSync and still lacks WatchGuard's automated threat detection, scoring, and remediation capabilities.
- 5.Do you pay extra for Cloud Management?**
Why it works? FortiGuard Cloud is an extra license, increasing the price by 18%. WatchGuard Cloud is part of every WatchGuard product and comes with no additional charges.
- 6.Are you managing several customers on the Cloud?**
Why it works? For multi-tenancy, acquiring an MSP license for each customer is necessary. WatchGuard Cloud is, by default, multi-tier and multi-tenant, no matter how many customers an MSP needs to manage.

Fortinet Weaknesses

- ✗ Full UTM Performance**
For a similar UTM performance, Fortinet costs more than Firebox.
- ✗Complex Deployment**
Fortinet deployment is overly complex, especially when branch office VPNs are needed because they don't support offline configuration and must be done manually. Also, zero-touch deployment will require an additional fee.
- ✗ Out-of-the-Box Visibility**
Fortinet requires additional FortiManager and FortiAnalyzer licenses. WatchGuard Cloud provides the single-pane-of-glass approach for free.
- ✗EDR Core**
FortiEDR is a different product that needs a different license. Meanwhile, WatchGuard EDR Core adds some EDR and XDR (ThreatSync) capabilities by default.
- ✗ThreatSync**
ThreatSync improves visibility while accelerating detection and response against threats from a single pane of glass. It centralizes cross-product detections and orchestrates an automated response to threats across the organization. Fortinet requires an additional FortiXDR license, elevating the final price of the solution.
- ✗Multi-Tenant Cloud Management**
Fortinet requires an additional FortiGate Cloud multi-tenancy license to manage multiple customers, elevating the solution's final price for MSPs.
- ✗Data Retention**
WatchGuard offers one year of free data retention with WatchGuard Cloud. FortiGate requires FortiCloud, an extra license, for log retention.

Firewall Feature Comparison

	WG	Fortinet	WatchGuard Advantage
Cloud-Based Deployment	Yes	Yes	Fortinet CHARGES PER DEPLOYMENT.
SD-WAN	Yes	Yes	WG and Fortinet both offer integrated SD-WAN.
Centralized VPN Management	Yes	Yes	WatchGuard Cloud is included at no additional cost on the Unified Security Platform, and management and reporting options are also available.
Multi-Tenant Management	Yes	\$\$\$	Fortinet requires FortiGate Cloud multi-tenancy license.
Offline Configuration	Yes	\$\$\$	Fireboxes can be configured on-site without Internet access.
Policy Usage Report	Yes	\$\$\$	Fortinet requires FortiAnalyzer (or 360 Protection).
Usage and Bandwidth Consumption Reports	Yes	\$\$\$	Fortinet requires FortiAnalyzer (or 360 Protection).

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Comparative Feeds and Speeds

	WG T25	FG 40F	WG T45	FG 60F	WG T85	FG 70F	WG M290	FG 80F	WG M390	FG 90G	FG 100F	WG M590	WG M690	FG 200F	WG M4800	FG 400F
Firewall (Gbps)	3.1	5.0	4.0	10.0	5.0	10.0	5.8	10.0	18.0	28.0	20.0	20.0	29.7	27.0	49.6	79.5
IPS (Gbps)	0.5	1.0	0.7	1.4	1.3	1.4	1.3	1.4	3.3	4.5	2.6	4.6	5.8	3.0	8.1	12.0
UTM (Gbps)	0.4	0.6	0.6	0.7	0.9	0.8	1.2	0.9	2.4	2.2	1.0	3.3	4.6	3.0	6.8	9.0
VPN (Gbps)	1.0	0.5	1.6	0.9	2.0	0.4	2.4	1.0	5.2	1.4	1.0	6.8	10.0	2.0	16.4	3.6
HTTPS (Gbps)	0.2	0.3	0.3	0.6	0.6	0.7	0.7	0.7	1.3	2.6	1.0	1.9	2.9	4.0	4.2	8.0
Connections per second (in thousands)	16	35	26	35	35	35	34	45	98	124	56	132	146	280	254	500
# of Ports	5 x GbE	5 x GbE	5 x GbE	10 x GbE	8 x GbE Optional 1 x SFP+	10 x GbE	8 x GbE	8 x GbE	8 x GbE + 1 x Modules	8 x GE RJ45 ports, 2 x 10GE RJ45/SFP+	22 x GE RJ45 ports , 4 SFP ports, 2x 10G SFP+	8 x GbE	8 x GbE	18 x GE RJ45, 8 x GE SFP slots, 4 x 10GE SFP+ slots	8 x GbE	18 x GE RJ45 ports, 8 x GE SFP slots, 8 x 10GE SFP+ slots
Integrated Wireless	✓	✓	✓	✓												
Basic 3-Year (US\$)	1,230	1,618	2,320	2,009	3,285	2,509	4,290	4,422	6,455	6,665	7,803	12,835	17,815	17,186	28,825	39,296
Total 3-Year (US\$)	2,055	1,845	3,880	2,290	5,500	2,860	6,865	5,041	10,330	7,633	8,897	20,535	28,505	19,681	46,120	45,000
Cloud Mgmt 3-Year (US\$) ¹	Included	297	Included	417	Included	520	Included	918	Included	1,290	1,620	Included	Included	3,326	Included	7,605
Multi-tenant 3-Year (US\$) ²	Included	3,000	Included	3,000	Included	3,000	Included	3,000	Included	3,000	3,000	Included	Included	3,000	Included	3,000
Zero-touch (US\$/use)	Included	100	Included	100	Included	100	Included	100	Included	100	100	Included	Included	100	Included	100
T total Cost 3-Year (US\$)	2,055	5,242	3,880	5,807	5,500	6,480	6,865	9,059	10,330	12,023	13,617	20,535	28,505	26,107	46,120	55,705

1. A "FortiGate Cloud" license is needed for Cloud management. Like other WatchGuard products, Firewall includes the Unified Security Platform, with WatchGuard Cloud, visibility and reporting, ThreatSync (XDR), and many other capabilities at no additional cost.
2. An MSP must have a multi-tenancy service to create and manage subscriber accounts. Like the rest of WatchGuard products, Firewall includes the Unified Security Platform, with WatchGuard Cloud multi-tier and multi-tenant management at no additional cost.

Comparative Bundles

SERVICES	Access Portal	SD-WAN	Gateway AntiVirus	Intrusion Prevention Service	Application Control	WebB blocker	spamB blocker	Reputation Enabled Defense	APT Blocker	DNS Watch	IntelligentAV	XDR (ThreatSync)	Endpoint Protection (EDR Core)	Cloud Reports (30 day storage)
Basic Security Suites	✓	✓	✓	✓	✓	✓	✓	✓						
T total Security Suites ³	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Advanced Threat Protection		✓	✓	✓	✓									
Unified Threat Protection		✓	✓	✓	✓	✓	✓	✓	✓	✓				
Enterprise Protection		✓	✓	✓	✓	✓	✓	✓	✓	✓		\$\$\$	\$\$\$	\$\$\$

3. Fortinet doesn't offer a FortiGate bundle that matches our ThreatSync, EDR Core, and 30 days of report storage services. To cover the same protection as WatchGuard's Total Security Suites, other products must be acquired
4. \$\$\$ Need to buy an extra product, not included in Fortinet's bundles.