

Unified SASE Customer Success Stories

The Benefits
of a Unified
SASE Solution



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Executive Summary

Secure access service edge (SASE), pronounced “sassy,” is reshaping modern cybersecurity by converging security service edge (SSE) with software-defined wide area networking (SD-WAN). Designed for today’s mobile, cloud-connected users, SASE ensures secure and seamless access to data and applications from any device, anywhere.

Fortinet Unified SASE is a comprehensive answer to this transformation. It delivers a unified, cloud-delivered solution that ensures consistent security and user experience both on- and off-network, while dramatically simplifying policy management. Unified SASE brings together five essential components: secure web gateway (SWG), universal zero-trust network access (ZTNA), cloud access security broker (CASB), Firewall-as-a-Service (FWaaS), and integrated secure SD-WAN. All are orchestrated through a single, intuitive cloud console.

In this ebook, you’ll discover how Fortinet Unified SASE is already driving results in the real world, with seven success stories from organizations across diverse sectors, including high-tech, healthcare, education, finance, and beyond. These stories highlight one thing clearly: No matter the industry, Unified SASE delivers measurable outcomes, streamlined security, and future-ready performance.



Introduction

SASE is a cloud architecture model that combines network and Security-as-a-Service (SECaas) functions to deliver a single cloud service. In short, SASE comprises the capabilities provided by SSE and SD-WAN.

SASE extends networking and security features beyond where they are normally deployed. This extension enables the remote workforce to take full advantage of FWaaS, SWG, CASB, ZTNA, and a combination of threat-detection tools.

Why Is SASE Needed?

Enterprise networks increasingly rely on cloud-based applications to manage their organizations and distributed workflows to support remote users. This has caused conventional networks to quickly grow beyond the traditional network edge, challenging infrastructure leaders to secure and oversee an ever-expanding attack surface.

While networks have advanced quickly enough to support the workflows of these remote endpoints, many cybersecurity solutions have not kept pace.



A prime example is VPN-only solutions that are quickly becoming a thing of the past. In today's hybrid work environment, organizations must ensure that all endpoints, whether remote, on-premises, or in the cloud, are protected and managed with the same robust cybersecurity and networking policies that govern their on-site infrastructure and devices. Without this unified approach, organizations risk exposure to evolving threats and missing opportunities for streamlined, consistent security across the entire organization.

What Organizations Need SASE?

SASE is the ideal solution for any organization, across all industries and verticals, looking to secure their hybrid workforce. As networks, users, and applications become increasingly distributed, the need for a unified, efficient approach to security

and connectivity has never been more critical. SASE ensures that every endpoint, application, and user is seamlessly protected, regardless of location, while optimizing performance and security across the entire organization.

What Is Single-Vendor SASE? And Why Is It Better?

SASE can be a dual-vendor or single-vendor solution. A single-vendor solution is best because all of the SASE components, such as networking, security, and integrated management, are provided by the same vendor. A single-vendor approach makes it easier for organizations to purchase, deploy, and support SASE solutions. Also, a single-vendor SASE provides better integration, stronger security efficacy, and greater visibility.

"By 2028, 50% of new SASE deployments will be based on a single-vendor SASE platform offering, up from 25% in 2024."¹





Fortinet Unified SASE Use Cases

Hybrid Workforce Security

Secure internet access

For remote users operating outside the corporate perimeter, direct internet access expands the attack surface and risks. Fortinet Unified SASE is a best-in-class SASE solution that offers comprehensive SWG and FWaaS capabilities to secure both managed and unmanaged devices by supporting agent, agentless, thin edge, and branch approaches.

Secure private access

With the hybrid workforce, traditional VPNs struggle to scale. Because VPNs do not include integrated inspection or advanced protections, compromised VPN tunnels can end up opening access to any and every application, expanding the attack surface and increasing the risk of lateral threat movement.



Unified SASE has top-notch secure private access features that integrate seamlessly with SD-WAN networks to automatically find the shortest path to corporate applications, powered by the intelligent steering and dynamic routing capabilities available in Unified SASE.

Secure SaaS access

Given the rapid increase in SaaS adoption, organizations continue to struggle with shadow IT challenges and stopping data exfiltration. Unified SASE is a superior SASE offering that includes secure SaaS access with next-generation dual-mode CASB, using both inline and API-based support. It provides comprehensive visibility by identifying key SaaS applications and reporting risky applications to overcome shadow IT challenges.

Branch Transformation

Enhance user experience

With SD-WAN, organizations can improve application experience, connectivity, and operations, all leading to an enhanced user experience.

Flexible security

With [Fortinet Secure SD-WAN](#), organizations can transform and secure the WAN on-premises. At the same time, they can extend security in the cloud with FortiSASE.

The intuitive Unified SASE cloud-based user interface provides unified network and security visibility, and it is easy to configure. You can instantly see endpoints, users, point-of-presence graphical information, and threat analytics.



7 Customer Success Stories

Fortinet Unified SASE is the industry's most comprehensive unified SASE offering. It secures users, access, edges, and devices anywhere while delivering the highest ROI, consistent security posture, and improved user experience. The following seven testimonials detail how Fortinet's unique approach provides organizations a simple, secure networking journey toward SASE.

1

Global Medical Devices Company Deploys FortiSASE to 7,000



Customer Overview

With operations in nearly 100 countries, a leading European company specializing in medical products and technologies faced challenges with its existing SSE solution. After a three-month proof-of-concept (POC) trial, Fortinet won the global medical devices company's business.

Challenges

- Feature gaps with incumbent SSE vendor
- Expensive SSE offering
- Complex management

Solutions

- FortiSASE
- Secure SD-WAN
- Deploy 7,000 FortiSASE licenses, enabling secure internet access for remote users

Business Outcomes

- Annual savings of \$50,000 compared to previous SSE solution
- SSE solution supporting bi-directional traffic inspection
- Improved user-to-application experience
- Single-pane-of-glass management
- Gained total control of the cybersecurity infrastructure

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2

Fortinet Unified SASE Delivers Exceptional and Safe Learning Experiences for 375,000+ Users at a U.S. School District



Customer Overview

One of the top five largest school districts in the United States deploys FortiSASE to its 375K+ students and staff as it faces challenges with remote security. The district began with Fortinet Secure SD-WAN, then added Fortinet NAC, and has now moved to FortiSASE.

Challenges

- To protect against external threat actors and insider threats
- Lean IT team
- To secure remote users when accessing cloud workspace

Solutions

- FortiGates at 400+ locations with secure SD-WAN enabled
- FortiNAC provides complete visibility, control, and automated response for everything connected to its network
- FortiSASE with Universal ZTNA and FortiGuard AI-Powered Security Services

Business Outcomes

- Secured access to cloud applications from anywhere via the internet
- Lowered total cost of ownership
- Optimized application security and intelligent routing across 400+ locations
- Simplified operations with fully converged networking and security platform

[Read the blog](#)



3

Middle Eastern Customs Agency Consolidates Numerous Security Vendors to One with Fortinet Unified SASE



Customer Overview

Middle Eastern customs agency tasked to secure national borders enhances its networking and security infrastructure with Fortinet Unified SASE across all locations and 1,000+ employees with the best ROI.

Challenges

- Multiple security vendors for data center firewalls, WAN, and proxy
- Cumbersome management for a small IT team
- High connectivity costs

Solutions

- Fortinet Secure SD-WAN
- FortiSASE
- FortiGate NGFWs
- FortiExtender
- FortiManager
- FortiAnalyzer

Business Outcomes

- 60% reduction in overall cost due to move from MPLS and consolidating three vendors to one
- Integrated ZTNA solution with AI-powered security services
- Streamlined IT operations for the agency's small team with limited resources
- Simplified the management and configuration of security processes
- Secure, agile, and efficient infrastructure better supported remote workforce while strengthening national trade security

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4

Leading Health System on U.S. East Coast with 500+ Locations Future Proofs Its Security with Fortinet Unified SASE



Customer Overview

A Fortinet Enterprise Agreement customer and a leading health system is headquartered on the U.S. East Coast and operates nine hospitals and over 500+ ambulatory facilities.

Challenges

- Aging network infrastructure ready for overhaul
- Basic stateful firewalls up for upcoming renewal
- Heavy usage of VPN deemed unsafe

Solutions

- Fortinet Secure SD-WAN
- FortiSASE
- FortiGate NGFWs
- FortiManager
- FortiAnalyzer

Business Outcomes

- Modernized security infrastructure with SSE across 5,000+ users
- Provided malware protection with SSL inspection support for all users
- Digital transformation of entire network with secure SD-WAN with native ZTNA
- Optimum performance and least latency to all cloud connectivity



5

A Large Turkish Airport Operator Modernized Its Network and Security with Fortinet Unified SASE



Customer Overview

When a Turkey-based airport operator that provides end-to-end IT solutions for more than 50 airports in over 20 countries required a cloud-based endpoint protection strategy, this operator turned to the Fortinet SASE architecture.

Challenges

- Ensure safety of millions of passengers and smooth operation of thousands of flights daily
- Ensure no system outages
- Complex network infrastructure
- Threats becoming sophisticated while current security becoming outdated

Solutions

- Fortinet Secure SD-WAN
- FortiSASE
- FortiGate NGFWs
- FortiExtender
- FortiManager
- FortiAnalyzer

Business Outcomes

- Delivered low-latency, high performance with in-country SASE POP
- Latest threat intelligence from FortiGuard Labs for enhanced protection
- Superior performance supporting high-data rates
- Local POP provides compliance benefits and data sovereignty

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6

Grupo Bimbo Enhances Global Operations Across 1,000+ Locations with Fortinet Secure SD-WAN



Customer Overview

A global baking company manufactures and distributes baked goods in over 34 countries. It embarked on its digital transformation journey by replacing its private network (MPLS) with a more secure and agile solution.

Challenges

- Accelerate digital transformation and journey to the cloud
- Improve network and security performance along with costs

Solutions

- FortiGate NGFWs
- Fortinet Secure SD-WAN
- FortiManager
- FortiAnalyzer

Business Outcomes

- Improved connectivity and performance at the edge
- Unified platform across devices and cloud for increased visibility
- Provided a more flexible and secure foundation for digital transformation

[Watch the video](#)



7

**Fortinet ZTNA
Takes Flight at a
Precision Equipment
Manufacturer****Customer Overview**

Barnes Group is a global industrial and aerospace manufacturer headquartered in the U.S., operating in 116 locations. It has 8,500+ endpoints across its corporate network. With the need to minimize the attack surface and provide zero-trust principles across all endpoints, Barnes Group used Fortinet's assistance to obtain consistent and easy-to-manage security policy enforcement.

Challenges

- Minimize the group's attack surface
- Meet demands of numerous compliance regimes worldwide
- Manage 8,500+ devices globally

Solutions

- Fortinet Universal ZTNA
- Fortinet Secure SD-WAN
- FortiGate NGFWs
- FortiManager
- FortiAnalyzer

Business Outcomes

- Reduced time to integrate new business by 50%
- Cost-effective deployment of ZTNA
- Eliminated expensive firewalls in small offices with handful of employees
- Improved performance and resiliency of network and security infrastructure

[Watch the video](#)



Why Fortinet?

Fortinet is an industry leader in secure networking. We have the world's most deployed network security solution with roughly 50% of all NGFW shipments. A testament to Fortinet technology leadership is our global deployment of 860K+ lifetime customers and 1,381 global patents.

For over 25 years, Fortinet has been driving the evolution of cybersecurity and the convergence of networking and security. Our network security solutions are the most deployed, most patented, and among the most validated in the industry. Our broad, complementary portfolio of cybersecurity solutions is built from the ground up with integration and automation in mind, enabling more efficient, self-healing operations and a rapid response to known and unknown threats.



Why Fortinet Unified SASE?

Fortinet Unified SASE is recognized as a leading SASE solution in the industry, delivering secure internet access, secure private access, and secure SaaS access, all with the flexibility and protection needed to connect users reliably to corporate resources.

With the Fortinet Universal ZTNA approach, organizations can enforce granular, per-application access policies, shifting from outdated implicit trust models to a more secure, explicit trust framework.

What sets Unified SASE apart is its intelligent, secure private access, which integrates seamlessly with SD-WAN to dynamically route users along the fastest, most efficient paths to applications, optimizing performance without compromising security.

Unlike isolated, cloud-only offerings, Unified SASE is deeply integrated into the Fortinet Security Fabric, powered by FortiOS. This tight integration delivers consistent policy enforcement, broad visibility, and proactive protection across every edge. It ensures end-to-end security and simplified management from a single, unified platform.



Advantages

The key Fortinet Unified SASE advantages are:

- **Consistent security** for users everywhere, on-network, off-network, and across all access points
- **A unified agent** that seamlessly supports multiple use cases, reducing overhead and complexity
- **Effortless deployment and management** with streamlined onboarding and intuitive administration
- **Flexible, user-based licensing tiers** designed to scale with business needs and optimize costs

With these advantages, organizations that use Unified SASE are achieving better business outcomes and enhanced user experiences.

Differentiators

Fortinet Unified SASE stands alone by providing solutions that are:

- **Unified:** Unlike many fragmented offerings, Unified SASE is built on a single operating system, FortiOS, a unified management console, an endpoint agent, and a centralized data lake. This cohesive architecture ensures consistent security policy enforcement and streamlined operations across all environments, from on-premises to the cloud.

Integrating Fortinet Secure SD-WAN with cloud-delivered SSE under one platform provides comprehensive visibility and control, reducing complexity and potential security gaps.

- **Flexible:** Fortinet Unified SASE offers unparalleled flexibility to accommodate a wide range of organizational needs by supporting BYOD, contractors, agent-based, and agentless devices, as well as third-party SD-WAN solutions, facilitating seamless integration into existing infrastructures.

Also, Fortinet is investing in building its own global cloud infrastructure, further enhancing performance, scalability, and control across its SASE services. [FortiSASE Sovereign](#) gives organizations flexibility and control over their data, especially in regulated sectors like finance and healthcare. Organizations can also integrate Unified SASE with the Fortinet WLAN/LAN portfolio to secure thin edge locations without additional appliances or agents, ensuring comprehensive protection even in resource-constrained environments.

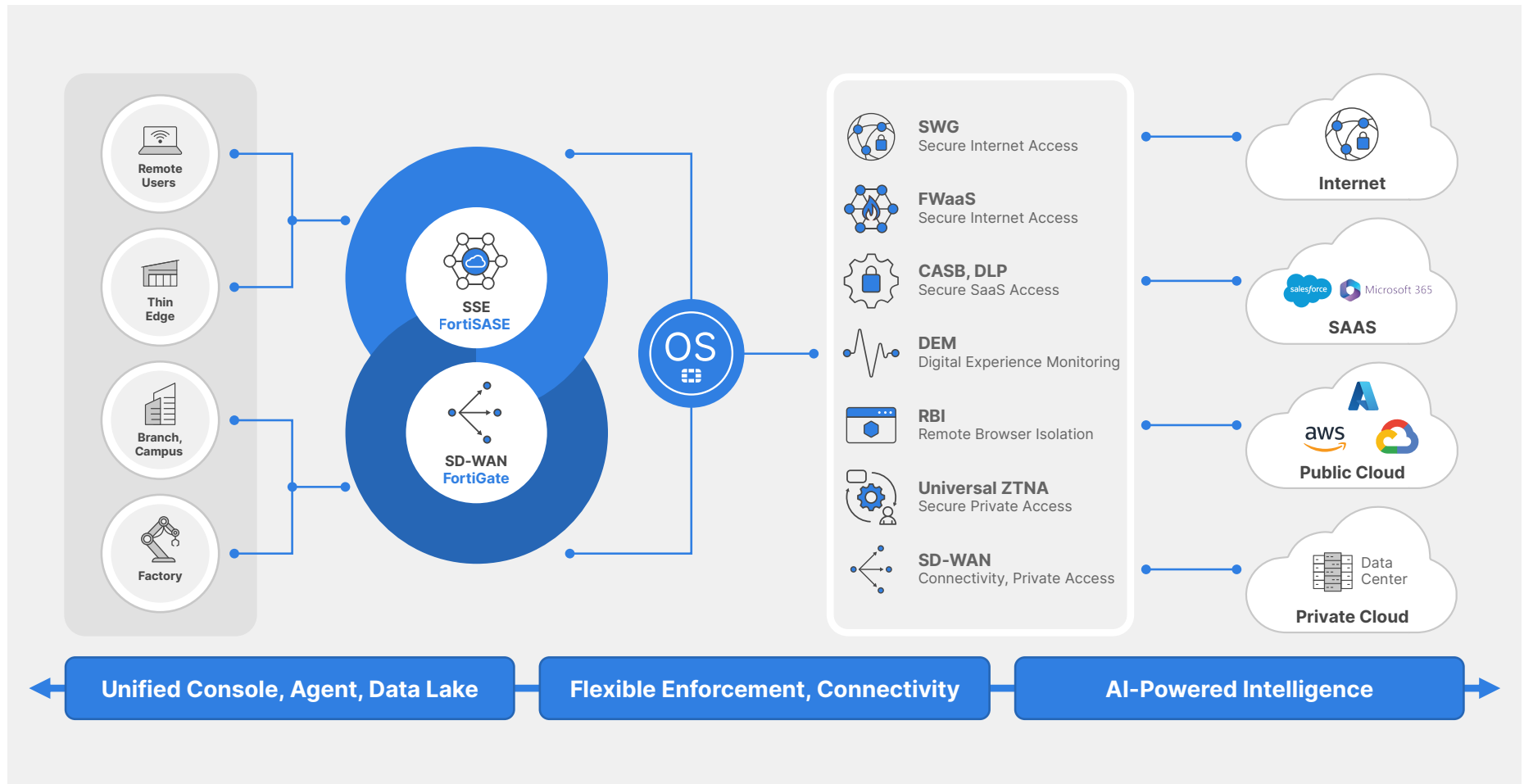
- **Intelligent:** Fortinet Unified SASE, with FortiGuard AI-Powered Security Services, delivers broad protection through integrated capabilities like SWG, ZTNA, CASB, FWaaS, and RBI, all managed from a single unified console.

Security teams can enforce zero-trust policies to manage access and data flows to GenAI apps, gaining visibility into usage patterns, destinations, and enabling enterprisewide AI governance.



Cloud-Delivered Enterprise-Grade Security

Fortinet Unified SASE delivers enterprise-grade security with the speed and reliability that today's workforce demands, extending robust protection and high-performance connectivity to users anywhere, anytime.



Conclusion

Powered by Fortinet's unified, single-vendor SASE architecture, Fortinet Unified SASE delivers a truly integrated solution that combines cloud-delivered SD-WAN and SSE capabilities. This convergence extends secure, high-performance connectivity from the network edge all the way to hybrid and remote users, ensuring seamless protection and performance at every point of access.

Unified SASE is purpose-built to meet the demands of today's distributed enterprises by providing consistent security, simplified management, and optimized user experiences regardless of location. No matter where you are on your digital transformation journey, Fortinet enables you to streamline operations by consolidating networking and security into a single platform, reducing risk, cutting complexity, and accelerating outcomes.



¹ Gartner, [Forecast Analysis: Secure Access Service Edge, Worldwide](#), Charanpal Bhogal, Charlie Winckless, Neil MacDonald, Jonathan Forest, Andrew Lerner, John Watts, Shailendra Upadhyay, Christian Canales, Marissa Schmidt, 5 February 2025



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