

aws marketplace

Fortinet FortiGate-VM

Reviews, tips, and advice from real users



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Product Recap



Fortinet FortiGate-VM

Fortinet FortiGate-VM Recap

FortiGate Virtual Appliances allow you to mitigate blind spots by implementing critical security controls within your virtual infrastructure. They also allow you to rapidly provision security infrastructure whenever and wherever it is needed. FortiGate virtual appliances feature all of the security and networking services common to traditional hardware-based FortiGate appliances. With the addition of virtual appliances from Fortinet, you can deploy a mix of hardware and virtual appliances, operating together and managed from a common centralized management platform.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- ✓ “The features and capabilities of Fortinet FortiGate-VM that I have found most valuable are not only specific to Fortinet FortiGate-VM, but generally for most sites: a valuable web filter and DNS filter work together.”



Karel Ondracek

Network Administrator at THK Co Ltd

- ✓ “Fortinet FortiGate-VM definitely improves overall security posture because it has better features in terms of better management or better configuration options and parameters.”



Vaibhav Patkar

CISO at Orient Technologies Pvt. Ltd.

- ✓ “The threat detection capabilities are excellent because of the good features that come with the services and FortiGuard connection, where you can get signatures every hour, including IPS signatures, anti-malware signatures, web filters, and application filters, and you can even create custom signatures such as application signatures and IPS signatures.”



Hassan Wali Khan

Professional Services Consultant at Redington Middle East and Africa

- ✔ “With this solution, you can apply the zero trust concept in place with role-based access to the internet, URL filtering works well and is flexible, and with integration with other security solutions you can quickly respond to incidents so fewer security incidents appear and you can respond more quickly.”



Verified user

Founder at a tech services company with 11-50 employees

- ✔ “Fortinet FortiGate has positively impacted our organization by allowing us to scale fast.”



Verified user

Chief Technology Officer at a consultancy with 11-50 employees

- ✔ “Fortinet FortiGate-VM as an internet gateway or firewall is very good for us.”



Flamur Prapashtica

Head Of Security Management at Ipko Telecommunications

- ✔ “It's user-friendly and easy to set up, designed with the customer in mind, and works effectively for setting up a VPN connection between both sides and using it for SSL VPN connections for remote users without encountering vulnerabilities.”



Samuel-Mottet

EMEA Enterprise Solutions Architect at a tech vendor with 1,001-5,000 employees

What users had to say about valuable features:

“The tool's most valuable feature is its ability to deploy it on live physical hardware. Specifically, when providing firewall services for clients, we can leverage such hardware appliances to support multiple customers on the same hardware..”

Juraj Elias

Chief Core Network Architect at O2 Netwirks

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“We use Fortinet for everything in our organization. Our organization has Fortinet experts. The virtualized network features work fine. The flexibility is fine. It’s easy to integrate the solution with our network infrastructure..”

Florian-Buis

CEO at Easyteam

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“The features of FortiGate VM that we find most effective for network security include its universal operating system, which is the same across both hardware and virtual machine deployments. This consistency ensures that both real boxes and virtual machines run on identical images, accessible via both command line and graphical interfaces for convenience..”

Verified user

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Director Of Research And Development at a comms service provider with 11-50 employees

“Regarding specific features, I appreciate the option for external selection, where you can choose either to use a default or create a self-description. This simplifies the process compared to other vendors that require creating a test extension profile and then applying it to the installation. With FortiGate, there is a streamlined approach. From the benefits perspective, clients mainly see cost reduction, especially with FortiGate VM Firewall, as it eliminates the need for additional hardware. .”

Morad Abdelrahman

[Read full review](#) 


Network Engineer at MDS Arabia

“The ease of access and user-friendly setup is a valuable feature. Fortinet proves to be particularly straightforward to configure, offering simplicity without complexity. Moreover, visibility is easily attainable due to certain factors. Price, implementation, and budget considerations play a role. When it comes to Cisco implementation, the process tends to be more intricate, which many customers find unfavourable for their business needs.

.”

Tenishan Fernando

Solution Architect - Network and Cybersecurity at NCinga

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“Fortinet FortiGate-VM has a standard hardware firewall and easy deployment. You download a pre-configured virtual machine and run it on your hypervisor, Hyper-V, or ESXi by VMware. It is an excellent solution for private cloud setups, allowing seamless management using Fortinet without additional hardware purchases. Moreover, it offers flexibility—you can integrate it with physical hardware for redundancy or establish branch office VPNs effortlessly. Fortinet's automation capabilities facilitate smooth connectivity between public and private clouds..”

Jasmit Singh Juneja

CEO & Technology Specialist at Karman Infotech Private Limited

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Other Solutions Considered

“We have used Sophos and Palo Alto before. Palo Alto is expensive. Fortinet’s UI is more user-friendly. You can easily understand the source and destination requests..”

Vhalikhede Vhalikhede

Cybersecurity analyst at Cornerstone OnDemand

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“I don't have experience working with solutions deployed on the cloud, but I have experience with products deployed on-premises, like Veeam, which was deployed on the server, and VMware. I have worked with Palo Alto, which is a complicated solution..”

Verified user

Security Engineer at a computer software company with 51-200 employees

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“We evaluated alternatives like Checkpoint and Palo Alto. We chose FortiGate for its cost-effectiveness, robust performance in our specific use cases, and the comprehensive support provided by Fortinet..”

Moshiur-Rahman Khan


CEO at IOPoint.com

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“For a firewall perspective, your next option would probably be Palo Alto or Check Point, but Fortinet has made significant improvements to go ahead in that space. I think your closest contender right now is probably Palo Alto..”

Ronald-Powell

Global VP of Cloud & IT at Marlink

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“We had a competitive evaluation of other products. We chose Fortinet FortiGate-VM because of its affordability. It also had some of the features that were part of our roadmap..”

Victor Akidiva

CEO at Semper Systemis Ltd

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“I have also worked with Cisco firewalls. The main differences between FortiNet and Cisco include the price, which is very different. The variant of Cisco ASA, Cisco Firepower, is more difficult for configuration. Firepower is more complicated. Fortinet FortiNet is easier to deploy and also less expensive..”

Eric_Martinez

Network Administrator at a tech services company with 51-200 employees

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ROI

Real user quotes about their ROI:

“The product is worth the money since I can renew whatever features I get in the three-year or five-year pack that I buy. The ROI is good since I get free support..”

RajeshKumar20

Senior Engineer at Team Computers

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“FortiGate offers a favorable ROI due to its competitive pricing structure and effective network security capabilities, making it a cost-effective choice for our organization..”

Moshiur-Rahman Khan

CEO at IOPoint.com

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“There is a good ROI on the product. The solution was quickly deployed, and we were able to have more protection and better visibility of our traffic on the network. We can get a lot of value out of the solution due to the reports..”

Victor Akidiva

CEO at Semper Systemis Ltd

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“I just work on Fortinet FortiGate, but I have heard in the market that Fortinet FortiGate is better than others in terms of cost and overall solution. My total experience is only with Fortinet FortiGate, so I am very comfortable with this product..”

Verified user

Chief Operating Officer at a government with 51-200 employees

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“ROI is pretty good because it's simply software as a service. You subscribe to a service, and VM is available from FortiGate to download, install, and run. You get all the features. The scalability depends upon the hardware or VM. It could be serving 1000s or 100s users, depending on the configuration..”

Jasmit Singh Juneja

CEO & Technology Specialist at Karman Infotech Private Limited

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“Though I cannot give any numbers, I can say that the product's ROI is good. The tool is able to give good returns considering the amount of money that my company invested in the product for our infrastructure.

I rate the tool's benefits a nine out of ten since the product always helps to maintain security and safety in our company..”

SHUBHAM BHINGARDE

Project Engineer at CDAC

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Use Case

“We work in the archiving domain where a secure environment is very important. We have some special requirements regarding the security of infrastructure..”

Judit Fekete

IT Manager at Zipper

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“The product accesses the perimeter firewall and internet proxy at the same time. It allows the creation of a virtual DMZ network. We can have services on the DMZ..”

Victor Akidiva

CEO at Semper Systemis Ltd

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“We can control application filtering and UTM with Fortinet FortiGate-VM. We rely on it for configuring IP address filters, VPN settings, and point-to-site connections. We haven't encountered any issues with its use cases as a firewall..”

Vhalikhede Vhalikhede

Cybersecurity analyst at Cornerstone OnDemand

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“We employ Fortinet FortiGate-VM solely for testing purposes, similar to how we employ virtual machines in a virtual lab environment to evaluate solutions. When customers inquire about potential solutions, we typically construct and thoroughly test these solutions in our lab environment before providing confirmation. Once we've successfully conducted a proof of concept, we then extend an offer to the customer..”

Verified user

Director Of Research And Development at a comms service provider with 11-50 employees

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“I am a network engineer. I deploy firewalls for customers. I also provide firewall installation and configuration services.

I mostly prefer Fortinet firewalls. The graphical user interface is user-friendly and easy to configure. I recommend it to my clients because it is very easy to deploy.

Performance, scalability, and everything else are top-notch compared to others like Sophos or Cisco. I've used them all, and Fortinet is my go-to..”

Bilal-Khan

Network Engineer at Equine World

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“In a recent scenario, a manufacturing company, was in need of migrating its services, specifically their ERP SAP application, to a cloud-native environment. They chose to migrate their servers to GCP for hosting. Since they required a firewall, they opted for cloud-native firewall solutions. They acquired two firewalls, one for internal usage and another from the GCP marketplace. Both firewall vendors provided yearly subscriptions. Following this, we proceeded with the configuration.

They established a VPN connection via the internal Forti firewall. Simultaneously, an external firewall from Palo Alto was set up. This external firewall, positioned at the perimeter, handled incoming traffic from Internet users. Our configuration focused on enabling ECPs for the Internet-based cloud network. .”

Tenishan Fernando

Solution Architect - Network and Cybersecurity at NCinga

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

“The setup is not that complex. I wouldn't say it's simple, but It's relatively straightforward as long as we follow the guidelines and work with the recommendations..”

Victor Akidiva

CEO at Semper Systemis Ltd

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“The solution's initial setup process was very easy. The solution was deployed on the private cloud. The deployment process can be carried out in two weeks, and only three engineers are required. Maintenance can be carried out efficiently..”

Verified user

Security Engineer at a computer software company with 51-200 employees

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“The solution's initial setup and configuration are straightforward. But if someone is trying to put policies and restrictions in place, then one has to understand many things. It takes one and half hours to configure and requires two executives for maintenance..”

Thabo Molemele

Network Administrator at Furnmart

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“We rely on automation for deployment, making it easy for us. We clone the existing infrastructure for additional customers. Our challenging aspect is coordinating with clients to set up the infrastructure. Understanding the existing infrastructure of business customers, especially their premises and specific requirements, is a crucial step..”

Juraj Elias

Chief Core Network Architect at O2 Netwirks

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“The initial setup is straightforward, earning a rating of ten out of ten for ease of use. Compared to other options, it stands out as exceptionally simple, largely due to the extensive documentation provided by Fortinet. Additionally, numerous YouTube tutorials are available online, making it easy to find solutions without necessarily having to consult the documentation..”

Verified user

Director Of Research And Development at a comms service provider with 11-50 employees

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“FortiGate offers straightforward planning and a user-friendly interface. This simplicity is seen through graphical user interfaces (GUIs), enhanced visibility and effective troubleshooting. I would rate it eight out of ten.

In the industry landscape, approximately seventy per cent of businesses predominantly rely on on-premise solutions. Specifically, our focus is directed towards banking clients, who are aligned with the guidelines of the Central Bank due to their emphasis on security, governance, and compliance protocols. However, the manufacturing sector and telecommunications companies are more inclined towards cloud adoption. This inclination is rooted in factors such as cost efficiency and power savings, internal infrastructure maintenance and resource allocation, including power and human resources.

In Sri Lanka, the banking and finance sector still prefers on-premise solutions. This choice is aligned with their security compliance needs and regulatory considerations.

In our proposals involving FortiGate, it's common practice to include FortiManager and FortiAnalyzer. Over the past two years, many clients have adopted FortiManager for cloud-based management. We've facilitated this by providing cloud subscriptions, allowing them to manage their FortiManager through the cloud. This approach is well-received, and it's worth noting that even in the banking sector, some customers prefer on-premise setups for their FortiManager.

.”

Tenishan Fernando

Solution Architect - Network and Cybersecurity at NCinga

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Customer Service and Support

“We contacted the technical support team regarding a clarification we needed on how to get some services to talk to one another. The team was very handy in that process..”

Victor Akidiva

CEO at Semper Systemis Ltd

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“The customer service and support is good. Within this domain, we have local support in place. They are primarily responsible for initial support. However, if a situation exceeds their capabilities, they escalate it to level two support. This setup is highly satisfactory..”

Tenishan Fernando

Solution Architect - Network and Cybersecurity at NCinga

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“I am not about the online support services offered by Fortinet FortiGate-VM, but our company deals with local support for the solution, which is very good.

I rate the technical support a ten out of ten..”

Aung Min Oo

Director at Optimity company limited

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“At times, you can get a quick answer from the support team, but for some cases or issues, it takes a long time for the technical team to respond.

I rate the technical support a seven out of ten..”

Verified user

Chief Information Security Officer at a consultancy with 1-10 employees

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“I haven't personally tried Fortinet's technical support, but according to my colleague who has used it, the experience was not positive. He mentioned that the support process is not as direct and efficient as Cisco's. In Cisco, when there's an issue, you can call, initiate a case, and the support engineer can join you directly for troubleshooting. However, with Fortinet, it seems the process involves working on the case independently, and the support requests are assigned to different engineers. .”

Morad Abdelrahman

Network Engineer at MDS Arabia

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“The technical support is okay. I rate the technical support an eight out of ten. Sometimes we need to find information quickly, and it can take time to open a ticket and go through the procedures of providing logs. But the support team is good. However, if we compare it to open-source solutions, developers can find information quickly over platforms like Slack. Network or site engineers need to open a ticket, and some of these tickets are not open-source. If we compare it to development engineers who can find answers quickly by searching on Google, there is a difference in the speed of finding solutions..”

Verified user

Security Engineer at a computer software company with 51-200 employees


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Other Advice

“Fortinet FortiGate-VM is purpose-built as a next-generation firewall, excelling in its performance of this specific function. Its designated place in the network aligns perfectly with its capabilities, making it an ideal device for its intended purpose. Overall, I would rate it ten out of ten..”

Verified user

Director Of Research And Development at a comms service provider with 11-50 employees

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“FortiGate improved security within our virtualized environment by providing robust first-line defense capabilities and optimized cost-effectiveness.

It provides an ease of management and configuration as well. I rate it a nine out of ten..”

Mostafa Edres

Network Engineer at Click ITS

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“It would be beneficial for Forti to expand its cybersecurity solutions even further. While solutions like FortiSolor exist, there's room to enhance feature sets in line with the increasing requirements of compliance and private security needs. These can effectively address client-side security needs. Comparing Forti's offerings to competitors, certain strengths stand out. There are notable visibility and flexible configuration options. The client-side experience benefits from robust management capabilities accessible through this solution and the troubleshooting becomes seamless because of good visibility and an effective controller. I would rate it an eight out of ten..”

Tenishan Fernando

Solution Architect - Network and Cybersecurity at NCinga

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“I would recommend the hardware firewall unless you have specific constraints. If you're installing on a server or desktop, and something happens like a cache issue, you won't have the same backup options as a physical appliance.

With hardware, you can claim a warranty, get a new unit, and easily restore from your existing backup. That wouldn't be as straightforward with a VM.

Over a hundred customers have deployed the physical Fortinet firewall based on my recommendations.

Overall, I would rate the solution a seven out of ten. .”

Bilal-Khan

Network Engineer at Equine World

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“There's not much maintenance required. One to two people is required. Patches and upgrades are required and happen automatically if you've configured it that way. It is easy to deploy over the cloud. There are ready appliances to run in a public cloud like Amazon, Microsoft, or Google Cloud.

I recommend the solution. It is fantastic, easy to deploy, and very scalable. It saves a lot of time. Some particular hardware is not available in stock. FortiGate-VM is a good alternative. You could download, configure, and apply it. You could buy it online or from a Fortinet partner. It's quick and easy to set up.

Overall, I rate the solution a ten out of ten..”

Jasmit Singh Juneja

CEO & Technology Specialist at Karman Infotech Private Limited

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“Fortinet FortiGate-VM is easy to test due to the available videos and [QuickBooks](#) with a lot of information. The solution is presented simply and is more robust in security compared to Palo Alto, which is complicated. For our team, Fortinet FortiGate-VM is the best choice as information is easily available on the internet, and it is open source. Unlike other solutions, we can find everything on how to deploy, manage, and support it. Moreover, we were provided Fortinet FortiGate-VM for free, which helped us develop our skills quickly.

It is a stable and good solution. Those planning to use the solution should go through Fortinet FortiGate-VM's guide and prepare for the integration while having a good design and good view. Also, it is important to plan deployment steps since step-by-step deployment of the solution is needed to avoid any problems. I rate the overall solution a ten out of ten..”

Verified user

Security Engineer at a computer software company with 51-200 employees

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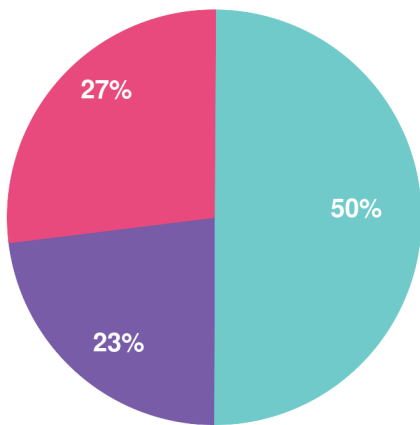
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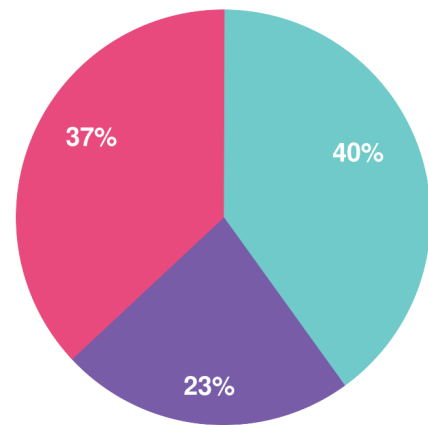
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