

Fortinet + Xiologix Tackle the Biggest Threats in IT Security

Xiologix is an Expert Level Fortinet Partner and leading provider of innovative information technology (IT) solutions that serves corporate, private, and public-sector customers throughout the United States. Xiologix has been a leader in cybersecurity solutions for more than 20-years.

- ✓ World Class Cybersecurity
- ✓ Comprehensive Service
- ✓ Security Regulation Compliance
- ✓ Controlled Security Expense
- ✓ Dedicated SLED Team
- ✓ Local Trusted Resources

Experts in cutting edge fabric solutions and ecosystem integrations with advanced understanding of SLED procurement processes and a verified vendor on Several SLED Procurement Contracts.

NASPO | NCPA | OETC | GSA

Hackers Have Gone Phishing - Now What?

SecurityBreaches | Ransomware | DataLoss | Downtime

These are words that can capture the attention of any IT professional.

Securing a network in the rapidly evolving "work-from-anywhere" workforce isn't easy, that is why more organizations are searching for the right security solutions and the right IT providers to either assist their teams, or to handle the job entirely.

But how you do know what to look for and who to turn to?

First, look for experience. Greg Still, the Managing Partner at Xiologix, says, *"The complexity of security is just massive. Finding competent people that have security talent is very difficult. Most organizations struggle to find any resources, let alone people that can do the job right."*

He adds, *"We get a lot of opportunities because people try to do a lot of things themselves, but they get stuck, or it becomes overwhelming. Our 20+ years of experience and the amount of time we've been in this space working with the Fortinet product, allows us to go in and help companies figure out where they're at and help them be successful."*

There's something else organizations should consider when seeking the right IT partner - Their level of certification.

According to Dawn Woodward, the Regional Channel Marketing Manager at Fortinet, *"It's highly advisable that companies selecting business partners consider the reseller's level of solution certifications earned. Fortinet can recommend Xiologix with*

confidence due to the expert level partnership and specialty certifications they have achieved."

Xiologix

Headquartered in Tualatin, Oregon
with offices located throughout the
Pacific Northwest

Fortinet Partner Level

- Expert
- Additional SD-WAN Specialization

ENGAGE
FORTINET. EXPERT PARTNER



Fortinet Security Fabric

- Spans the extended digital attack surface and cycle
- Detects threats and enforces security everywhere
- Closes security gaps and reduces complexity
- Self-healing security and networking
- Protects devices, data, and applications
- Faster time to prevention & efficient operations



The Xilogix + Fortinet Partnership The Ideal Fit For School Districts and Government Agencies

Fortinet network security solutions are the most deployed, most patented, and among the most validated in the industry. Its Security Fabric platform that enables visibility, integration, and interoperability between critical security elements, granular control, and automation.

"We've been really successful in the small, mid-size, enterprise, state and local government, as well as with schools and Educational Service Districts," says Still.

Two industries that have been among the biggest beneficiaries of the Fortinet platform and strategic partnership with Xilogix, are education and government agencies.

Bleeding Edge Technology Staying Ahead of the Curve

Both Fortinet and Xilogix have enjoyed decades of success in helping organizations keep their networks secure. But they're always focused on making a great product and process even better.

Melissa Noriel, a Strategic Account Manager at Xilogix says, *"We do more than just sell gear. We help manage renewals and help our customers save money by co-terming renewals. We're there looking out for our customers when it's time for end-of-life refreshes and renewals, so they don't have to worry about it."*

Dawn Woodward at Fortinet, agrees, *"One of the many things Xilogix brings to the table is that they truly stay with their customers throughout the entire lifecycle. Anyone can go online and buy a firewall. But if you get your solutions through Xilogix, you're getting so much more than just a firewall."*

To that point, *"We try to make it easy for our customers,"* adds Cathy Wurgler, a Senior Account Manager at Xilogix. She says, *"If they have an issue, they can pick up the phone and call our team. We don't nickel and dime them. We don't have to always open a support ticket to get things done."*

The Fortinet/Xilogix partnership is focused squarely on keeping their customers' networks secure, no matter how creative cybercriminals get. The joint focus on the customer satisfaction and experience is a powerful differentiator and one that makes the Fortinet and Xilogix partnership special.

Still says, *"Our engineers are required to take continuing education and proctored exams for certifications that demonstrate their advanced abilities with given technologies. When people think about Fortinet, they see it as a product that has a lot of integrity to it, that's implemented properly, and that is successful. It's easy for me to recommend them to our customers."*

"Fortinet was the first security product we chose as a platform to build our practice on. I have yet to find an opportunity from a security perspective that Fortinet wasn't a great fit for."

Greg Still
Managing Partner, Xilogix

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"With a passion for innovation and a commitment to exceptional service, Xilogix stands out as a trusted partner. With both their level of certification and demonstrated expertise, they help navigate the complex digital landscape, providing tailored solutions that propel organizations forward. Fortinet is proud to trust Xilogix as one of our Expert partners."

Stephen Baker
Regional Sales Director, Fortinet

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