

# Where WatchGuard® wins over Fortinet FortiGate

WatchGuard Network Security wins over FortiGate for **usability** and its **pricing model**.

- + **Ease of configuring and managing** the GUI is WatchGuard's top pro, mentioned by 36% of reviewers. Issues with setting up and managing the GUI (including needing to go through the CLI for configuration, and overall lack of user-friendliness) are one of FortiGate's areas for improvement, mentioned by 16% of reviewers.
- + WatchGuard's **pricing model** is another strength called out by 22% of reviewers. Comparatively, FortiGate's pricing model was mentioned as a weak point by 13% of reviewers.

Compared to FortiGate, WatchGuard has:

an **almost perfect overall satisfaction score** among midsize business reviewers

(9.7 out of 10 for WatchGuard vs. 9.1 out of 10 for FortiGate)

more than **2x the reviews**

(83 reviews for WatchGuard vs. 40 reviews for FortiGate)

**30% more reviews** from midsize businesses

(30 reviews for WatchGuard vs. 23 reviews for FortiGate)

**For this WatchGuard user that has experience with FortiGate, overall cost and ease of use were factors:**

"I traditionally used to use FortiGate but I was really amazed at the quality of the WatchGuard devices, especially with the cost of hardware and packages they offered, especially as FortiGate is heavy on CPU and memory when you enable more of their packages (and so you have to spend more on the hardware in bigger organizations or turn off features to keep it working) whereas WatchGuard is a good price and doesn't get hammered with everything enabled."

— **James Martin**, IT Manager | John Robertson Architects Architecture & Planning Company | 51-200 employees

**For this user that has experience with both WatchGuard and FortiGate, ease of configuration and performance were factors:**

"We are a WatchGuard partner. Two years ago we re-evaluated some of the major options out there for the SMB space, including Cisco, Meraki, Sophos, Fortinet, Juniper, WatchGuard, and others. 9 out of 10 times users would prefer WatchGuard for its simplicity of configuration, performance, and features."

— **Verified User**, Engineer in Information Technology Information Technology & Services Company 11-50 employees

**For this user that considered FortiGate but chose to use WatchGuard, the opportunity to be a WatchGuard partner was a factor:**

"For our company, it was the ability to have a partner relationship with WatchGuard for our growing company. We have had a good relationship both with technical support and their sales team. They also make a lot of training available through their partner program."

— **Randall E.**, Lead Sales Manager | Tarcsys Corp Information Technology & Services | 1-10 employees

**For this user that considered FortiGate and Cisco ASA but ended up selecting WatchGuard, configurability and tech support were key factors:**

WatchGuard, compared to [FortiGate and Cisco ASA], is a lot easier to configure and deploy. Tech support is second to none."

— **Luis Lozoda**, Engineering Team Lead | TREXTEL LLC Information Technology and Services Company 51-200 employees

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