

Helping you create a
digitally secure future.

Public Cloud 105: FortiFlex

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Cloud CSE



Agenda



FortiFlex Program Components



FortiCloud Organizations



Workshop Hands on



FortiFlex Marketplace POC
Demo



Introducing FortiFlex

Usage-based Security Licensing and Services

FortiFlex allows organizations to:



Simplify operations with centralized visibility and license automation via API.



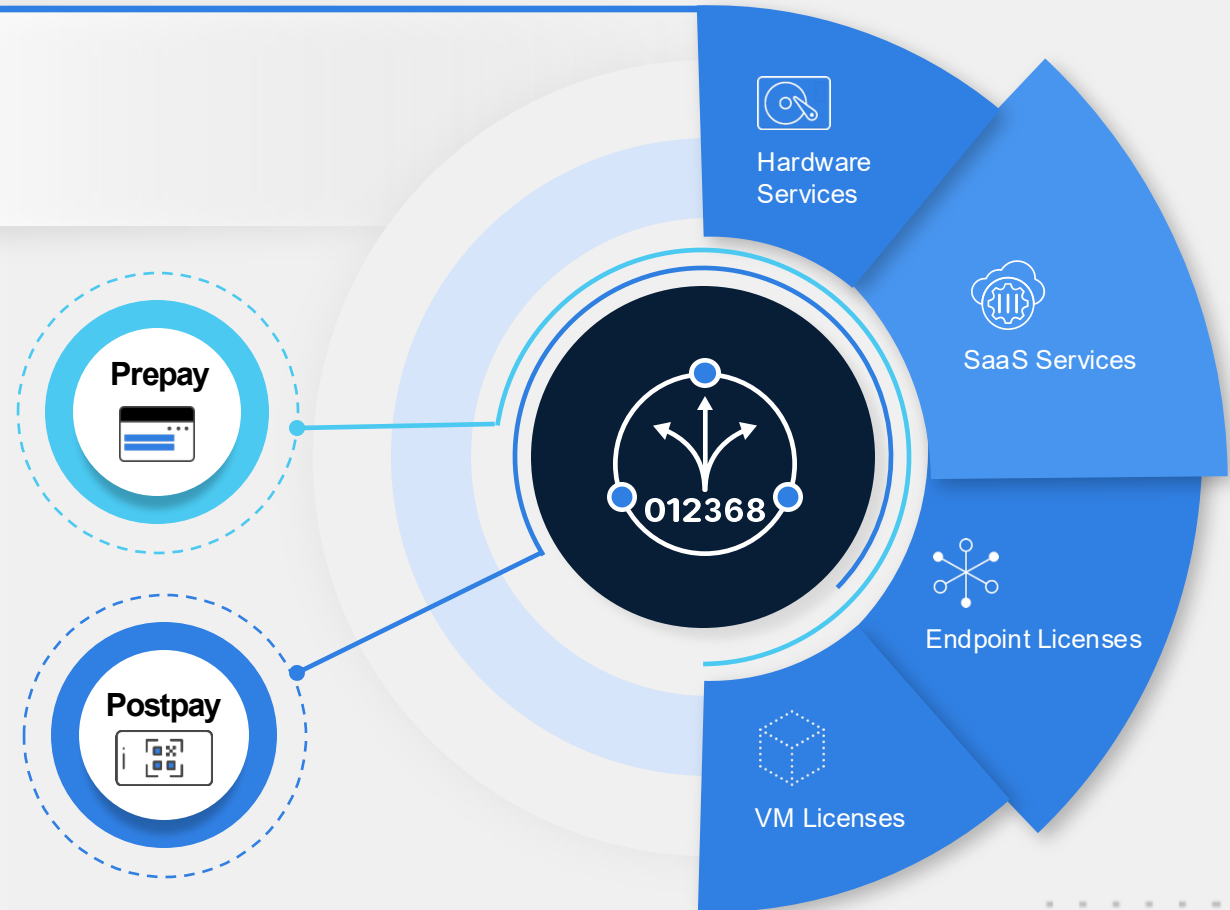
Enable cost control and benefit from a predictable OpEx model



Eliminate sizing issues and overspending



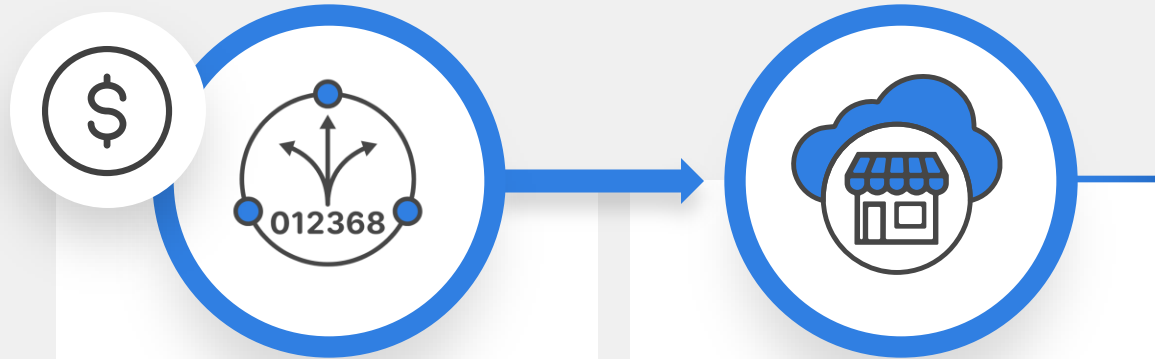
Automate the whole License Life-Cycle Management with rich API support.





FortiFlex Consumption-Based Security

How it Works



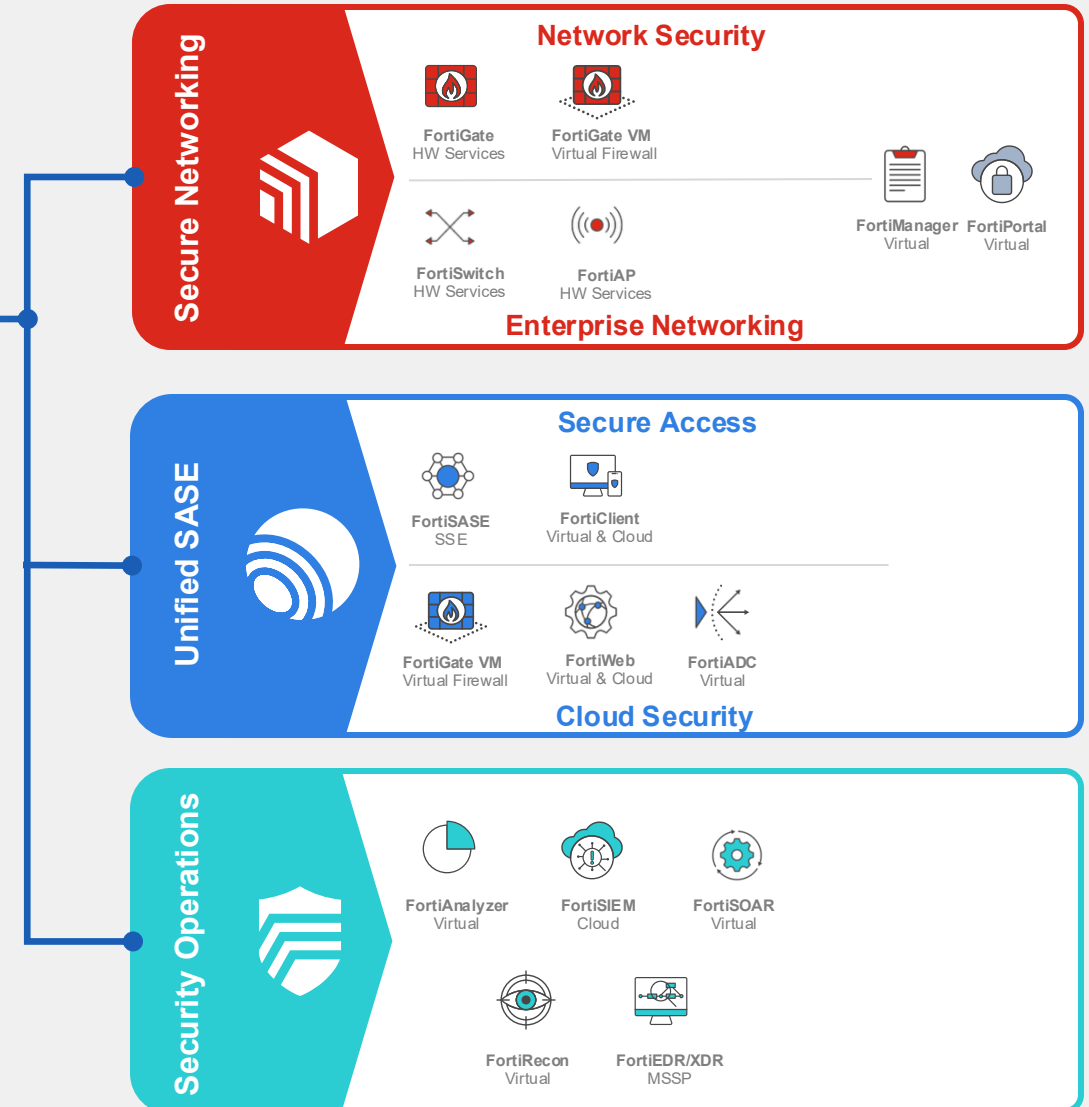
FortiFlex Points

- **Enterprise:** Additional points can be added at any time. Unused points can be rolled over with valid subscription*
- **Post-paid: PAYG** model
- FortiPoints can be transferred over to Fortiflex points

* <https://docs.fortinet.com/document/flex-vm/25.3.0/administration-guide/667344>

Provision through FortiFlex portal or API

- Any FortiGuard or FortiCare Services (not HW)
- Any size of VMs
- Any quantity
- Deployable anywhere on-premises or cloud



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The FortiFlex Programs

On-demand License and Service Consumption



Enterprise

Available as a Prepaid program, partner or end customer can purchase upfront Points to spend on services on-demand.

Private Offer - partner or end customer can simplify transactions through Public Cloud



MSSP

Available as a Postpaid program, MSSPs/SPs can rollout services and pay as they go.

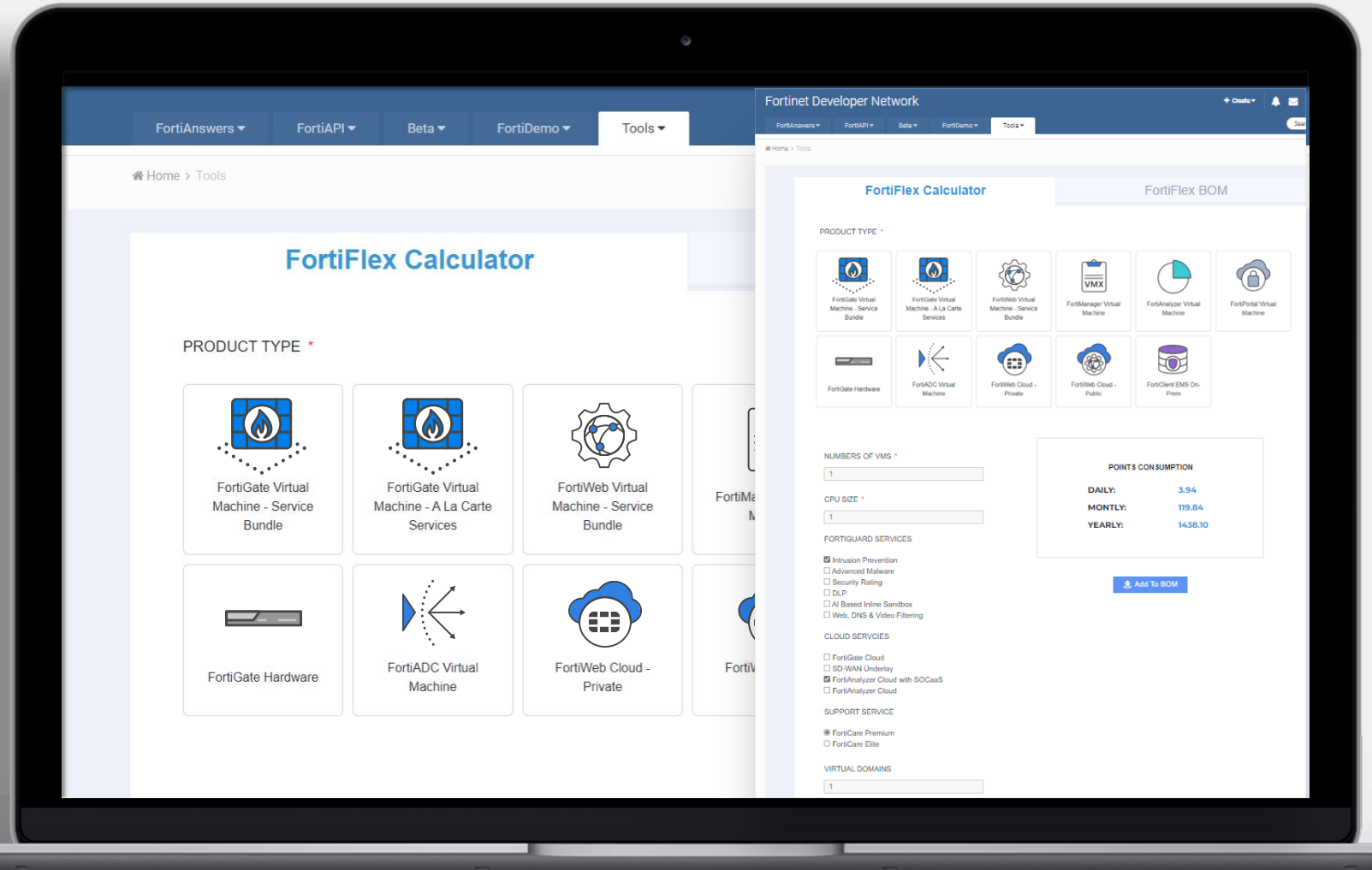
FortiFlex Program Components

- FortiFlex Points
 - Mechanism for measurement and billing usage of FortiFlex licensed products
- FortiFlex Configurations
 - Templates defining type and parameters of Fortinet products to license
 - E.g.
 - FortiGate: # CPU, VDOM, Service Package, Services
 - FortiAppSec Cloud: WAF, GSLB, Service Package, SOCaaS
 - FortiManager: # of Managed Devices & ADOMs
- FortiFlex Entitlements
 - Individual instances of FortiFlex Configurations consuming FortiFlex points
 - Represent unique serial number & license key per product/instance



Daily Points: VMs, Services and SaaS

- License usage is calculated daily
 - User can change license capacity any time, and new calculation will take effect
 - Daily charge is for the largest configuration for that day
- FortiFlex Calculator for calculating points for License entitlement usage:
 - Easily estimate new project costs
 - Change VM/Service configurations to simulate new requirements
 - Understand cost impact of changes
 - [FortiFlex calculator - FNDN \(fortinet.net\)](https://fortinet.net/fndn)

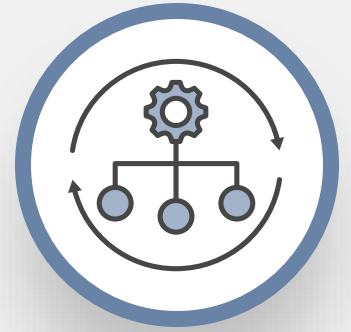




Automate ...

Full license lifecycle management

Agile
Consumption



POST

/create /modify /update /stop /reactivate /list...

FORTINET

FortiAPI

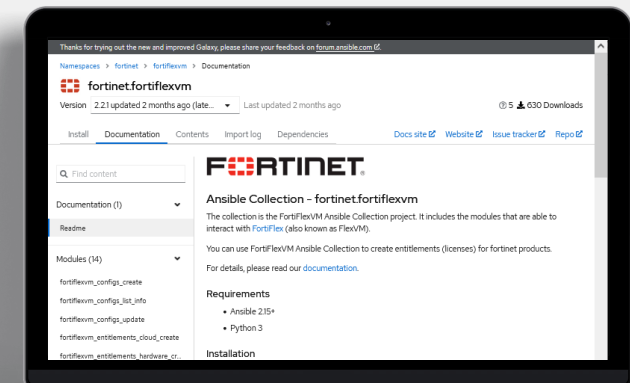
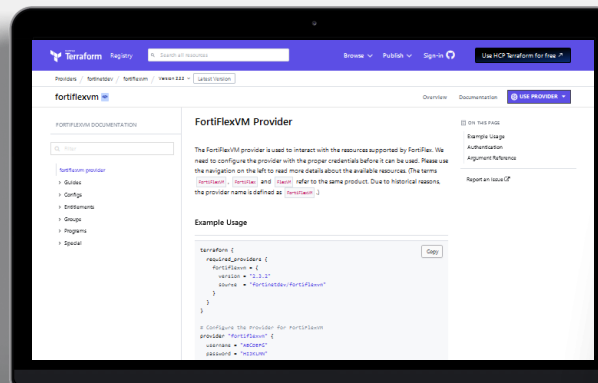
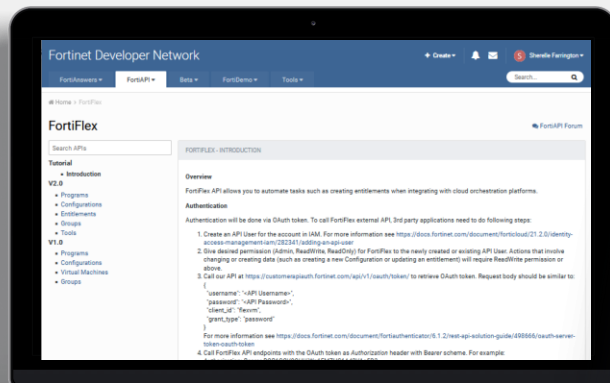
Fortinet Developer network



Provider



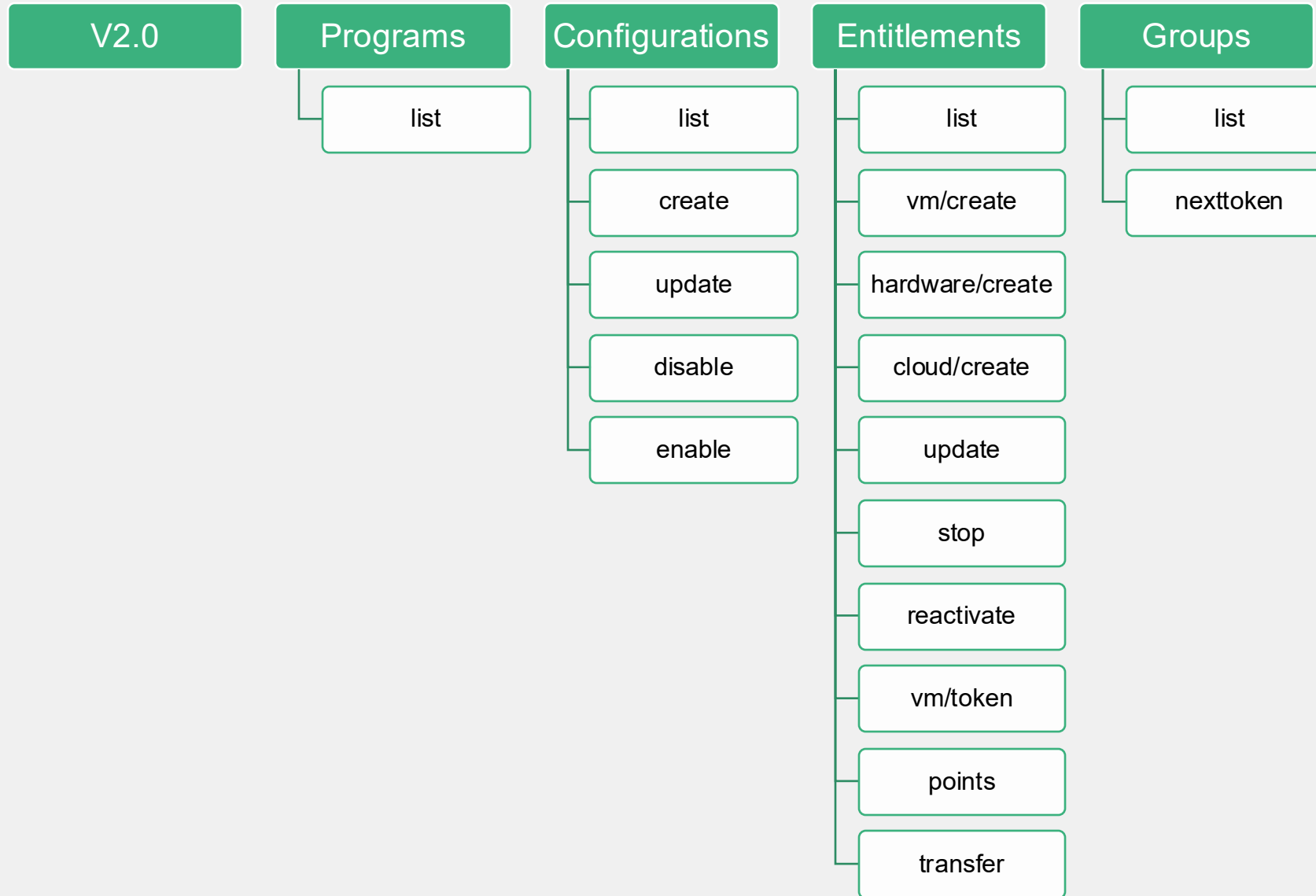
Collection



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FortiFlex API

Hierarchy





FortiCloud Organizations

FortiCloud Organizations consolidate multiple FortiCloud Accounts into an Organizational Units (OUs) and manage user access to cloud products and services with fine grained service level permissions

ASSETS & ACCOUNTS

Asset Management

Organizations

IAM

FortiFlex

CLOUD MANAGEMENT

FortiClient EMS Cloud

FortiGate Cloud

FortiManager Cloud

FortiAnalyzer Cloud

FortiLAN Cloud

FortiSOAR Cloud

FortiExtender Cloud

FortiSIEM Cloud

CLOUD SERVICES

FortiMail

FortiMonitor

FortiSASE

FortiZTP (Beta)

FortiSandbox Cloud

FortiVoice

FortiCASB

FortiPresence

FortiDAST

FortiTrustID

FortiGate CNF

FortiIPAM

OC-VPN Portal

Overlay as a Service

SOCaaS

FortiConverter

FortiWeb Cloud

FortiRecon

FortiToken Cloud

FortiCNP

FortiGSLB

FortiPhish

FortiDevSec

FortiCamera Cloud (Beta)

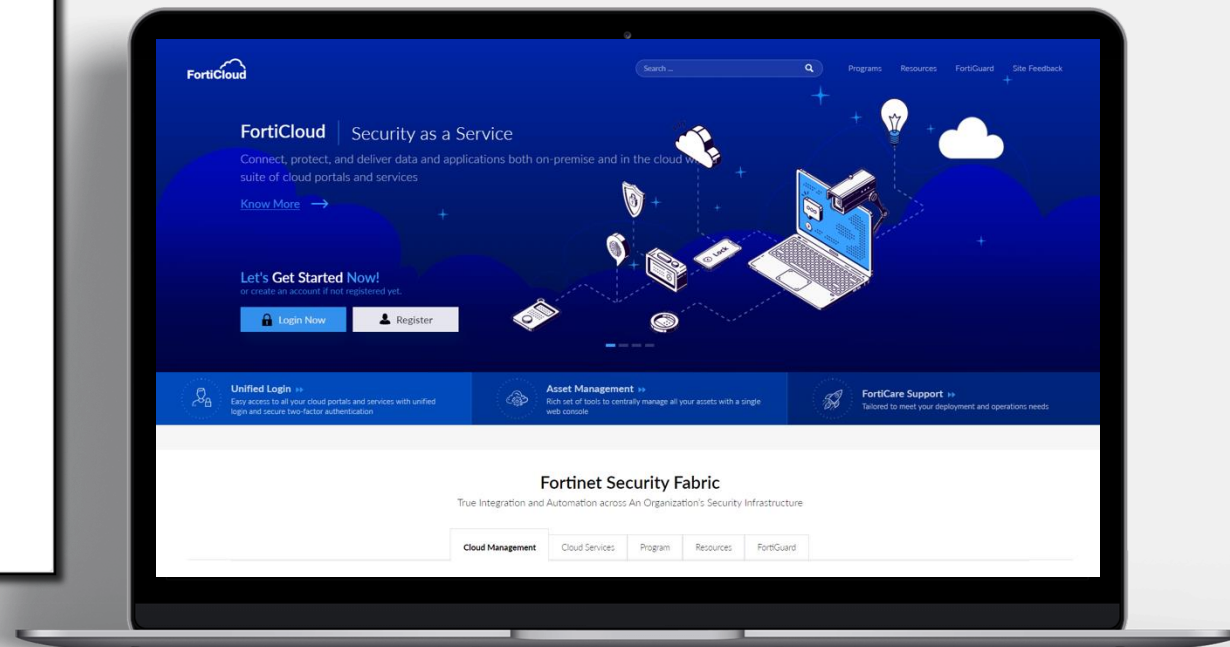
FortiCare Elite (Beta)

FortiInsight

FortiDemo

Managed FortiGate

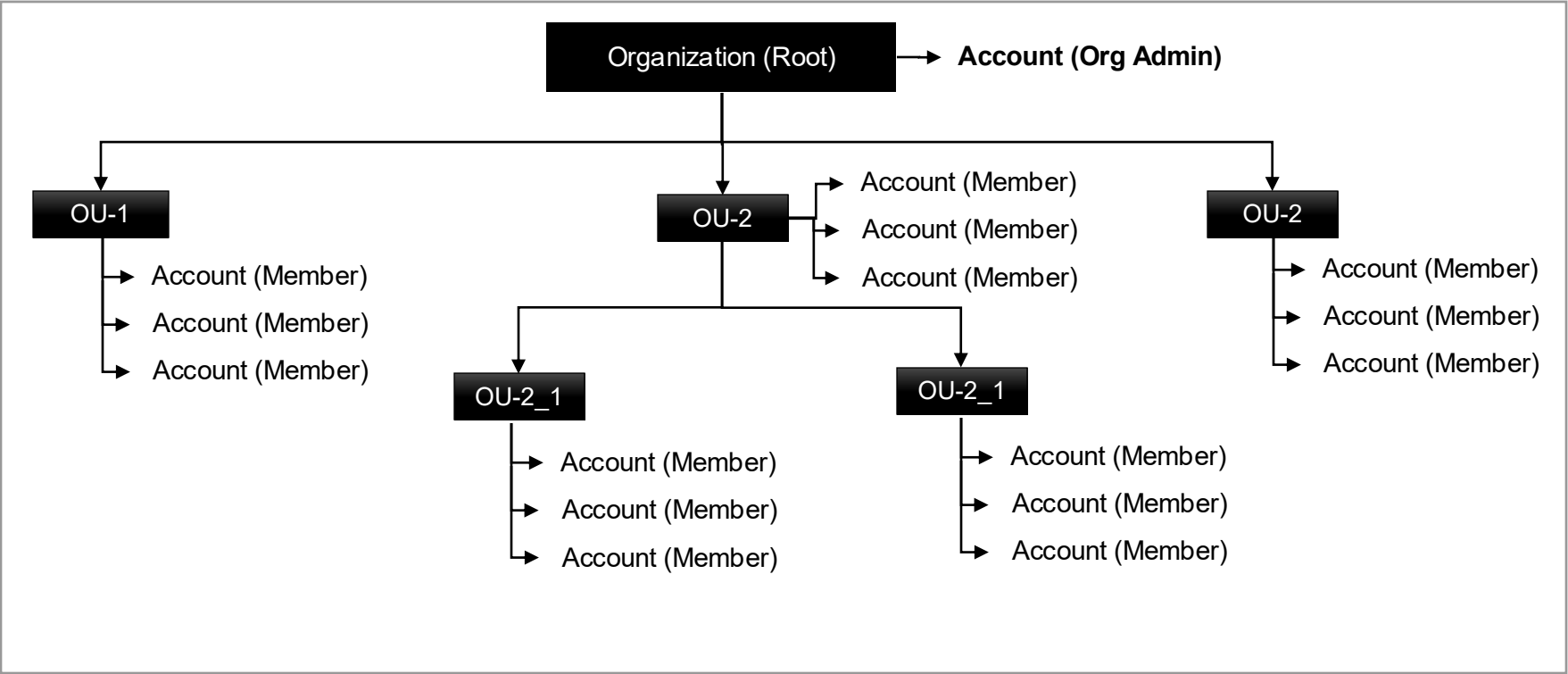
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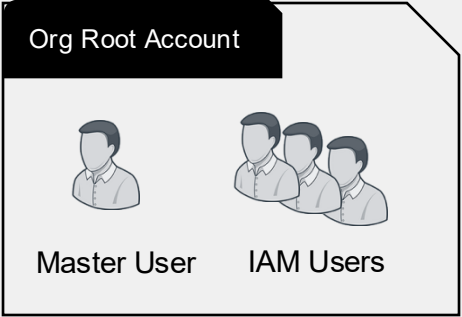


FortiCloud Organization Hierarchy

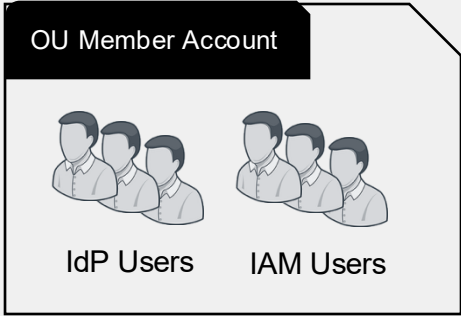
OU Hierarchy



Organization Root Account	Account which created the organization.
Organizational Unit (OU)	A unit within organization. Single OU member can be designated OU Master account.
OU Member Account	Accounts invited to organization with no administrative privileges.
OU Scope	IAM User's scope (OU) within the Organization.



- Owner of organization
- Can create OU hierarchy
- Add Users with OU Scope



- End customer account in an OU
- Manage assets in own account.

FortiCloud Organizations Terms and definitions

- Organizations/"OU"/"Units" – these are hierarchical identifiers indicating directories or folders within the FCLD Organizations concept
 - The Org has a root OU ID and can have child OU ID's
- IAM - "Accounts" – numbered FortiCloud Account ID's.
 - The Org has a single Root Account (belonging to MSSP)
 - MSSP can create child/member Accounts in an OU via FCLD Web GUI
- IAM - "Users" – [3 types as described in docs](#)
 - IAM "users" - user entity managed in FCLD
 - Can be local or Org with same "permission scope" and "permission profile" as below
 - External Idp Roles/"Roles" – which is really just a mapping of a SAML Assertion containing "Role" = "XYZ" to the following
 - Local role – access to the "Account" in which the Role is created
 - "Permission scope" (asset folder)
 - "Permission profile" (local specific) – specifies which FCLD Portal features are available
 - Org role – access to an OU or Account within the Org
 - "Permission scope" (Org OU or Account within OU)
 - "Permission profile" (Org specific) - specifies which FCLD Portal features are available
 - 2FA handled by IdP
 - IdP enablement is via special request to Product Team
 - API User – required for calling any of the available FortiCloud API's

FortiCloud Organizations

- Enables Multi-Tenancy for FortiFlex, particularly interesting for MSSP's

Each **Org Account** can represent a separate entity with its own set of devices, **Users**, and **Permission scope** **Permission profile**, which can be arranged in **Org Units**. This allows service providers to manage multiple customers from a single FortiCloud account.

- MSSP's can leverage Organizations to manage individual customer FortiFlex entities under the same program
- FortiFlex Configurations and Entitlements are dedicated to the **Org Account** and not visible from others
 - MSSP Admins **Users** could have read/write access to all of their customers **Org Accounts**
 - Each individual customer **Users** might only have read access or maybe no access to the FortiCloud portal, depending on how the MSSP wants to setup their services.
 - Maybe the MSSP want to fully automate the provisioning and management of these the Forti products and only provide customer access to FortiCare for ticketing/etc
 - Controlled via **Permission scope** & **Permission profile**, assigned at the **User** level
- Global Organization can navigate all and view each OU consumption
- Global Organization can build automation from Root level to all individual **Org Account**
- Global Organization receives monthly consolidated billing for MSSP FortiFlex Program

FortiCloud Organizations Hierarchy

