

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.



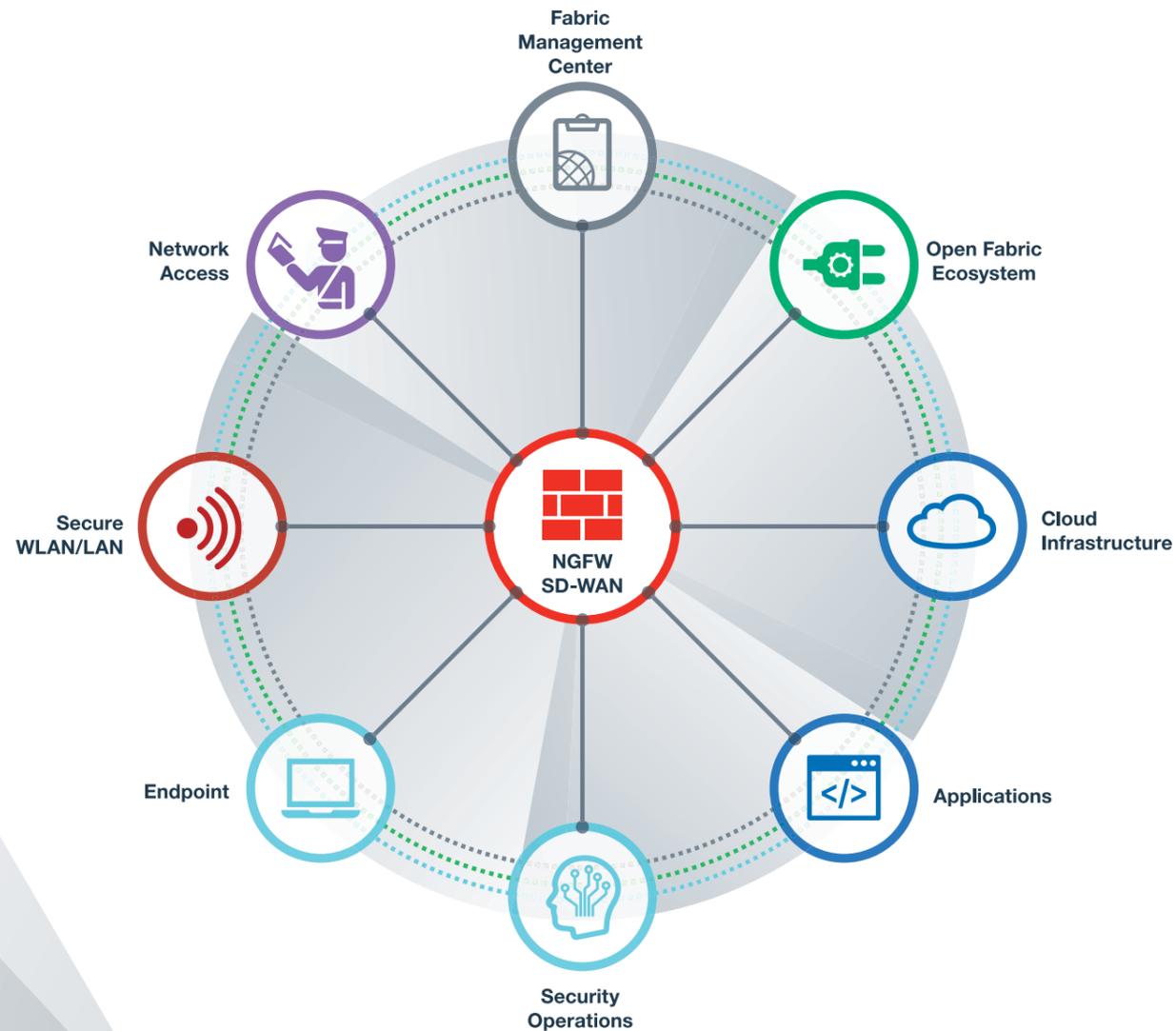
Differentiation

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	SELECT	ADVANCED	EXPERT
You're interested in starting a relationship with Fortinet. This level has limited requirements and benefits.	You're committed to delivering superior security solutions that best fit small-to-medium business security concerns.	You have proven success delivering the full spectrum of Fortinet's solutions with certified staff to handle various implementation requirements from your customers.	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	MSSP	MARKETPLACE
 You're primarily reselling to customers on-premises, but offer some managed services.	 Most, if not all, of your billings come from selling managed security services.	 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 
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BENEFITS

Integrator

MSSP all Integrator benefits plus:

Marketplace all Integrator benefits plus:

	Integrator	MSSP <small>all Integrator benefits plus:</small>	Marketplace <small>all Integrator benefits plus:</small>
ADVOCATE	 Sales Support <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 	<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)
	 Technical Support <ul style="list-style-type: none"> Fortinet Support Portal Access 	<ul style="list-style-type: none"> On-Premises Hardware Virtual Machines SAAS Solution 	
	 Marketing and Communications <ul style="list-style-type: none"> Eligible for Joint Marketing Funds⁵ Access to Partner Portal, Webinars, Newsletters 	<ul style="list-style-type: none"> Eligible for Joint Marketing Funds⁵ 	
Plus All ADVOCATE Benefits		Plus All ADVOCATE Benefits	Plus All ADVOCATE Benefits
SELECT	 Sales Support <ul style="list-style-type: none"> Eligible for Specialization Featured on Partner Locator 	<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"> Ability to Purchase Directly from Public Cloud/Private Cloud Provider or Distributor Marketplace Eligible for Specialization Featured on Partner Locator
	 Technical Support <ul style="list-style-type: none"> Direct Access to Fortinet Support² 	<ul style="list-style-type: none"> Direct Access to Fortinet Support² 	
	 Marketing and Communications <ul style="list-style-type: none"> Preferential Access to Joint Marketing Funds⁵ 		
Plus All SELECT Benefits		Plus All SELECT Benefits	Plus All SELECT Benefits
ADVANCED	 Sales Support <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 	<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, AliCloud) Eligible for Vendor Incentive Program⁵
	 Technical Support		<ul style="list-style-type: none"> VM Solutions Available
Plus All ADVANCED Benefits		Plus All ADVANCED Benefits	Plus All ADVANCED Benefits
EXPERT	 Sales Support <ul style="list-style-type: none"> Access to Vendor Incentive Program⁵ 	<ul style="list-style-type: none"> Access to Vendor Incentive Program⁵ 	<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, AliCloud) Eligible for Vendor Incentive Program⁵
	 Technical Support <ul style="list-style-type: none"> Exclusive Invitations to Fortinet Technical Events⁵ 	<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 	<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

- Fortinet MSSP Questionnaire
- Valid Partner Agreement

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



Training Requirements

- 1 NSE 1, 1 NSE 2

- 1 NSE 1, 1 NSE 2

- 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 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam)

- 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)

- 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (technology), 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



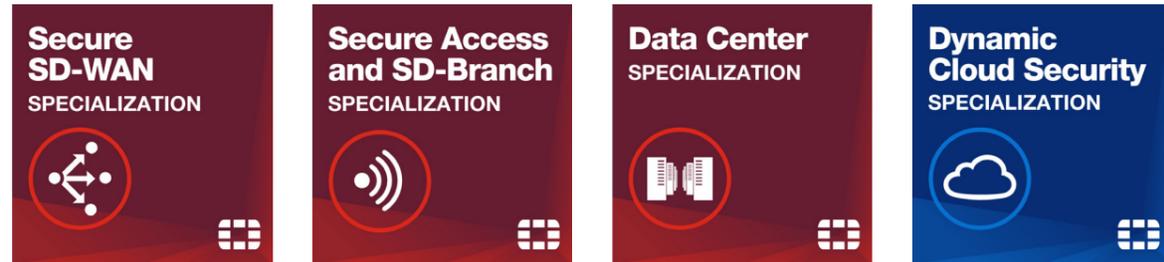
Training Requirements

- 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)

SPECIALIZATION REQUIREMENTS



	Secure SD-WAN SPECIALIZATION	Secure Access and SD-Branch SPECIALIZATION	Data Center SPECIALIZATION	Dynamic Cloud Security SPECIALIZATION
SELECT	<ul style="list-style-type: none"> 1 SD-WAN Sales Training (Reseller or MSSP) 1 SD-WAN Technical Training 	<ul style="list-style-type: none"> 1 Secure Access Sales Training 1 NSE 7 Secure Access 	<ul style="list-style-type: none"> 1 Data Center Sales Training 2 NSE 7 (any) 	<ul style="list-style-type: none"> 1 Dynamic Cloud Sales Training 1 NSE 4 1 NSE 7 (Cloud)
ADVANCED	<ul style="list-style-type: none"> 1 SD-WAN Sales Training (Reseller or MSSP) 1 SD-WAN Technical Training 	<ul style="list-style-type: none"> 1 Secure Access Sales Training 1 NSE 7 Secure Access 	<ul style="list-style-type: none"> 1 Data Center Sales Training 3 NSE 7 (any) 	<ul style="list-style-type: none"> 1 Dynamic Cloud Sales Training 1 NSE 4 1 NSE 7 (Cloud)
EXPERT	<ul style="list-style-type: none"> 1 SD-WAN Sales Training (Reseller or MSSP) 1 SD-WAN Technical Training 	<ul style="list-style-type: none"> 1 Secure Access Sales Training 1 NSE 7 Secure Access 	<ul style="list-style-type: none"> 1 Data Center Sales Training 1 NSE 8 	<ul style="list-style-type: none"> 1 Dynamic Cloud Sales Training 1 NSE 4 1 NSE 7 (Cloud)

Specializations only available to compliant Select and above partners.

SPECIALIZATION BENEFITS



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 <p>Plus All SELECT Benefits</p>
ADVANCED	<ul style="list-style-type: none"> Sales Support: Eligible for 1 Exclusive Accelerate Pass¹ <p>Plus All ADVANCED Benefits</p>
EXPERT	<ul style="list-style-type: none"> Technical Support: Eligible for 1 Exclusive Xperts Academy Pass¹ Marketing Support: Eligible for Joint PR Activity

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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