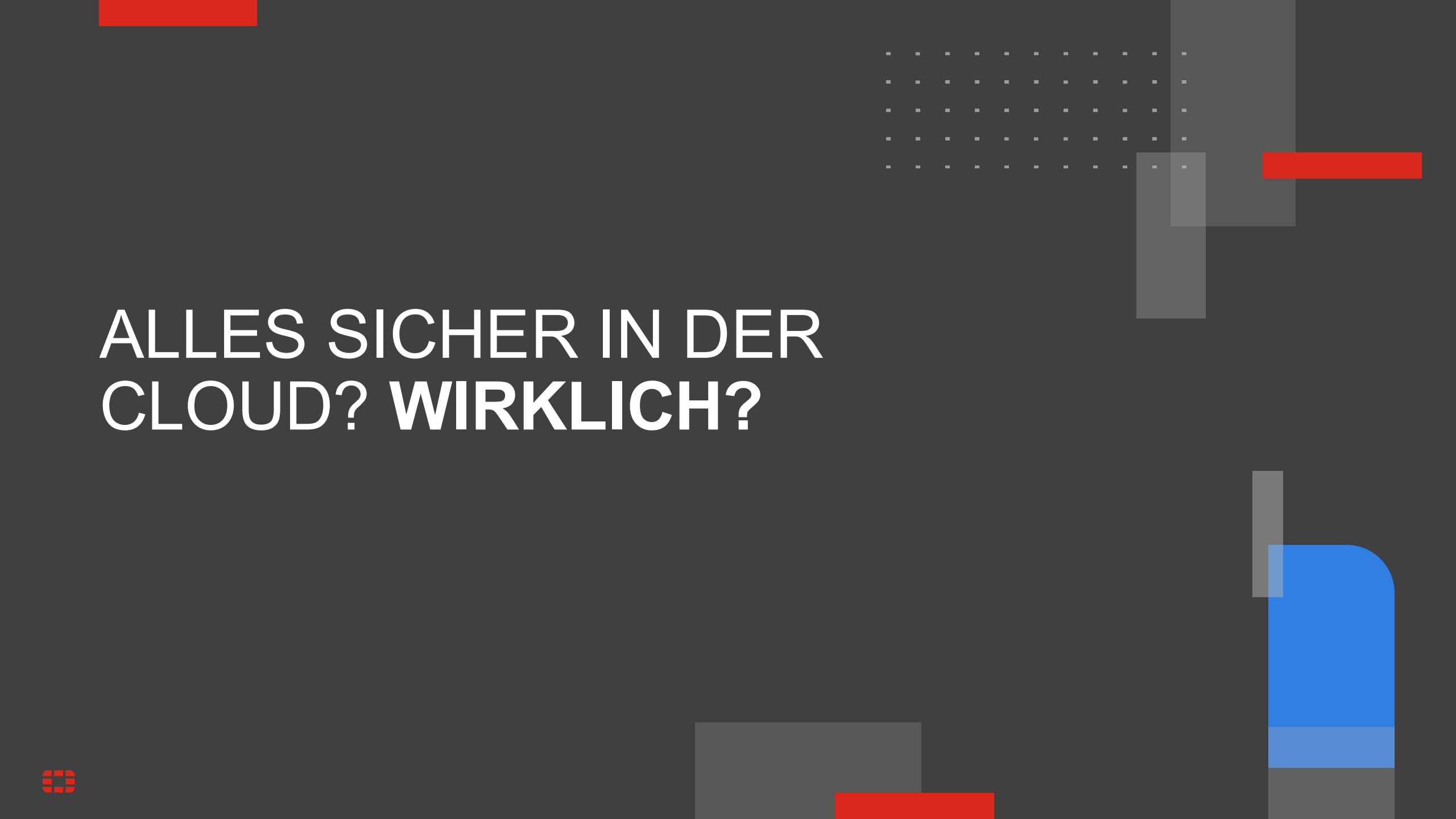




Eduard Decker – Senior Manager, Sales Engineering Cloud Security

André Thelen - Director, Sales Specialist – FortiCNAPP | DACH & Nordics



ALLES SICHER IN DER
CLOUD? **WIRKLICH?**



Three Common Blind Spots in Cloud Security



Over-reliance on CSP tools

Fragmented visibility
creates false security sense.
Native tools lack cross-cloud
correlation.

Identity entitlement gaps

Excessive permissions
equal latent breach risk.
Silent privilege escalation
goes undetected.

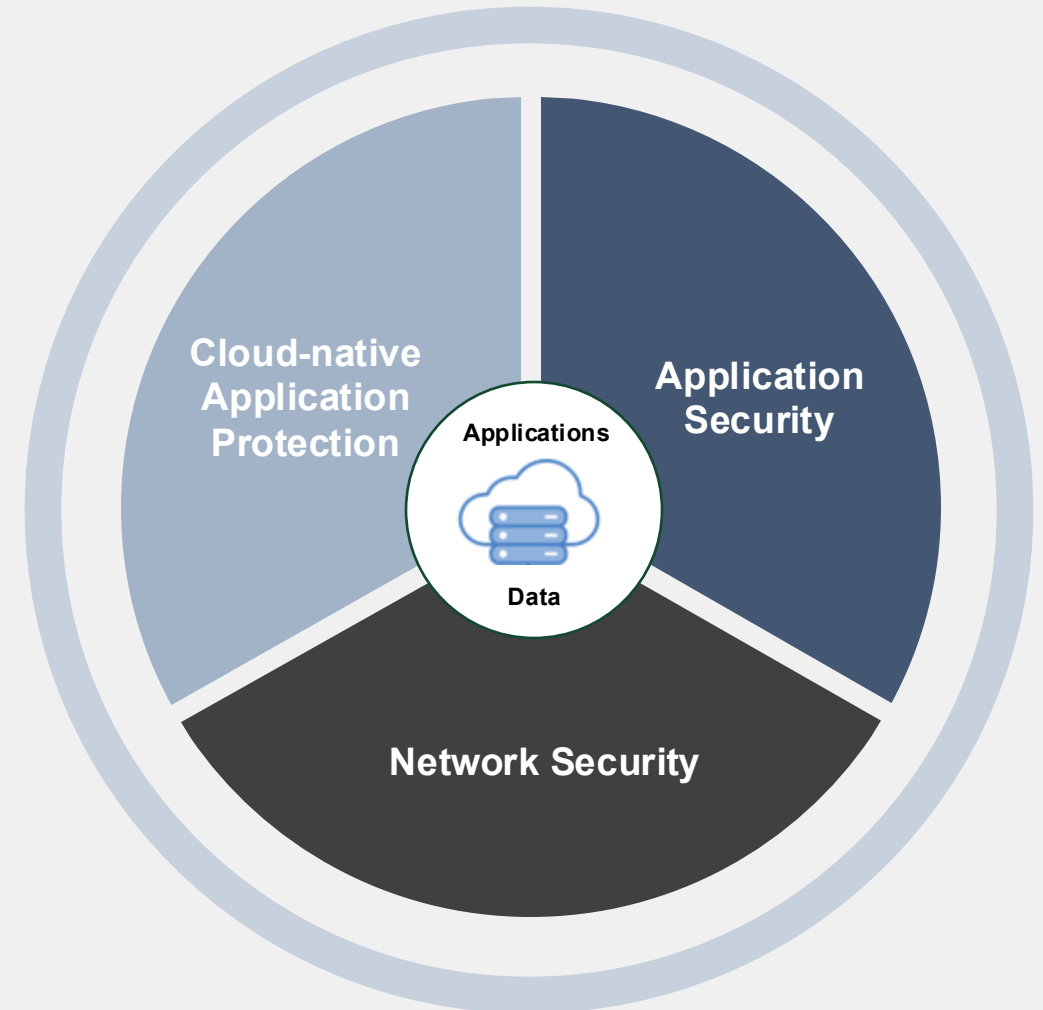
Reactive security posture

Teams overwhelmed
responding to noise.
Alert fatigue prevents
real threat focus.



We believe that protecting cloud applications and data requires a holistic approach

- **Unified Platform** – One platform for all cloud security & CI/CD needs – replacing multiple point solutions.
- **Integrated** – End-to-end visibility & protection from code to runtime across hybrid & multi-cloud.
- **Consistent Security** – AI-driven security with deep context & transparency across every cloud.



Why anything - Challenges Across Roles?

CISOs / Security Leaders



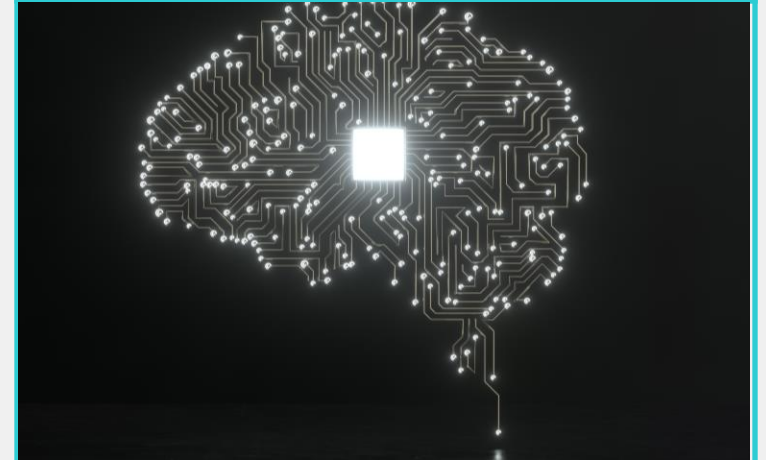
- **Expanding attack surface:** multi-cloud, APIs, remote work
- **Compliance pressure** (GDPR, NIS2, DORA, ISO, PCI, HIPAA)
- **Business risk:** downtime, fines, reputational loss

Cloud Architects / Engineers



- **Misconfigurations** = #1 cause of breaches
- **No unified visibility** across fragmented tools
- **Complexity** securing hybrid & multi-cloud deployments

Developers / DevOps



- **Security** often **slows** release cycles
- **Alert fatigue & lack of context**
- **Compliance** checks manual & too late in pipelines

Why anything - Challenges Across Roles?



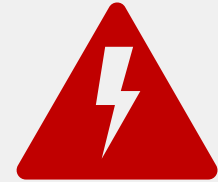
Cloud expands attack surface: multi-cloud, APIs, remote work



Misconfigurations & overprivileged access
= top breach causes



Too many tools, not enough visibility → alert fatigue



Compliance pressure
(GDPR, NIS2, DORA, ISO etc.) adds urgency

Why Fortinet? – Unified Cloud Security

Code-to-Cloud Platform

- **FortiCNAPP**: unified CSPM, CWPP, CIEM, IaC security → agentless, multi-cloud
- **FortiAppSec**: runtime protection for apps & APIs, incl. unknown vulnerabilities
- **Virtual FortiGate**: consistent network security across private, public & telco clouds

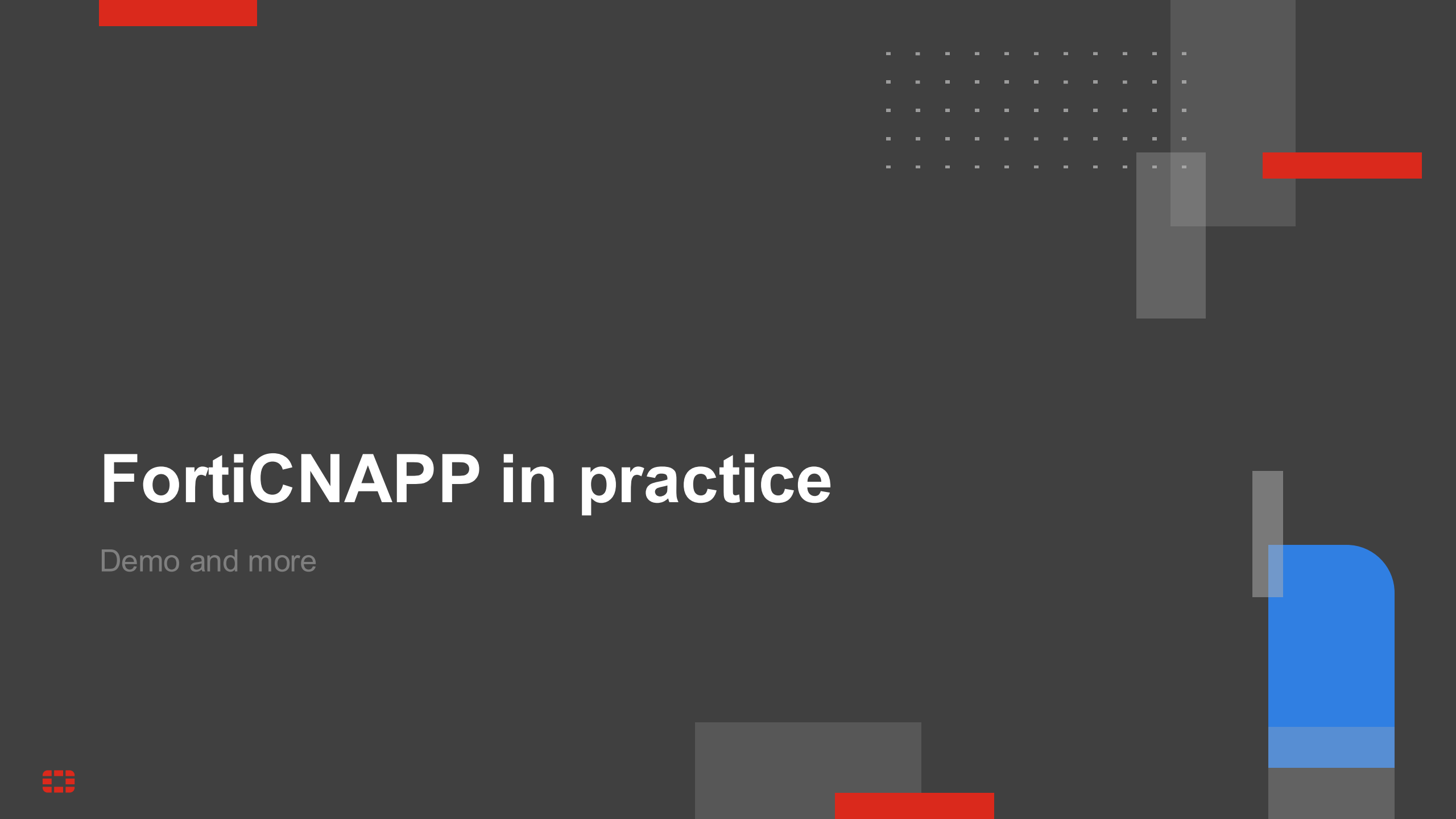
AI/ML-Driven

- **Intelligent risk and threat prioritization** → reduce false positives & noise
- **Automated** compliance checks across >25 frameworks

Integrated & Proven

- Natively integrates with **AWS, Azure, GCP & DevOps pipelines**
- Part of **Fortinet Security Fabric** → one platform, fewer tools, deeper context
- Trusted by **regulated industries** (AOK Systems, Materna, KGAL etc.)





FortiCNAPP in practice

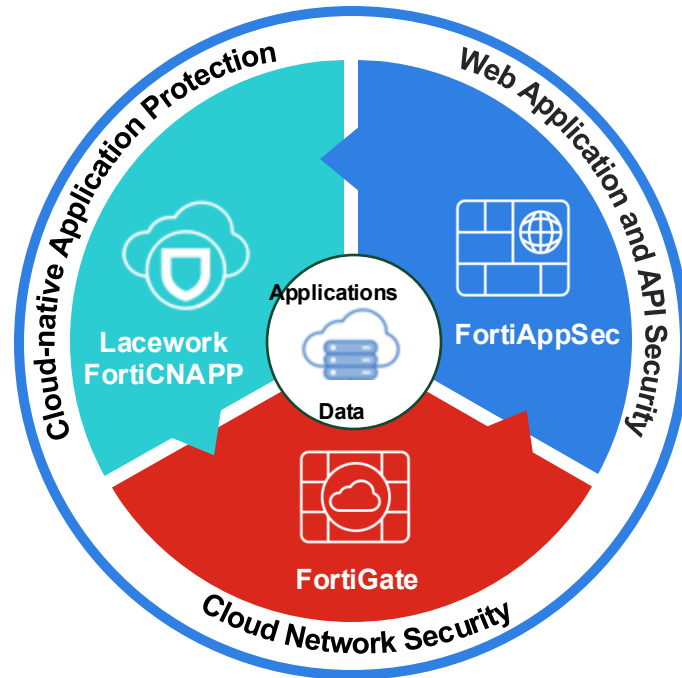
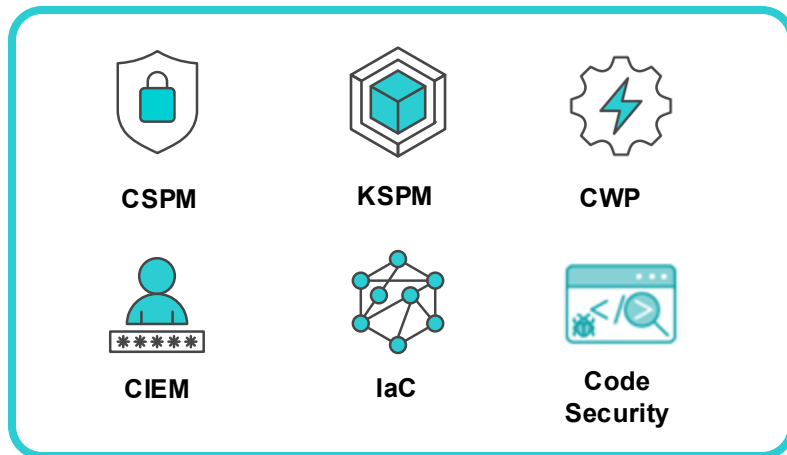
Demo and more



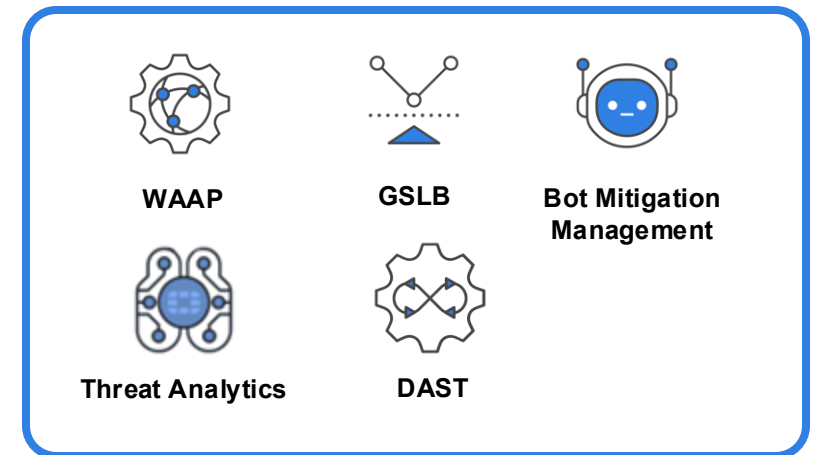
Your journey to – Comprehensive, integrated code-to-cloud security

Comprehensive 360-degree cloud protection with a defense-in-depth approach against all threat and risk factors.

Faster protection from code to cloud – with unique contextual understanding and complete visibility through a unified platform.



Integrated AI/ML-powered platform to protect business-critical web applications and APIs against attacks on known and unknown vulnerabilities.



Ensure **network visibility and consistent security** policies across private, public, and telco clouds.



Why Now - The Urgency to Act?

RISING THREATS

- **Breaches linked** to cloud misconfigs, overprivileged access & API attacks
- **Average detection** time still **>200 days**

CLOUD ACCELERATION

- **Digital transformation & “cloud-first”** strategies **outpace legacy security**
- **DevOps & SecOps** need security that **enables speed, not blocks it**

REGULATORY PRESSURE

- **NIS2, DORA, GDPR & industry frameworks** demand audit readiness
- **Non-compliance** = fines, lost contracts, delayed go-lives

BUSINESS IMPACT

- **Early movers** gain resilience, reduce incident costs & accelerate secure innovation
- **Security** becomes an **enabler** – not a bottleneck – for growth



Why now? Lacework FortiCNAPP: Are You Ready for What's Next?

Confidence today

98% Reduction in alert volumes

Minutes not hours

5mins Reduced investigation time from 10 hours to as little as five mins

Evolution strategy

100% Coverage across major cloud environments

Resilient design

3X ROI by reducing point products

Cloud security transcends alert chasing. Build resilient, proactive, continuous posture with Lacework FortiCNAPP.

OVERALL **LEADER**
INNOVATION **LEADER**
MARKET **LEADER**

kuppingercole
ANALYSTS
Leadership Compass



Lacework FortiCNAPP
BEST CLOUD WORKLOAD PROTECTION SOLUTION



Suggested Next Steps



Customized Demo aligned to **customers needs and architecture**



Workshop to define **key requirements** and **success criteria for POV**



Engagement via **PoV**

