How To Guide

The Cyber Threat Assessment Program

The Cyber Threat Assessment Program (CTAP)

What is CTAP?

The Fortinet Cyber Threat Assessment Program (CTAP) is a framework designed to assist you with offering your prospects a quick, easy and free insight into their security posture. It helps you build credibility, establish yourself as a trusted advisor and create a strong business case to choose Fortinet solutions to mitigate threats.

CTAP takes advantage of FortiGuard services, independent 3rd party testing (Virus Bulletin, AV Comparatives, and NSS Labs) and validation of superior security intelligence and protection effectiveness.

Why CTAP? What's in it for me?

- Demonstrate security expertise and establish yourself as a trusted advisor
- Accelerate prospect's decision to buy when threats are uncovered
- Gain a foothold into accounts (bridges the "demonstrate value" to "purchase" gap)
- Quickly prove FortiOS/FortiGuard value specific to customer environment
- Establish Fortinet Security Fabric as something tangible, not just a vision
- Overcome common objections related to PoC difficulties (time, cost, manpower, etc.)
- Standardize your sales processes and manage the end-to-end sales cycle

What are the Benefits to my customer?

Your customer's network is a complex set of interactions between applications, users and content at risk from sophisticated threats such as APTs, botnets and advanced malware. To manage the complexities and block the threats requires greater visibility and performance than traditional network firewalls can provide.

The Cyber Threat Assessment Program offers a FortiGate network security platform deployed as internal segmentation firewall (ISFW) or next generation firewall (NGFW) to provide your customer with an unprecedented insight into security and threat prevention, user productivity and network utilization without compromising performance or adding latency.

Most importantly, the Cyber Threat Assessment Report will translate this information into recommended actions your customer can take to mitigate security and threat concerns, improve user productivity and optimize network utilization with FortiGate's granular control over applications, users and content.

What happens during a CTAP?

- Duration to run a CTAP typically takes 3-7 business days.
- Assessment report available within 2 days after receiving log files.
- Report output is in PDF format.
- Report can be branded with Partner Logo.

We advise that the CTAP report is presented back to your prospect to maximise the use of time spent running it, this also gives you another chance to get in front of them and present real value by giving them real time insight into their network activity.

Report Differentiators

Here are some of the key differentiators when it comes to our assessments versus other security vendors:

- **Performance section**
  We have an entire report section dedicated to network utilization/performance. Obviously, that's great for us since 1. performance plays to our strengths and 2. it will force prospects getting assessments from competitors to ask about missing sections.

- **At risk hosts chart**
  We can utilize client reputation to determine the trustworthiness of individual hosts. Competitive programs do not provide similar insight.

- **FortiGuard**
  We inherit all of the content security advantages of FortiGuard. This includes our 3,300+ application sensors (less than 2,000 for most competitors), 8,100+ IPS signatures, etc.

- **Deployment flexibility**
  We allow streaming logs directly to a remote logging server OR uploading them to the portal. In addition, we support two deployment modes: sniffer and inline.

- **Use of FortiAnalyzer**
  We use a FortiAnalyzer on the backend (eat our own dog food, so to speak). Most competitors use a separate tool entirely (and this is a great way to upsell a FortiAnalyzer unit!).

- **Sandboxing included**
  There is no need to run firewall and sandbox reports separately. CTAPs can include sandboxing by choosing a checkbox, which demonstrates our Security Fabric in action.

How do I arrange a CTAP?

CTAP can be arranged through your Exclusive Networks account manager, we would identify the size of the required unit based on the network throughput. We have a number of units available from our loan pool, so please give us a call to discuss your requirements and we'll let you know which unit would be most appropriate.

A loan agreement would then be signed by the Partner, the End user & the Exclusive Networks Fortinet Team, delivery dates will then be set.

Installation

It is recommended that the first two CTAP installation are carried out in conjunction with a Qualified Exclusive Networks Engineer, the first installation would see the CTAP installed and set up by the Exclusive Networks Engineer with the Partner Engineer shadowing, the second installation would see the partner engineer installing the CTAP with the Exclusive Networks Engineer overseeing the installation, following the successful deployments the partner engineer is then free to undertake installation of CTAP evaluations.

The Exclusive Networks engineering time is not chargeable however there is a set of prerequisites that must be adhered to before the Engineer attends site:

- Span port configured to capture traffic to be sent to the FortiGate
- Management IP address, mask, gateway for the FortiGate with internet access

This will ensure smooth installation of the CTAP unit on customer site.

CTAP Report Generation

The CTAP report is received 2-3 days after the log data is received by Fortinet, the PDF Report is then emailed to the Partner to present back to the prospect.

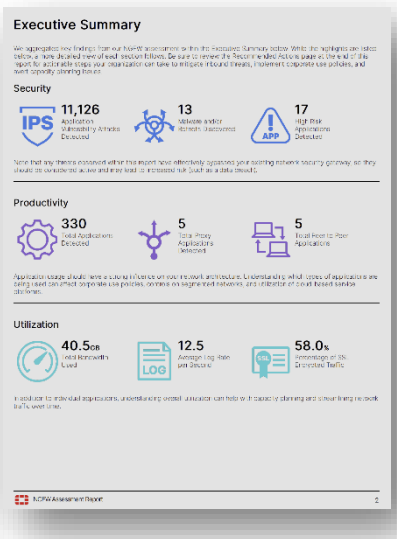
What happens to the CTAP unit when the CTAP is complete?

The unit is packaged up (in the original box) and returned to Exclusive Networks:

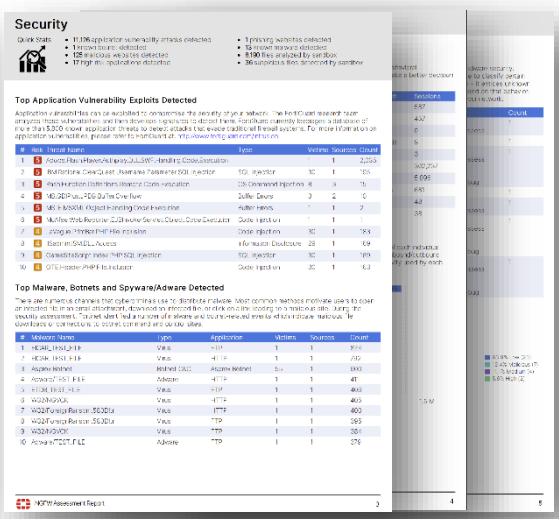
Exclusive Networks
Alresford House
Mill Lane
Alton
Hampshire
GU34 2QJ

Example CTAP Reports

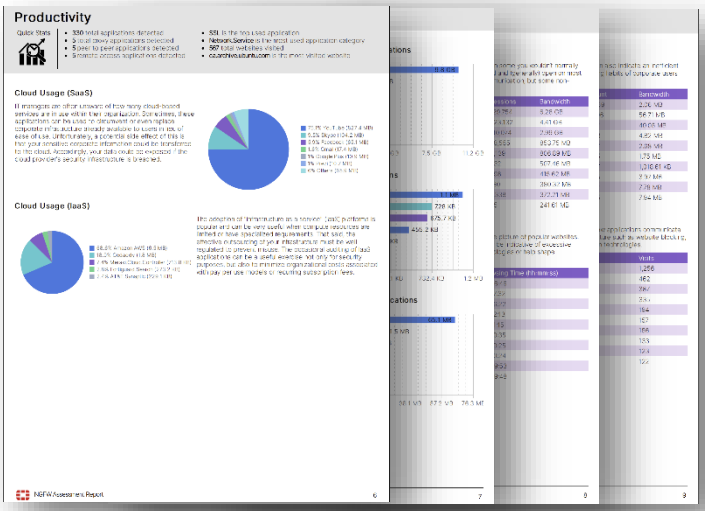
Cover Page



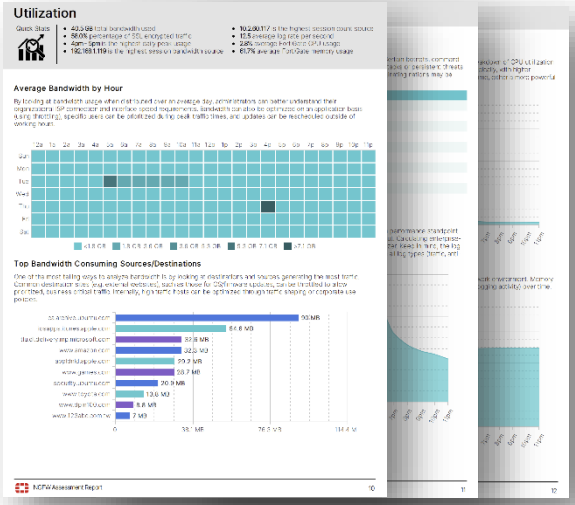
Executive Summary



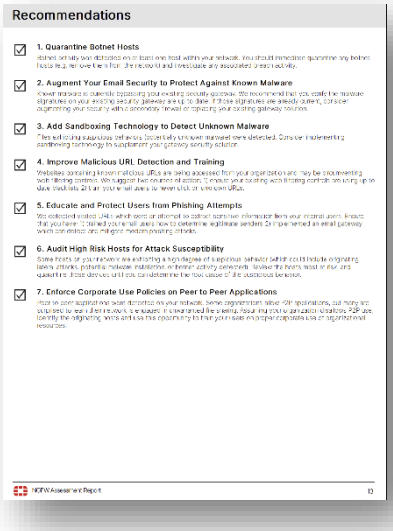
Security: Applications / Devices / Threats



Productivity: Cloud Usage / Applications / Websites



Utilization: Bandwidth / Log Width / Usage



Recommendations

You can download CTAP sample reports from the Fortinet Partner Portal

https://partnerportal.fortinet.com/prm/English/c/CTAP-Methodology