



Fortinet Confidential; By Facsimile and Email

February 19, 2010

U.S. Senator Richard J. Durbin  
United States Senate  
Washington D.C. 20510  
Facsimile: c/o Heloisa Helena Griggs at 202-228-0781  
Email: c/o Lauren Myerscough-Mueller at [Lauren\\_Myerscough-Mueller@Judiciary-dem.senate.gov](mailto:Lauren_Myerscough-Mueller@Judiciary-dem.senate.gov)

Dear Senator Durbin:

Thank you for your letter dated January 29, 2010. In terms of a description of our business, Fortinet sells network security appliances principally designed to help protect the privacy and data of individuals and businesses from computer hackers and other threats. We are a relatively small and young company – we remain less than 1/100<sup>th</sup> the size of Cisco, for example, and we have been selling product only for the past 8 years. Our overall revenues were approximately \$250 million in 2009, and, during 2009, our sales to China were approximately 3% of our overall sales. Our sales to the Chinese government were only a fraction of this already small amount, and our channel partners are required to abide by U.S. export laws for all sales. Our products are used to provide a broad array of network security. Some fraction of our products sold are used for web-content filtering. For web-content filtering, we provide customers certain categories designed to allow customers to filter out categories such as violence, child abuse and pornography, and other categories where there is a legitimate public interest in filtering the content.

Despite the fact we are a relatively small and young company, through our trade compliance team and processes, in accordance with the U.S Export Administration Regulations, we spend considerable effort and money to screen, export license or prohibit sales into certain countries, which are also often countries that may have poor human rights records. We are very proud of the processes we have established in this regards, and we intend to continue to ensure we have proper resources and processes and to continue to evolve and improve these functions. In addition to meeting legal requirements, as a matter of company policy, we have prohibited sales into certain countries with poor human rights records even when such sales are in fact permissible under U.S. laws.

In line with continuing to consider ways to improve, we have attended GNI events and talked with GNI representatives to learn about the organization's objectives and to further assess the degree to which our involvement with the GNI will have a real impact in furthering human rights. We did attend, and enjoyed participating in, the GNI open house on September 10, 2009, and have attended subsequent calls, and we are participating in upcoming events. We are still in the assessment phase as to whether our joining the GNI would have any meaningful positive impact

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on human rights. We may join the GNI in the future and we intend to continue to assess the GNI and whether our joining this organization would have a meaningful positive impact, and we welcome any suggestions you may have as to actions we can take to improve human rights.

Thank you again for your letter and time on this matter.

Sincerely,

FORTINET, INC.

A handwritten signature in black ink, appearing to read "John Whittle".

John Whittle  
Vice President, General Counsel

cc: Ken Xie, CEO, Fortinet, Inc.  
Renee Roe, Global Trade Compliance Officer, Fortinet