

**DATE**

March 06, 2013

**SECTORS**

Technology & Software

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Joel Strauch**  
Managing Director



**Frank Cordek**  
Managing Director

# DC Advisory advised Coyote Point Systems on its sale to Fortinet



SUNNYVALE, Calif., – Fortinet (NASDAQ: FTNT) – a world leader in high-performance network security today announced that it intends to acquire Coyote Point, a privately-held leading provider of enterprise-class application delivery, load balancing and acceleration solutions.

No immediate changes will be made to Coyote Point product offerings, customer support and channel programs or any existing ADC products that Fortinet markets. Future products and solution offerings will be announced upon their availability.

Coyote Point was founded in 1999 and markets the Equalizer ADC product line. Terms of the acquisition are not being disclosed; they are not expected to be material to Fortinet's Q1 financial results.

This acquisition complements Fortinet's Network Security strategy and allows the company and our channel partners to accelerate and further deliver on our vision of providing complete and comprehensive security into the enterprise. Furthermore, we expect this acquisition will generate synergy among existing Fortinet products, including our FortiGate, FortiBalancer, FortiDDoS and FortiWeb platforms.

Ken Xie  
Founder, President and Chief Executive Officer of Fortinet

While Coyote Point has built a top class ADC product portfolio and loyal customer base, there has always been a trade off around resources. We look forward to being a member of the Fortinet family and the

opportunity to make strategic technology investments in our ADC platform.

Bill Kish  
CEO and founder of Coyote Point

As more enterprises turn to the cloud, data centers are going to require higher performance solutions coupled with strong security. In this environment, security and application delivery must work hand-in-hand, to ensure quality of service while still preventing attacks. This acquisition places Fortinet in a unique position to deliver on both aspects in one solution.

John Grady  
Research Manager at IDC