Dear Customers and Partners,

I wanted to personally contact you with the exciting news about Fortinet's acquisition of Panopta, a leading SaaS-based provider of network monitoring, diagnostics and remediation solutions, and how this may benefit you.

As customers accelerate their digital innovation initiatives, ensuring that their infrastructure has a 100 percent uptime with continuous networking and security services is key to ensure a successful business outcome and a seamless user experience. Panopta's cloud-based solution delivers its enterprise and service provider customers complete visibility into every service, network device, and application in any deployment, whether it is in containers, cloud, on-prem, or hybrid. Fortinet's Security Fabric combined with Panopta's scalable network monitoring and diagnostics platform offers the most comprehensive network and security operations management solution to give enterprises and service providers a competitive advantage through uninterrupted, fast service.

In addition to further improving customers' hybrid network infrastructure security and performance, the combined solution is expected to enhance real-time monitoring and effectiveness of any critical infrastructure that powers security services, including cloud-based services. For instance, Fortinet's email, security analytics, and web application firewalls will benefit from the continuous monitoring and diagnostics provided by Panopta's platform. Integration between Panopta's solution and Fortinet's FortiGate Next-generation Firewall and Secure SD-WAN solution will further enhance firewall and SD-WAN connectivity and performance. Furthermore, integration of Panopta's automated incident management with our SOAR platform can deliver a single platform view for IT teams to efficiently, effectively and quickly diagnose and resolve network health incidents proactively.

I would like to personally welcome Panopta's talented team that has built a strong and sophisticated solution to help ensure availability, performance, and security of hybrid network infrastructure, that includes servers, network devices, containers, applications, databases, and cloud

Fortinet Customers: Fortinet's acquisition of Panopta complements our best-in-class security offerings with a SaaS platform that provides full stack visibility, diagnostics and remediation for hybrid environments, including edge and cloud networks, to achieve even greater security and business efficiency.

Fortinet Partners: Panopta's platform is built to be partner friendly, empowering MSSPs, and value-add partners to easily integrate the multi-tenant solution into their own offering and quickly add value to their end customers. The Panopta solution's role-based access control delivers a granular governance layer between customers, and also within the Network Operations Center (NOC) and Security Operations Center (SOC) teams.

Panopta Customers and Partners: We welcome you to Fortinet and invite you to evaluate how our Security Fabric can enhance your security and network operations. Fortinet is an innovation leader and is financially strong, profitable and with a strong balance sheet and a market valuation of approximately $20 billion. Fortinet will continue the investment in, and support for, Panopta's platform. Please use your existing contacts for support and sales while we work to ensure the post-merger integration is as smooth as possible.

All customers and partners: To learn more please contact NocSocOps@fortinet.com.

Sincerely,
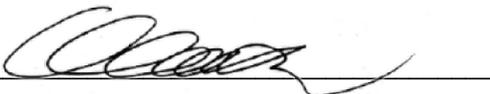
Ken Xie
Founder, Chairman and CEO
FORTINET, INC.