

The Fortinet logo is located in the top left corner. It consists of the word "FORTINET" in a bold, black, sans-serif font. The letter "O" is replaced by a red square icon with a white grid pattern. A registered trademark symbol (®) is positioned to the upper right of the word.

FORTINET®

The background of the entire page is a photograph of four business professionals in a modern office setting. On the left, a man in a dark suit is gesturing while talking to a man in a light grey suit. In the center, a woman in a white short-sleeved button-down shirt and dark trousers is smiling and looking towards the man on the right. On the right, a man in a tan suit is gesturing with his hands while speaking. They are standing in a bright area with large windows in the background.

Partner Program
NORTH AMERICA

Partner Program

The goal of the Fortinet Partner Program is to *power* your business through unprecedented growth and profit by exclusively focusing on delivering *security without compromise*. Security that gives customers seamless protection across the expanding attack surface and the power to take on the ever-increasing performance requirements of a borderless network – today and into the future.

Fortinet's partner program delivers results, from the start:

Empowering Your Business

Make more money while selling innovative, comprehensive security solutions. Our partner program is designed to help your business provide unmatched multi-threat security solutions, while assuring a profitable contribution to your business. Our focus is on long-term growth and success for our partners, helping you leverage programs like incentives, promotions, and deal registrations – all with the aim of driving your profits.

Enabling Your Growth

A 100% channel model means that our partners are an extension of the company, so we're constantly creating marketing and enablement programs specifically designed to drive demand. You can easily use these programs to leverage Fortinet's strong industry reputation, driving pipeline and landing more prospects who are looking for the kind of seamless, intelligent, and powerful security solutions Fortinet offers.

Leading the Industry

In today's world, organizations are reevaluating their existing security strategies to deliver a consistent, seamless, edge-to-endpoint threat posture. With Fortinet, customers get industry-leading threat intelligence and advanced threat protection from the inside out, for full visibility and control.

Fortinet's training and enablement programs help you leverage our industry-leading technology and customer mindshare by providing you with the sophisticated knowledge you need to win in today's marketplace. As a Fortinet partner, you'll benefit from a comprehensive suite of educational and training programs – including our Network Security Expert (NSE) Learning Center, along with instructive webinars geared towards the issues that matter most.

Partner Resources

Website

www.fortinet.com

Partner Portal

Log in via: <http://partnerportal.fortinet.com/>

NSE Learning Center

<https://gm1.geolearning.com/geonext/fortinet/myhome.geo?nav=OrganizerHome>

Training Information

<http://www.fortinet.com/training/certifications/index.html>

Product Information

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

Marketing and Programs Information

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Security Without Compromise

Fortinet believes that security must be comprehensive and intelligent, yet still allow the network to support the ever-increasing speed of business. We focus on building security solutions based on three key themes:



Seamless

Today's enterprise networks are too complex, and complexity is the enemy of security.

Only Fortinet can deliver a seamless, comprehensive security infrastructure across the entire attack surface. From the edge to the endpoint, Fortinet's industry-leading suite of products and tools address every phase of the attack cycle, including prevention, detection, and remediation.

With a complete solution from Fortinet, customers achieve more control, greater visibility, and less complexity – and ultimately less vulnerability and risk.



Intelligent

Today's threats come from aggressive, well-funded professionals that seek to exploit weaknesses in today's borderless networks.

Fortinet delivers intelligent, adaptive threat protection that allows customers to employ more advanced security strategies within their organization. Access to the largest global threat intelligence network allows customers to go from "alert to containment" in just minutes.

Fortinet allows customers to create smarter networks, and take their security strategy to the next level.



Powerful

Slow is broken. The demand on a network is unprecedented; and the security solution your customers deploy must have the power and performance to meet demands now, and it has to expand as needs expand.

Fortinet's unrivaled performance enables customers to run more transactions across bandwidth-intensive applications and run more security services without compromising their ability to deliver network performance to end users.

Independent Validation of Our Products

Fortinet is committed to voluntarily submitting our broad portfolio of products to the most rigorous third party testing and evaluation in an effort to arm customers with the independent research needed to properly evaluate solutions that can deliver the security performance they need. Fortinet solutions consistently demonstrate superior effectiveness, advanced features, and top performance when put to the test. In fact, Fortinet is currently the only vendor with an ATP solution that is NSS Labs Recommended from the data center to the edge to the endpoint.



Membership Levels to Differentiate Your Offer



Platinum Partners are proven experts in delivering Fortinet solutions to their customers and have demonstrated consistently high revenue and the ability to deliver the full range of Fortinet technologies. They have experts on staff to suit any complex deployment requirements and deliver at exceptional levels. They provide an excellent level of customer satisfaction and support.



Silver Partners are committed to delivering superior security solutions to their customers. Silver Partners possess a knowledge of Fortinet's low-to mid-range multi-threat security solutions and can deliver the solutions that best fit small to medium business security concerns.



Gold Partners have achieved proven success with Fortinet solutions and are committed to the continued adoption of Fortinet technologies in the marketplace. They deliver the full spectrum of Fortinet's solution set and they have certified staff to assist with any variety of implementation needs. They are recognized for their superior customer service and support capabilities.



Authorized Partners are those partners interested in starting their relationship with Fortinet. While there are limited requirements, there are also limited benefits available.

Program Overview

BENEFITS	Platinum	Gold	Silver	Authorized
Sales Support				
Deal Registration	✓	✓	✓	
Preferred Pricing at Distribution	✓	✓	✓	
Renewal Tracking and Alerting	✓	✓	✓	
Not for Resale Demo Program*	✓	✓	✓	
Promotions and Rewards	✓	✓	✓	
Channel Manager	✓	✓	Inside Sales	via Distribution
Technical Support				
Knowledge Base Access	✓	✓		
Beta Program Participation	✓	✓		
Certified Service Partner Program	✓			
Marketing Support				
Eligible for MDF Program	✓	✓		
Access to Joint Marketing Programs	✓	✓		
Provided Qualified Leads	✓			
Access to FortiExpress	✓	✓	If Available	
Eligible for Partner Advisory Council	✓	✓		
Invited to Elite Partner Events	✓			
Channel Marketing Manager	Regional	Shared	via Distribution	via Distribution
Communications				
Newsletters	✓	✓	✓	✓
Webinars	✓	✓	✓	✓
Partner Portal	✓	✓	✓	✓
FortiLink App	✓	✓	✓	✓
REQUIREMENTS				
Sales, Marketing, and Operations				
Partner Agreement	✓	✓	✓	✓
Sales Volume Requirement**	500K	250K		
Annual Business Plan	✓			
Sales Forecasting	✓	✓		
Lead Follow-up and Reporting	✓			
Quarterly Business Plan	✓	✓		
Provide Level 1 Support	✓			
Certifications				
NSE Sales Certification 1&2	3	2	1	1
NSE Advanced Technology Sales Certification 3	0	0	0	0
NSE Technical Certification 4***	3	2	1	0
NSE Technical Certification 5	2	1	0	0
NSE Advanced Technology Technical Certification 6	1	0	0	0
NSE Technical Certification 7	1	1	0	0
NSE Technical Certification 8	1	0	0	0
PRODUCT ACCESS				
Category A				✓
Category A & F	✓	✓	✓	
Category B, C, D, E & H	✓	✓	✓	

Benefits

*Not for Resale Demo Program provides partner ability to purchase discounted NFR units and extended evaluation equipment

Requirements

**Sales volume measured annually

Certifications

***Individuals achieving NSE 4 certification provided priority 24x7 technical support

Certification of NSE 3 requires completion of 4 of the 9 modules

NSE 1-3 are sales professional requirements

NSE 4-8 are systems engineering requirements.

Compliance of program requirements reviewed annually

Additional details on certification program can be found at:

<http://www.fortinet.com/training/certifications/index.html>



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