

SOLUTION BRIEF

# Fortinet FortiFlex Delivers Usage-Based Security Licensing That Moves at the Speed of Digital Acceleration

## Executive Summary

Digital acceleration is a journey of continual evolution and transformation for organizations. Needs and requirements change over time as organizations adapt their environments and deployments to meet new demands and address emerging challenges along their journey. To secure such dynamic environments, organizations must adopt usage-based security licensing that can keep pace with their digital acceleration while balancing and optimizing their investment outcomes.

Fortinet empowers organizations to readily secure their digital acceleration journeys from multi- and hybrid clouds to hybrid mesh firewall (HMF) deployments with FortiFlex. FortiFlex is a points-based program that offers organizations the flexibility to scale their security solutions and services up or down as well as in or out to meet their dynamic deployment demands and evolving requirements. With FortiFlex, organizations only pay for what they need and use.



“Over 47% of companies are looking for platform and service flexibility.”<sup>1</sup>

## Why Digital Acceleration Journeys Need Usage-Based Security Licensing

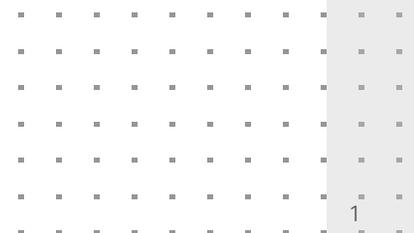
The desire for digital acceleration has led organizations to drive toward delivering faster and better application experiences and to bring applications and data closer to users and devices. Organizations are also working to respond to and meet the shifting needs of their customers as quickly as possible. As a result, digital acceleration journeys are extremely fluid, and so are their requirements. Yet at the same time, boards of directors are demanding results from digital acceleration initiatives and placing a greater focus on ROI through the optimization of investments and reduction of costs.

Security is imperative to any digital acceleration initiative, as compromises can result in negative financial, legal, and brand reputation ramifications. Organizations must ensure their security solutions can move at the speed and scale of their digital acceleration journeys.

Organizations must also modernize how they consume security solutions by trading traditional term-based licensing for usage-based security licensing solutions whenever possible. Traditional licensing approaches require organizations to predetermine and prepurchase solutions they think they need rather than what they will use. As a consequence, organizations wind up paying for more than they need, or if requirements change, they have to either buy new solutions while treating unused solutions as sunk costs or wait until the current license terms expire before embarking on a new purchase.

Therefore, organizations should adopt usage-based security tools like those offered through FortiFlex, which will give them the flexibility to right-size their deployment and spend based on what is actually used. Doing so will help organizations solve challenges that include:

- Difficulty in accurately sizing deployments
- Fluctuating demand and utilization
- Unpredictable costs
- Negative impact of procurement delays
- Shifting requirements



## Right-Size Your Security and Spend

FortiFlex is a points-based usage program that empowers you to provision the Fortinet services and solutions you need on-demand. You can dynamically scale your Fortinet solutions up or down and in or out to fully secure the organization's digital acceleration initiatives, no matter how they may evolve or shift.

With FortiFlex, organizations only need to pay for what they use each day—points consumed are deducted from the total balance. Additional points can be purchased as needed.

Any points that are unused at the end of the subscription term can be rolled over to the subsequent year upon renewal, which ensures the organization can still get value from its purchase.

## Simplify Deployment and Purchasing Decisions

Because FortiFlex is a points-based program, organizations eliminate excessive procurement cycles and lead time. Teams no longer need to preplan and presize their deployment purchases and risk underestimating or overestimating their needs. They can draw down from their points balance to deploy exactly what they need rather than go through a procurement process whenever additional solutions and services are needed. This makes FortiFlex well-suited for all digital acceleration initiatives, particularly those where environments are highly dynamic.

## FortiFlex Offers the Most Comprehensive Usage-Based Security Program

FortiFlex gives customers on-demand access to the widest range of cutting-edge solutions across cloud, hybrid-cloud, and on-premises deployments. It is the only program covering solutions and services for virtual and physical hardware-based offerings.

With FortiFlex, organizations can deploy any number of virtual appliance instances with any number of supported virtual cores and any a la carte or bundled services available. These solutions include:

- FortiGate VM (virtual machine) for next-generation firewalls (NGFWs) and software-defined wide area networks (SD-WAN)
- FortiManager VM for centralized management, visibility, and automation
- FortiAnalyzer VM for analytics
- FortiWeb VM for web application and API protection (web application firewalls and web application proxies)
- FortiADC VM for application delivery controllers

As new Fortinet offerings are added to the FortiFlex program, organizations that have FortiFlex will also be able to leverage their points to consume and deploy these new offerings. Organizations will benefit from the flexibility and optimized spend of FortiFlex and gain the ability to future-proof their investment thanks to a single, easy-to-use program.

## Meet Minimum Use Commits with Cloud Providers

For organizations that have minimum-use commits with Microsoft for Azure (also known as a MACC), FortiFlex can help draw down portions of these commits when it is obtained from Microsoft Commercial Marketplace.



## Modern Usage-Based Security Licensing That Moves at the Speed of Digital Acceleration

Organizations pursuing digital acceleration need to modernize their infrastructure and the way they consume and deploy security to protect their digital assets. As such, they need to adopt usage-based security licensing through programs like FortiFlex that enable them to implement security that is as fluid as their digital acceleration initiatives.

Fortinet FortiFlex empowers organizations with the flexibility to dynamically right-size their services and spend in securing their Azure environments for all digital acceleration journeys. With a flexible, points-based licensing program that covers a wide range of solutions and services, organizations can freely scale and secure their digital acceleration journeys however they choose, adjusting dynamically as needed—all without needing to go through excessive procurement cycles. With a robust API for automating license provisioning, FortiFlex moves at the speed of digital acceleration.

Available via private offers in Microsoft Commercial Marketplace, FortiFlex can help organizations meet their MACC obligations with Microsoft. [Learn more about FortiFlex today.](#)



“Software and services will account for 56% of CBM [consumption-based model] spending in 2026, up from 41% in 2021.”<sup>2</sup>

<sup>1</sup> “[Cloud Computing Study 2022](#),” Foundry, April 6, 2022.

<sup>2</sup> O’Connell, Adrian, “[Forecast Analysis: Consumption-Based Models Portfolio Opportunity Worldwide](#),” Gartner, May 1, 2023.