

ENGAGE

FORTINET® PARTNER PROGRAM



ENGAGE. EXPAND. SPECIALIZE.

Fortinet Engage has a singular goal for our partners:

Provide a valuable, flexible platform to build a profitable and highly-differentiated security practice that leverages the industry's best solutions to drive customer success.



Profitability

Fortinet's industry-leading Security Fabric offers the flexibility to build solutions that align with your customers' security needs and consumption models—opening up opportunities for you to become a critical component of your customers' success. The program is built to maximize your profitability and expertise.



Business Success

Engage gives you the opportunity to choose how you transact, how you support your customers, and how you engage with Fortinet. "Your program, on your terms" means you can build a security practice that achieves your business goals while driving success for your customers.



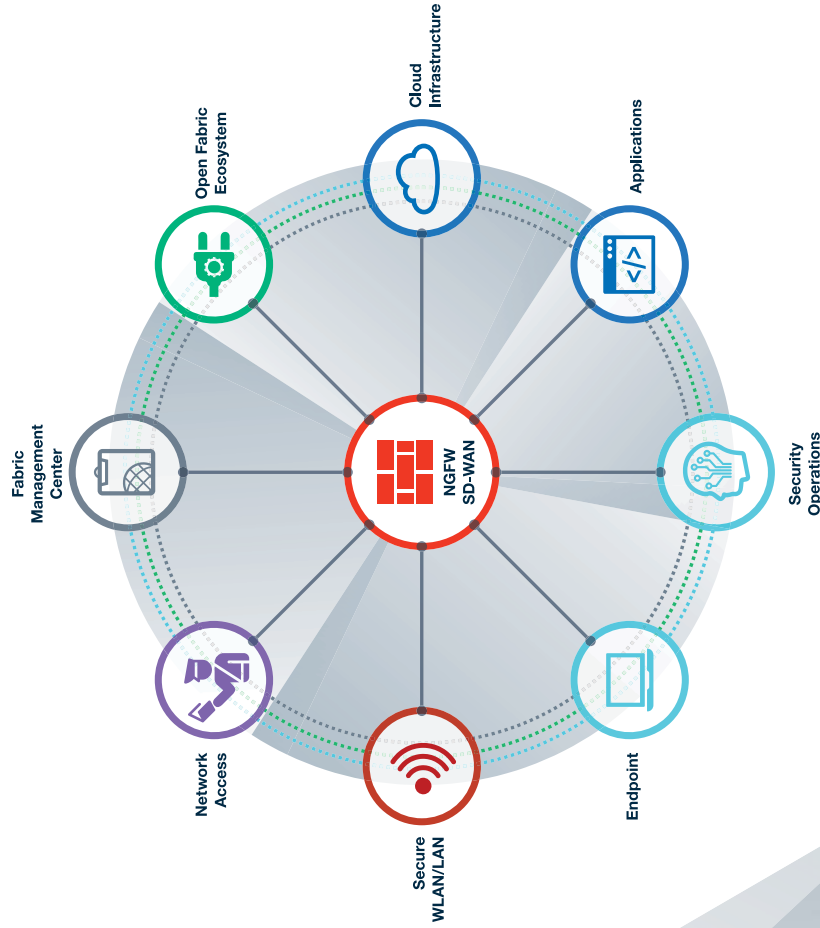
Differentiation

How your customers choose to consume and leverage technology is revolutionizing the cybersecurity industry – and that revolution is happening quickly and constantly. Engage sets you up for success with a quick path to expertise and profitability for the solutions that are driving demand in the market. So while you're embedding yourself with customers, the competition is busy catching up.

Fortinet Security Fabric

The Fortinet Security Fabric platform enables you to create new value as your customers embrace digital transformation for business agility, performance, and simplicity. The Fabric provides true integration and automation across an organization's security infrastructure, delivering unparalleled protection and visibility to every network segment, device, and appliance, whether virtual, in the cloud, or on-premises.

At the same time, it unifies security solutions behind a single pane of glass, makes the growing digital attack surface visible, integrates AI-driven breach prevention, and automates operations, orchestration, and response. The end result is you, the partner, creating a successful business outcome that puts your customers ahead of the competition, securely.



Getting Started: It's as Easy as 1-2-3

1 ENGAGE

Define your level of engagement: Align our program to your level of experience and the benefits and billings requirements that fit your business.

ADVOCATE
You're interested in starting a relationship with Fortinet. This level has limited requirements and benefits.

SELECT
You're committed to delivering superior security solutions that best fit small-to-medium business security concerns.

ADVANCED
You have proven success delivering the full spectrum of Fortinet's solutions with certified staff to handle various implementation requirements from your customers.

EXPERT
As part of this group of proven Fortinet solution experts, you have demonstrated consistently high revenue and can deliver the full range of Fortinet solutions, with experts on staff to manage complex deployments.

2 EXPAND

Select your business model: We know you transact in different ways, so we've built that flexibility into our program.

INTEGRATOR
You're primarily reselling to customers on-premises, but offer some managed services.

MSSP
Most, if not all, of your billings come from selling managed security services.

MARKETPLACE
You were born-in-the-cloud or are a cloud-certified partner.

3 SPECIALIZE

Differentiate yourself with specializations: In a fast-moving industry, our specializations help you quickly elevate yourself in a crowded field with training, enablement, and targeted solutions so you can expand your capabilities and offerings while driving growth and profitability.

Data Center SPECIALIZATION

Secure Access and SD-Branch SPECIALIZATION

Secure SD-WAN SPECIALIZATION

Dynamic Cloud Security SPECIALIZATION

BENEFITS

Integrator

MSSP

Marketplace

all Integrator benefits plus:

all Integrator benefits plus:

all Integrator benefits plus:

	Integrator	MSSP	Marketplace
ADVOCATE	<p>Sales Support</p> <ul style="list-style-type: none"> Authorized to Resell Fortinet Solutions Access to Deal Registration Program and Additional Associated Discounts⁵ Access to Renewal Assets Eligible for Not for Resale Demo (NFR)⁵ Eligible for FortiRewards Program⁵ Competitive Recommended Discounts¹ <p>Technical Support</p> <ul style="list-style-type: none"> Fortinet Support Portal Access <p>Marketing and Communications</p> <ul style="list-style-type: none"> Eligible for Joint Marketing Funds⁵ Access to Partner Portal, Webinars, Newsletters 	<ul style="list-style-type: none"> Exclusive Access to Fortinet MSSP Portfolio 	<ul style="list-style-type: none"> Ability to Purchase VM Solutions Via Distribution Which Can be Installed in a Public Marketplace (BYOL)
SELECT	<p>Sales Support</p> <ul style="list-style-type: none"> Eligible for Specialization Featured on Partner Locator <p>Technical Support</p> <ul style="list-style-type: none"> Direct Access to Fortinet Support² <p>Marketing and Communications</p> <ul style="list-style-type: none"> Preferential Access to Joint Marketing Funds⁵ 	<ul style="list-style-type: none"> "Sell-To" Specific Discounting (for Internal Needs)⁵ Eligible for Specialization Featured on Partner Locator <ul style="list-style-type: none"> Direct Access to Fortinet Support² 	<p>Plus All ADVOCATE Benefits</p> <ul style="list-style-type: none"> Ability to Purchase Directly from Public Cloud/Private Cloud Provider or Distributor Marketplace Eligible for Specialization Featured on Partner Locator <p>Plus All ADVOCATE Benefits</p>
ADVANCED	<p>Sales Support</p> <ul style="list-style-type: none"> Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program⁵ 	<ul style="list-style-type: none"> Free Fortinet Developer Network (FNDN) Yearly Subscription— FNDN Developer Toolkit and FNDN Deploy Toolkit³ Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program⁵ 	<p>Plus All SELECT Benefits</p> <ul style="list-style-type: none"> AWS: Eligible to apply for Consulting Partner Private Offer (CPPO)⁵ Dedicated Cloud Expert Using BYOL: Discount Same as Integrator Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, AllCloud) Eligible for Vendor Incentive Program⁵ <ul style="list-style-type: none"> VM Solutions Available
EXPERT	<p>Technical Support</p> <ul style="list-style-type: none"> Exclusive Invitations to Fortinet Technical Events⁴ 	<ul style="list-style-type: none"> Access to Vendor Incentive Program⁵ <ul style="list-style-type: none"> Free Yearly Subscription to: FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations FortiDeploy License: Enable zero-touch bulk provisioning for your FortiGate, FortiWiFi or FortiAP products FortiPortal VM License: Virtual machine which includes both wireless and security features of FortiPortal, includes management of 10 FortiGates and 100 FortiAPs. Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager 	<p>Plus All ADVANCED Benefits</p> <ul style="list-style-type: none"> AWS: Eligible to apply for Consulting Partner Private Offer (CPPO)⁵ Dedicated Cloud Expert Using BYOL: Discount Same as Integrator Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, AllCloud) Eligible for Vendor Incentive Program⁵ <ul style="list-style-type: none"> VM Solutions Available

1. Discount increases with partner level. 2. If compliant with NSE Certification. 3. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks. 4. Requires approval by Fortinet and AWS. 5. Subject to region.

REQUIREMENTS

Integrator

MSSP

Marketplace

ADVOCATE



Business Requirements

- Fortinet Integrator Questionnaire
- Valid Partner Agreement
- Primary Business Face-to-Face Selling Model



Training Requirements

- 1 NSE 1, 1 NSE 2

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Registered
 - AWS Registered

- 1 NSE 1, 1 NSE 2

- Fortinet Marketplace Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Registered
 - AWS Registered

- 1 NSE 1, 1 NSE 2

SELECT



Business Requirements

- Fortinet Integrator Questionnaire
- Valid Partner Agreement
- Primary Business Face-to-Face Selling Model
- Sales Volume Requirement⁵
- Provide Level 1 Support

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- Minimum 8x5 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue⁵
- 12-Month Business Plan Review
- POS Reporting
- Annual Support Ticket Review
- Business Review, 3 Months Prior to Contract Renewal

- Fortinet Marketplace Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Cloud Service Provider
 - AWS Select Partner
- Sales Volume Requirement⁵



Training Requirements

- 1 NSE 1, 1 NSE 2, 1 NSE 4

- 1 NSE 2, 1 NSE 4 (recommended), 1 NSE 5 (exam), 1 NSE 7 (Cloud)

ADVANCED



Business Requirements

- Fortinet Integrator Questionnaire
- Valid Partner Agreement
- Primary Business Face-to-Face Selling Model
- Sales Volume Requirement
- Sales Forecasting
- Lead Follow Up and Reporting
- Quarterly Business Plan Review
- Hold Co-Marketing End-User Events
- Provide Level 1 Support

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- Minimum 8x5 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue⁵
- 12 Month Business Plan Review
- POS Reporting
- Annual Support Ticket Review

- Fortinet Marketplace Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Cloud Service Provider
 - AWS Select Partner
- Sales Volume Requirement⁵



Training Requirements

- 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 (Ent-FW or ATP)

- 1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 1 NSE 5 (exam), 2 NSE 6 (unique technologies), 2 NSE 7 (Cloud)

EXPERT



Business Requirements

- Fortinet Integrator Questionnaire
- Valid Partner Agreement
- Primary Business Face-to-Face Selling Model
- Sales Volume Requirement
- Sales Forecasting
- Lead Follow Up and Reporting
- Quarterly Business Plan Review
- Hold Co-Marketing End-User Events
- Provide Level 2 Support

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- 24x7 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue⁵
- Certain Percent of Revenue from Services⁵
- 12 Month Business Plan Review
- POS Reporting
- Semi-Annual Support Ticket Review

- Fortinet Marketplace Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Cloud Service Provider
 - AWS Select Partner
- Sales Volume Requirement⁵



Training Requirements

- 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique technologies), 1 NSE 7 (Ent-FW or ATP)

- 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique technologies), 2 NSE 7 (Ent-FW or ATP)

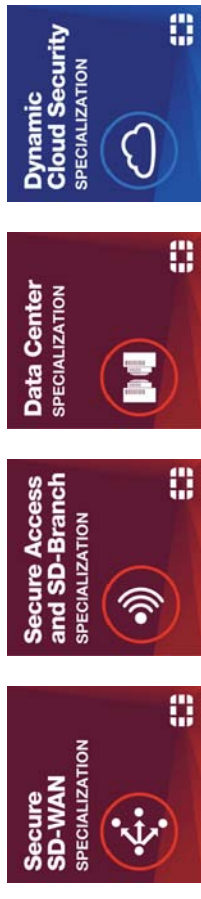
- 1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 2 NSE 5 (exams), 2 NSE 6 (unique technologies), 3 NSE 7 (Cloud)

1. Discount increases with partner level. 2. If compliant with NSE Certification. 3. The Fortinet Developer Network (FDN) is a subscription-based community built to help administrators/developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks. 4. Requires approval by Fortinet and AWS. 5. Subject to region.

SPECIALIZATION REQUIREMENTS

SPECIALIZATION BENEFITS

Specialization	Requirement
Secure SD-WAN SPECIALIZATION	<ul style="list-style-type: none"> 1 SD-WAN Sales Training (Reseller or MSSP) 1 SD-WAN Technical Training
Secure Access and SD-Branch SPECIALIZATION	<ul style="list-style-type: none"> 1 Secure Access Sales Training 1 NSE 7 Secure Access
Data Center SPECIALIZATION	<ul style="list-style-type: none"> 1 Data Center Sales Training 2 NSE 7 (any)
Dynamic Cloud Security SPECIALIZATION	<ul style="list-style-type: none"> 1 Dynamic Cloud Sales Training 1 NSE 4 1 NSE 7 (Cloud)



Specialization	Requirement
Secure SD-WAN SPECIALIZATION	<ul style="list-style-type: none"> 1 SD-WAN Sales Training (Reseller or MSSP) 1 SD-WAN Technical Training
Secure Access and SD-Branch SPECIALIZATION	<ul style="list-style-type: none"> 1 Secure Access Sales Training 1 NSE 7 Secure Access
Data Center SPECIALIZATION	<ul style="list-style-type: none"> 1 Data Center Sales Training 3 NSE 7 (any)
Dynamic Cloud Security SPECIALIZATION	<ul style="list-style-type: none"> 1 Dynamic Cloud Sales Training 1 NSE 4 1 NSE 7 (Cloud)

Specialization	Benefit
SELECT	<ul style="list-style-type: none"> Sales Support: Specialization Badge and Featured on Partner Locator Technical Support: Discounted Specialization-Specific Not for Resale (NFR) Kit, Access to Communities
ADVANCED	<p>Plus All SELECT Benefits</p> <ul style="list-style-type: none"> Sales Support: Eligible for 1 Exclusive Accelerate Pass¹
EXPERT	<p>Plus All ADVANCED Benefits</p> <ul style="list-style-type: none"> Technical Support: Eligible for 1 Exclusive Xperts Academy Pass¹ Marketing Support: Eligible for Joint PR Activity

Specializations only available to compliant Select and above partners.

1. Subject to regional availability.

Resources

Partner Portal

<https://partnerportal.fortinet.com>

Website

<https://www.fortinet.com>

NSE Learning Center

<https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx>

Support & Training Information

<https://www.fortinet.com/support-and-training.html>

Product Information

<https://www.fortinet.com/products/index.html>

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**Get started:
fortinet.com/partners.html**

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