

Fortinet FortiGate SMB vs. Sophos SMB

Sophos

- Sophos is also a good shortlist contender for SMBs, especially for lower-midsize business and distributed-office use cases that value ease of use, security features and firewall/endpoint integration. They cater to organizations with between 100 and 5,000 employees.
- Sophos Firewall Manager is the name of the centralized management software, and Sophos Central is the cloud-based centralized management portal for all Sophos security products.

Fortinet

Fortinet [FortiGate](#) offers an excellent Security and SD-WAN solution in a compact fan-less desktop form factor for enterprise branch offices and mid-sized businesses. Protect against cyber threats with industry-leading secure SD-WAN in a simple, affordable, and easy to deploy solution.

KEY QUESTIONS TO BE ASKED

- Is the performance met as per Sophos datasheet?
- How complex is your SD-WAN deployment?
- How easy is to deploy and manage your network ?
- Do your need solutions that have been tested, validated and recommended by 3rd party tester?
- Do you trust Firewall capabilities with the company focused on Endpoint solutions?

How To Win

- Fortinet provides a [Security Fabric for the SMB](#) with full security stack with simplified management
- Easy Deployment and Management with FortiGate Cloud.
 - Secure SD-Branch capability for scalable business.
 - Flexible and easy management of FortiGate's in Forti Explorer mobile APP
 - Price/Performance with industry lowest TCO
 - Gartner and NSS labs recommended Secure SD-WAN.
 - TLS 1.3 – superior SSL inspection performance.

Fortinet Differentiator

Fortinet Offers Superior Security

- Integrated wired and wireless networking to simplify IT
- Purpose-built hardware for industry best performance with easy administration through cloud management
- Provides consolidated security and networking for small businesses and consistently provides top-rated threat protection
- Proactively blocks newly discovered sophisticated attacks in real-time with advanced threat protection
- Industry leader in the [Gartner MQ for Network Firewall](#)
- [NSS Labs NGFW](#) Top rated and recommended with lowest Total Cost of Ownership (TCO)
- [NSS Labs SD-WAN](#) and Gartner Top-3 SD-WAN vendors based [on 2019 WAN Edge MQ](#)
- Unified perimeter and Network policy through a single-pane-of-glass management console
- Industry recognized SoC4 with SD-WAN ASIC security acceleration

Open Architecture that integrates with your existing security solutions to increase ROI

- Secure SD-Branch which integrates Switch, AP, and NAC
- Unified Software and features across all the NGFW platforms.
- Superior visibility and control
- Offering today's encryption standards (TLS 1.3 support) and providing superior SSL Inspection without impacting network performance
- Extensive Cloud Management & Simplicity through FortiGate Cloud, FortiManager Cloud, FortiAnalyzer Cloud, and FortiExplorer

Top Sophos Issues

Complex Deployment	<ul style="list-style-type: none">• After rebranding “Astaro” to Sophos UTM, it has challenges between XG and SG platforms with respect to deployment and migration without any proper documentation
Price/Performance /Security Effectiveness	<ul style="list-style-type: none">• Data sheet performance numbers are not supported by NSS Labs testing.• Security Effectiveness rating is not parallel with Low End and High-End devices.
Poor SD-WAN solution.	<ul style="list-style-type: none">• Sophos offers simple and basic SD-WAN features but no security.• Did not make it to Gartner WAN Edge MQ
SSL/TLS	<ul style="list-style-type: none">• Sophos does not offer certificate validation or comprehensive cipher suite support.• Sophos does not publish SSL/TLS numbers
Limited reporting and management.	<ul style="list-style-type: none">• Sophos standard reporting is limited and occurs on-box. Additional licenses are required for iView for detailed reporting.

Fortinet FortiGate SMB vs. Sophos SMB

	FortiGate 40F	FortiGate 50E	FortiGate 60F	XG115	XG125	XG135
Firewall	5 Gbps	2.5 Gbps	10 Gbps	4 Gbps	6.5 Gbps	8 Gbps
Sessions/ sec	35,000	21,000	35,000	N/A	N/A	N/A
IPsec VPN	4.4 Gbps	90 Mbps	6.5 Gbps	490 Mbps	700 Mbps	1.1 Gbps
SSL VPN	490 Mbps	100 Mbps	900 Mbps	N/A	N/A	N/A
IPS	1 Gbps	350 Mbps	1.4 Gbps	1.2 Gbps	1.5 Gbps	2.4 Gbps
SSL/TLS	310 Mbps	150 Mbps	750 Mbps	N/A	N/A	N/A
App Control	990 Mbps	450 Mbps	1.8 Gbps	N/A	N/A	N/A
NGFW	800 Mbps	220 Mbps	1 Gbps	1 Gbps	1.1 Gbps	1.2 Gbps
Threat Prevention	600 Mbps	160 Mbps	700 Mbps	200 Mbps	300 Mbps	300 Mbps
Interfaces	5x1GbE, 1 USB, 1 Console	7x1GbE, 1 USB, 1 Console	10x1GbE, 2 USB, 1 Console	4 x GbE RJ45	4 x GbE RJ45	8x1GbE
HW USD List Price	\$495.0	\$550.0	\$695.0	\$595.0	\$795	\$1045
1-Year TCO	\$817.0	\$908.0	\$1,147.0	\$1,093.0	\$1,096.0	\$1,939.0
3-Year TCO	\$1460.0	\$1,622.0	\$2,050.0	\$1,593.0	\$1,518.0	\$3,438.0

Key Capabilities	Fortinet	Sophos
Simplified NGFW Security Policies	Yes	Limited
SSL/TLS Performance	Best NSS Certified	Does not Publish
Application Steering	Yes	Not Supported
Secure SD-WAN	NSS Certified	Very Limited (No Certification)
Switch NAC (6.4)	Integrated into Security Fabric	Does not support
VPN	Supported	VPN (stability issues) RED requires all traffic goes to HQ
SSL Inspection	32 Cipher Suites (TLS 1.3)	TLS (1.3) (Not all Ciphers)
Switches and AP's	Yes (FortiAP & FortiSwitch)	No Switch
Cloud Management	FortiGate Cloud FortiManager Cloud FortiAnalyzer Cloud	Sophos Central
Mobile APP Management	FortiExplorer	Does not Support
Zero-Touch Deployment	Yes FortiDeploy	No
Extended AV DB	Yes (6.4)	Dual AV engines
Security Services (IPS/IDS)	Normal and Extended	Limited
Offline Configuration	Yes FortiGate Cloud Templates	No
SSL VPN	Supported	Stability issues