

Engage Partner Program Brochure



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.



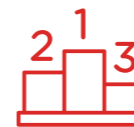
Profitability

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.



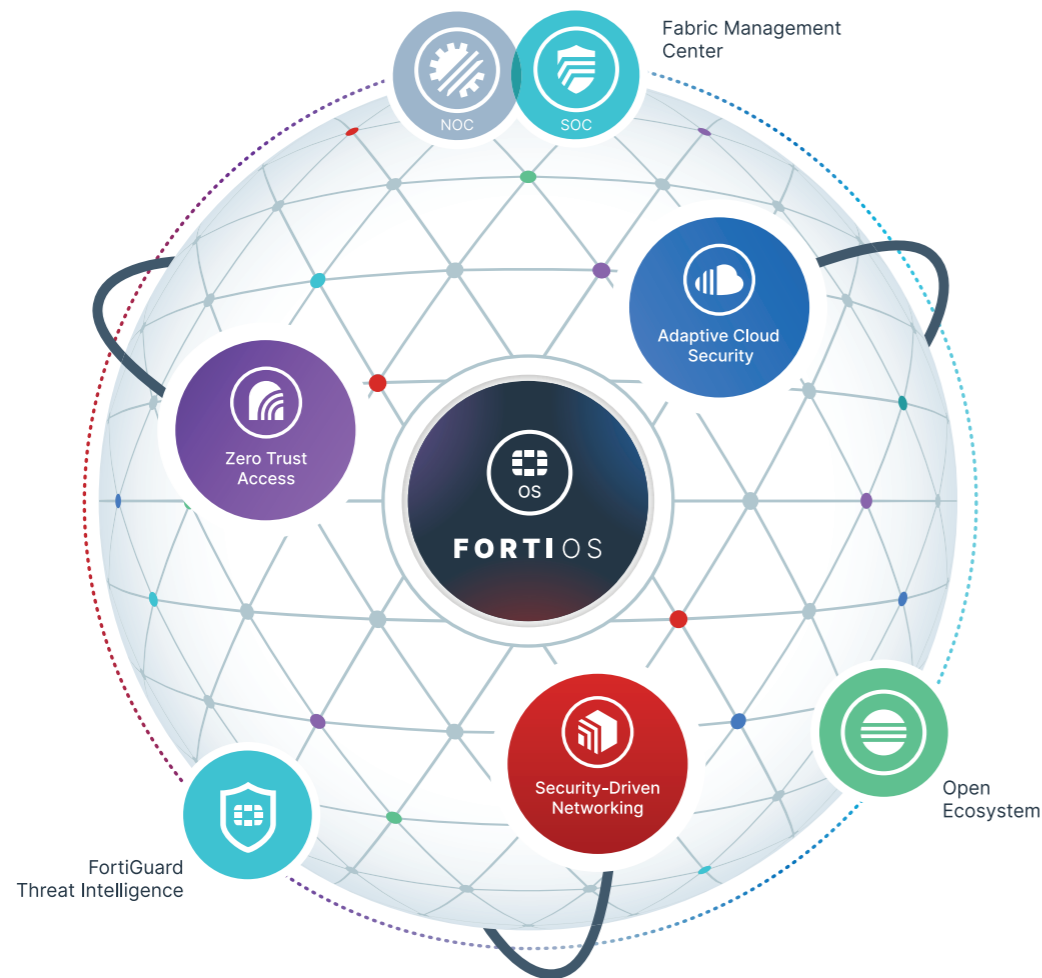
Differentiation

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.



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	CLOUD
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.



SPECIALIZATION SD-WAN	SPECIALIZATION LAN Edge and SD-Branch	SPECIALIZATION Data Center	SPECIALIZATION Adaptive Cloud Security
SPECIALIZATION Zero Trust Access	SPECIALIZATION Operational Technology	SPECIALIZATION Security Operations	

BENEFITS

Integrator









MSSP *all Integrator benefits plus:*

Cloud *all Integrator benefits plus:*

	Integrator	MSSP <i>all Integrator benefits plus:</i>	Cloud <i>all Integrator benefits plus:</i>
ADVOCATE	 Sales Support <ul style="list-style-type: none"> Authorized to Resell Fortinet Solutions Access to Deal Registration Program and Additional Associated Discounts¹ Access to Renewal Assets Eligible for Not for Resale Demo (NFR)¹ Eligible for FortiRewards Program¹ Competitive Recommended Discounts² 	<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 Cloud (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 Funds¹ Access to Partner Portal, Webinars, Newsletters 	<ul style="list-style-type: none"> Eligible for Joint Marketing Funds¹ 	
	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)¹ 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 Cloud Eligible for Specialization Featured on Partner Locator PayG Discount: <ul style="list-style-type: none"> 15%: AWS CPPO, Azure, GCP, OCI, AliCloud 20% AWS SPPO
	 Technical Support <ul style="list-style-type: none"> Direct Access to Fortinet Support³ 	<ul style="list-style-type: none"> Direct Access to Fortinet Support³ 	
	 Marketing and Communications <ul style="list-style-type: none"> Preferential Access to Joint Marketing Funds¹ 		
	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 Program¹ 	<ul style="list-style-type: none"> Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit⁴ Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program¹ 	ADVANCED/EXPERT
	 Technical Support		
	Plus All ADVANCED Benefits		Plus All ADVANCED Benefits
EXPERT	 Sales Support <ul style="list-style-type: none"> Access to Vendor Incentive Program¹ 	<ul style="list-style-type: none"> Access to Vendor Incentive Program¹ 	<ul style="list-style-type: none"> Eligible for Vendor Incentive Program¹ Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, OCI, AliCloud) BYOL Discount: Same as Integrator Dedicated Cloud Expert VM Solutions Available
	 Technical Support <ul style="list-style-type: none"> Exclusive Invitations to Fortinet Technical Events¹ 	<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 	

1. Subject to regional availability. 2. Discount increases with partner level. 3. If compliant with NSE Certification. 4. 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.

REQUIREMENTS

		Integrator	MSSP	Cloud
ADVOCATE	 Business Requirements	<ul style="list-style-type: none"> Fortinet Integrator Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement 	<ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> Microsoft Registered AWS Registered
	 Training Requirements	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2 	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2 	<ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training
SELECT	 Business Requirements	<ul style="list-style-type: none"> Fortinet Integrator Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model Sales Volume Requirement¹ Provide Level 1 Support 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement Minimum 8x5 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ 12-Month Business Plan Review POS Reporting Annual Support Ticket Review Business Review, 3 Months Prior to Contract Renewal 	<ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> Microsoft Cloud Service Provider AWS Select Partner Sales Volume Requirement¹
	 Training Requirements	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2, 1 NSE 4 	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam) 	<ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training, 1 NSE 4 (recommended), 1 NSE 6 (exam, FortiMail/FortiWeb*), 1 NSE 7 (Cloud)
ADVANCED	 Business Requirements	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement Minimum 8x5 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ 12 Month Business Plan Review POS Reporting Annual Support Ticket Review 	ADVANCED/EXPERT Business Requirements <ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> Microsoft Cloud Service Provider AWS Select Partner Sales Volume Requirement¹ Training Requirements <ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training, 1 NSE 4 (recommended), 1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS*), 2 NSE 6 (unique exams, FortiMail/FortiWeb*), 2 NSE 7 (Cloud)
	 Training Requirements	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (exam), 1 NSE 7 	
 Business Requirements	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement 24x7 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ Certain Percent of Revenue from Services - determined in region 12 Month Business Plan Review POS Reporting Semi-Annual Support Ticket Review 		
 Training Requirements	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7 	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique exams), 2 NSE 7 		

1. Subject to regional availability. 2. Discount increases with partner level. 3. If compliant with NSE Certification. 4. 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.

* Suggested exams

ENGAGE PARTNER SPECIALIZATIONS

Fortinet Partner Specializations designed to help your organization gain the knowledge and skills necessary to become a partner of distinction in one of several high-business demand areas. When individuals from your organization complete the training, your organization becomes eligible for designation. Once Specialized, you will receive a badge, official recognition on the Partner Locator, discounted not-for-resale kits designed for each Specialization, and exclusive access to events. Partners will also gain access to our communities where you can engage, learn, and network with other Fortinet enthusiasts. Each Specialization has customized Sales Training and Technical Exam requirements that must be completed before a partner organization becomes eligible for designation.

BENEFITS



- Specialization Badge and Featured on Partner Locator
- Discounted Specialization-Specific Not for Resale (NFR) Kit
- Access to Communities



- Eligible for 1 Exclusive Accelerate Pass¹



- Eligible for 1 Exclusive Xperts Academy Pass¹
- Eligible for Joint PR Activity

NOTE: Additional Discount¹ for Specialized Partners might be available in your region, please check with your CAM.

¹ . Subject to regional availability.

REQUIREMENTS

Fortinet Specializations are available to Select and Above Partners who are compliant with the Engage partner program. Designations are given to partner accounts who meet the requirements listed here.

	Sales Training	Technical Exams
SPECIALIZATION SD-WAN	SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* * Either or	NSE 7 SD-WAN (1)
SPECIALIZATION LAN Edge and SD-Branch	Secure Access Sales Training (1)	NSE 7 Secure Access (1)
SPECIALIZATION Data Center	Data Center Sales Training (1)	Select: NSE 7 (any) (2) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)
SPECIALIZATION Adaptive Cloud Security	Dynamic Cloud Sales Training (1)	NSE 4 (1) NSE 7 Cloud (1)
SPECIALIZATION Zero Trust Access	Zero Trust Sales Training (1)	NSE 5 FortiEDR (1) NSE 6 FortiNAC (1) NSE 6 FortiAuthenticator (1)
SPECIALIZATION Operational Technology	OT Security Training (1)	NSE 7 OT Security (1)
SPECIALIZATION Security Operations	Security Operations Sales Training (1)	NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)



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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