3 Reasons Why MSSPs Should Leverage FortiSASE

Executive Summary

Selecting the right vendor to partner with can mean the difference between operational success or struggling to just keep all your organization's essential elements working together. Fortinet continues to drive market evolution with our FortiSASE solution that delivers security effectiveness, cost savings, and superior performance without sacrificing quality.

Fortinet enables our managed security service provider (MSSP) partners to create new revenue streams and deliver a differentiated managed service that offers multitenancy, centralized management, detailed analytics, comprehensive automation, and orchestration support.

MSSPs should seriously consider these three essential reasons when developing a SASE-managed service:

REASON #1: Multitenant Visibility and Management

The FortiSASE MSSP portal offers centralized management and configuration capabilities, allowing MSSPs to efficiently roll out and manage multitenant SASE deployments across their client base. The portal's Organizations feature consolidates multiple accounts into a hierarchy of distinct organizational units.
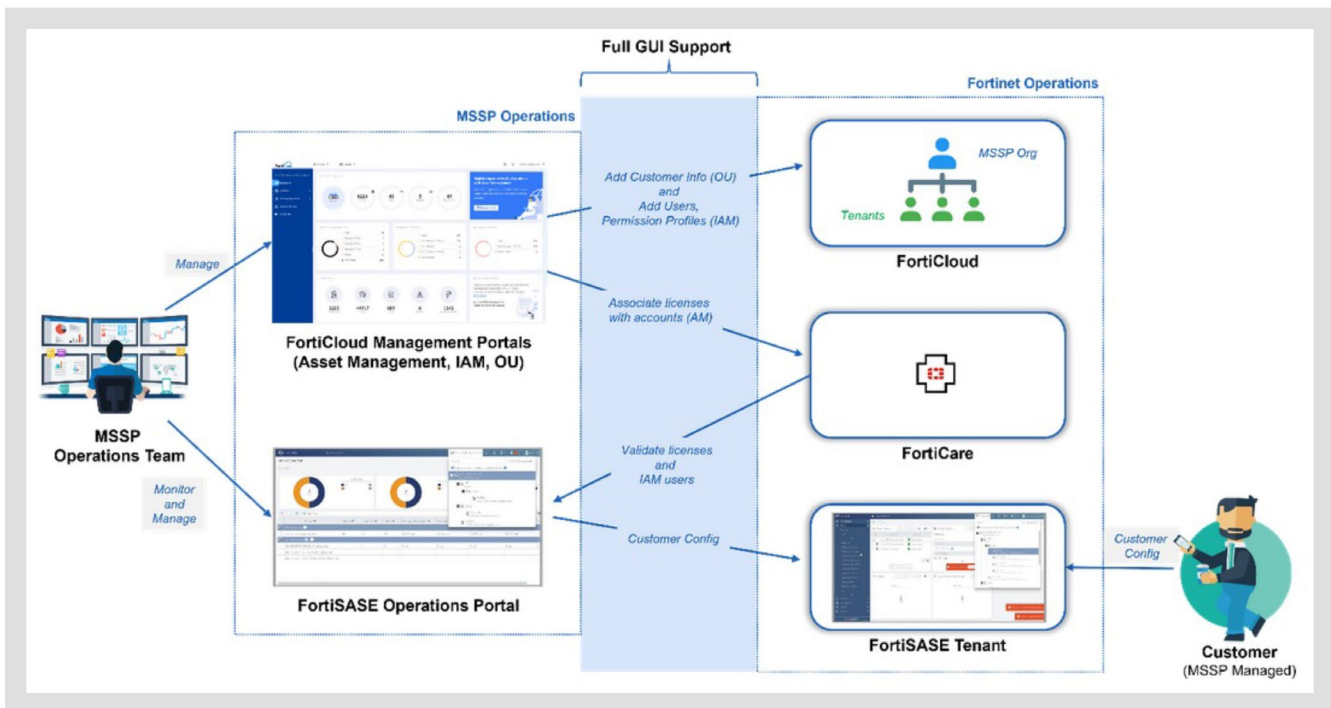

Figure 1: End-to-end process

From this single pane of glass, MSSPs can configure security policies, network settings, and user access, ensuring consistent and unified security across multiple end-customer environments. The portal enables administrators to monitor all tenant data, including users, license expiration dates, and the distribution of security points of presence used per instance.

REASON #2: Dynamic Licensing

A new consumption model, FortiFlex MSSP brings on-demand usage and pay-for-usage charging through bring-your-own-license licensing for virtual security appliances, security services, and cloud-based management services. This enables partners to avoid procurement delays, eliminate legacy license management constraints, and benefit from a predictable operating expense model.

FortiFlex MSSP is a postpaid subscription service that requires monthly payment for usage in consumption credits. It is only available to our MSSP partners and can be used to configure and manage a variety of Fortinet security services, from virtual machines to hardware devices. In the case of underconsumption, there is a true-up to meet the minimum annual consumption amount if usage is lower.

FortiFlex is also offered as a pre-paid service, where MSSPs simply purchase packages of FortiFlex points that can then be used to deploy any solution size, in any quantity, and with any services. Because FortiFlex is a points-based program, they can eliminate excessive procurement cycles and lead time because they can use points based on consumption rather than go through a procurement process whenever additional solutions and services are needed.

Figure 2: FortiFlex dynamic licensing

REASON #3: Documented API Framework

The FortiSASE API allows administrators to perform technical operations on a specific FortiSASE instance. It supports both monitoring and resources REST APIs for data retrieval and modifying system and network configurations. Each REST API request requires an API token to be authenticated.
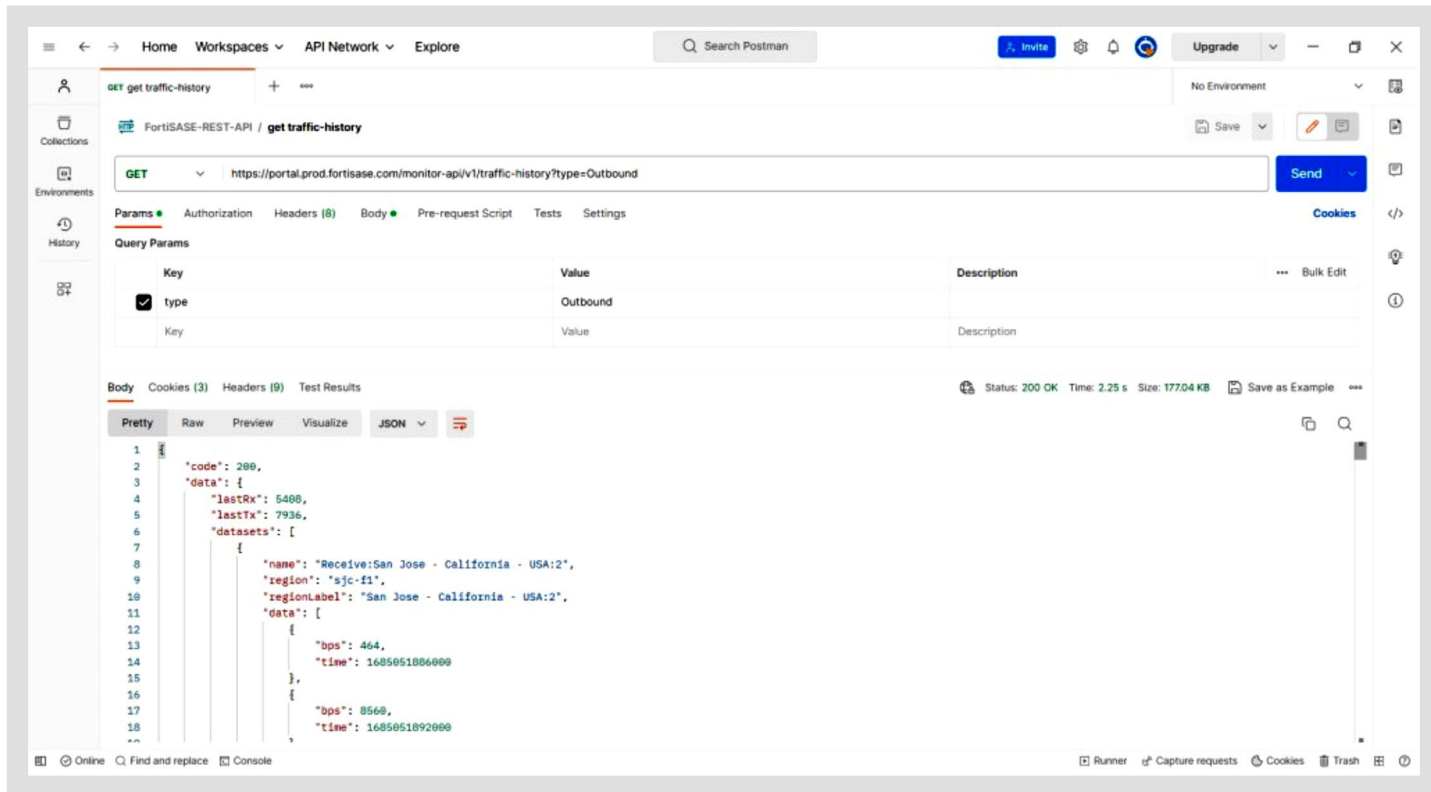

Figure 3: FortiSASE API

Conclusion

Fortinet FortiSASE presents a compelling solution to MSSPs seeking to enhance their service offerings. With centralized multitenant management, dynamic licensing options, and a robust API framework, MSSPs can streamline operations, optimize resource allocation, and deliver superior security services to their clients.

By leveraging FortiSASE, MSSPs can improve operational efficiency and unlock new revenue streams while ensuring comprehensive security across diverse client environments. Whenever MSSPs embrace FortiSASE, they are making a strategic move toward achieving operational excellence for hybrid workforce security.

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