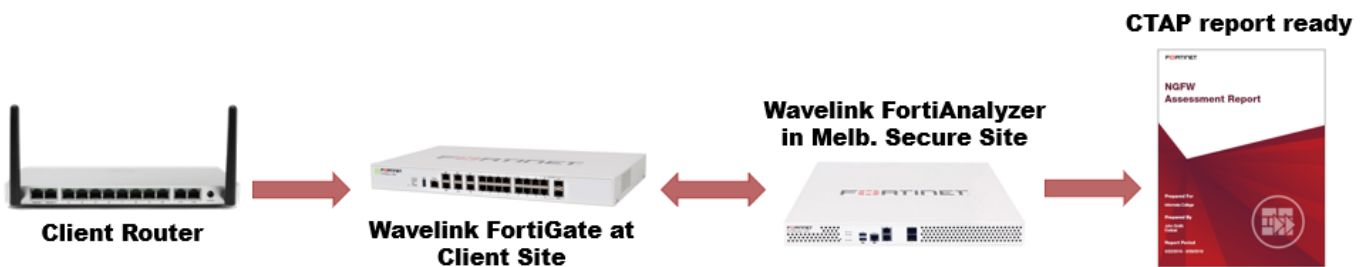


THANK YOU FOR ATTENDING THE WAVELINK CTAP SEMINAR

CYBER THREAT ASSESSMENT PROGRAM STEPS

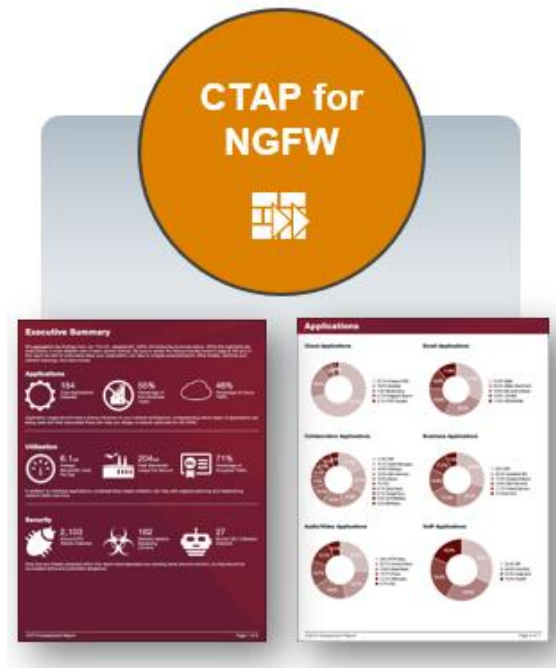
- i. Position an independent assessment with a takeaway report of a prospect's network
- ii. Charge for the assessment (~AU\$495) or waive the fee if product/services are purchased
- iii. Begin intelligence gathering with CTAP questionnaire (Link [here](#); or ask Wavelink)
- iv. CTAP FortiGate shipped to client site for final programming of port mirroring
- v. CTAP FortiGate collects logs for 3-5 days and a pre-booked courier will pick up the device after it has been packed up
- vi. Report is generated and Wavelink discuss report with the reseller to help identify security risks
- vii. Reseller reviews report with decision makers and helps them to interpret impactful findings



MORE INFO: <https://ctap.fortinet.com> – Click ? Help for training videos

CTAP FOR NEXT-GENERATION FIREWALL (NGFW)

- **Sales Goal:** Displace current vendor ASAP
 - i. Accelerate purchase decision/create budget by producing actual statistical data
 - ii. Highlight ineffectiveness of incumbent vendor or the need to add more defence
 - iii. Demonstrate that security investment has worked but don't become complacent
- **Key Stats:** Report will identify
 - i. Apps that need patching
 - ii. Malware/botnet on the network
 - iii. Apps that are risk (eg *Bit Torrent*)
 - iv. Proxy apps (eg *Nord VPN*)
 - v. Website popularity (eg *YouTube*)
- **Outcome:** Understand security threats, cloud/application/web usage, and impacts on network performance



CTAP FOR EMAIL

- **Sales Goal:** Cross-sell key Fabric solution
 - i. Demonstrate importance of augmenting cloud-based email security
 - ii. Highlight simplicity of FortiMail (with no professional training required)
 - iii. Gain foothold into the application security group within account
- **Key Stats:** Report will identify
 - i. Emails with suspicious attachments
 - ii. Emails with suspicious URLs
 - iii. Emails with identity impersonation
 - iv. Emails with adult content
 - v. Emails that are Spam
 - vi. Emails that are newsletters
 - vii. Statistics on email usage including time of day and email size
- **Outcome:** Assess risk of ransomware, phishing, email fraud and other threats



MORE INFO: <https://partnerportal.fortinet.com> – Click **CTAP** and **ASSETS**

CTAP FOR SOFTWARE-DEFINED WAN (SD-WAN)

- **Sales Goal:** Displace incumbent/aged routers and reduce MPLS costs
Target Networking team and showcase better user experience
Highlight simplicity of integrated SD-WAN and security in FortiGate
Prove tangible operational savings by moving away from costly MPLS
- **Key Stats:** Report will identify
 - i. Apps that use direct internet access
 - ii. Percentage of traffic that is VoIP/Audio/Video
 - iii. Total bandwidth used
 - iv. Internal vs External traffic statistics
 - v. Average bandwidth by hour
 - vi. Percentage traffic classed as *Non-Business*
- **Outcome:** Evaluate business application behaviour, WAN/MPLS cost reduction, and security readiness for direct internet access

