



SOLUTION BRIEF



## Fortinet and Alkira Joint Solution

Network Infrastructure On-Demand with Unparalleled Security

### Executive Summary

Fortinet and Alkira have partnered to deliver the fastest path to end-to-end cloud networking security. Fortinet FortiGate-VMs are fully integrated with the Alkira Platform, enabling enterprises to connect all users, sites, and clouds with unparalleled speed and security. This joint solution enables organizations to seamlessly deploy and secure multi-cloud networks with the Fortinet Security Fabric. Features include Alkira's unique auto-scaling capabilities, Fortinet's superior security, and the comprehensive visibility of Alkira's network infrastructure-as-a-service platform.

### Challenge

Networks are the bloodline of business communications, and the cloud is a major force behind digital transformation. However, solving remote connectivity at a global scale with security assurance is complex, costly, and cumbersome when using traditional networking technologies.

Current do-it-yourself networking solutions create a hyper-complex environment that requires deep

expertise, significant investments in hardware and software, and long delivery times. Modern businesses can no longer tolerate networks that slow down AI and cloud initiatives.

Traditional approaches struggle to keep pace with today's distributed workforce, where remote users are located globally and mission-critical applications reside in single or multiple clouds. Securely connecting them all requires unmatched visibility, speed, and control.

### Joint Solution

Alkira and Fortinet have partnered to deliver an industry-leading security solution that addresses the challenges of cloud networking connectivity. By seamlessly integrating Fortinet FortiGate NGFWs into the Alkira Platform, organizations can achieve robust,

end-to-end security with just a few clicks. Powerful segmentation and micro segmentation tools ensure that access to enterprise infrastructure is controlled and managed end-to-end.



## Joint Solution Components



### Alkira Platform

The Alkira Platform provides network infrastructure-as-a-service, offering the fastest path to cloud connectivity. It connects users, sites, and clouds at global scale with no hardware to install, no software to deploy, and no colocations to leverage. The entire network is drawn on an intuitive design canvas, deployed in a single click, and ready in minutes.



### Alkira Cloud Exchange Points (CXPs)

Cloud Exchange Points are virtual points of presence with a full routing stack and network services capabilities that bring the cloud closer to users. CXPs make connecting anything to the cloud simple and fast. Once connected, users can add advanced features and Fortinet security services via pre-integrated configuration.



### Fortinet FortiGate Next-Generation Firewalls

Fortinet secures applications and workloads in public clouds to ensure privacy and confidentiality while leveraging the cloud benefits of scalability, metering, and time to market. FortiGate Cloud Connector provides container-aware security by enabling awareness of container labels when defining security policies. FortiGate-VM, in concert with other elements of the Security Fabric, enables common deployment scenarios such as cloud security services hub, cloud-native protection (CNP), secure remote access, container security, and web application security.

## Joint Solution Integration

The Fortinet FortiGate NGFW integration available from Alkira's marketplace provides seamless security service insertion for on-premises and cloud networks connected to the Alkira CXPs. This enables joint customers to gain full visibility and control of traffic:

- ✓ From customer-premise networks to the cloud
- ✓ Between virtual networks in the same cloud provider
- ✓ Across multi-cloud traffic among different cloud providers

With this integration, customers can now deploy and maintain their own Fortinet FortiGate NGFW instances in native cloud environments with unprecedented simplicity.

Configuring a FortiGate NGFW inside the CXP is a simple three-step process:

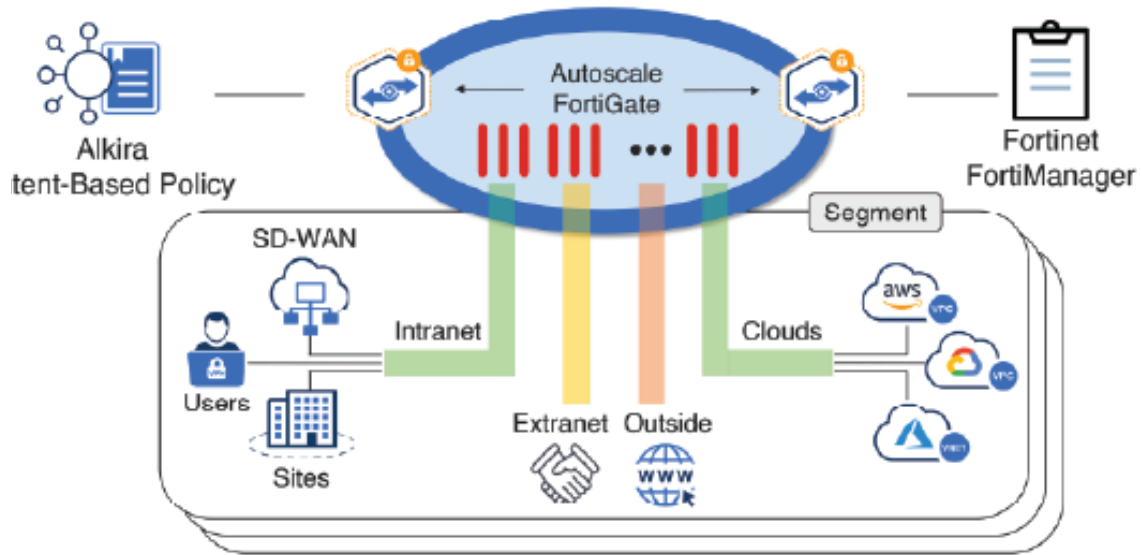
- Deploy the FortiGate NGFW in the CXP portal
- Configure the Alkira policy in CXP to redirect traffic to the FortiGate NGFW
- Directly configure the firewall policies on FortiGate with FortiManager

Customers can deploy the FortiGate NGFW using pay-as-you-go (PAYG) or bring your own license (BYOL). For BYOL, the license needs to be purchased from Fortinet directly or from an authorized Fortinet partner. Alkira is responsible for the full lifecycle of the VM, its uptime, and connectivity between the CXP and the FortiGate NGFW. Customers get full access to their firewall to configure the security policies on the FortiGate NGFW and can manage the FortiGate inside the Alkira CXP through their existing FortiManager.



# Joint Solution Integration

## Alkira Network Infrastructure-as-a-Service



### Solution Benefits



**80% reduction in provisioning time:** Deploy your entire network with integrated security in minutes, not months



**40% TCO reduction:** Eliminate hardware costs and reduce operational overhead



**No CAPEX hardware investments:** Everything is delivered as-a-service with cloud-like consumption



**Full visibility:** Get comprehensive insights across your entire network and security infrastructure



**Simplified operations:** Manage everything through a modern intent-based point-and-click interface