FURTINET

GLOBAL
PARTNER PROGRAM

Valid from May 2018

PARTNER PROGRAM

The goal of the Fortinet Partner Program is to accelerate your business and drive unprecedented growth and profit by delivering superior, next generation multi-threat security solutions to your customers.

ACCELERATE YOUR PROFITABILITY

Make more money, more often while selling innovative, integrated 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. We select partners for long-term growth and success.

Leveraging Incentives and Promotions

At Fortinet, we arm partners with the right programs – such as deal registration, incentives, and promotions – to drive profits.

ACCELERATE YOUR GROWTH

Find more prospects looking for innovative, integrated security solutions when you leverage the Fortinet programs and tools. They are designed with your business in mind and will arm you with next-generation marketing tools and resources necessary to help drive new pipeline.

Through Marketing Investments

At Fortinet, we understand that the channel is an extension of our company. We believe in marketing and investing in marketing programs designed specifically to help partners drive demand.

## ACCELERATE YOUR SECURITY LEADERSHIP

Fortinet is a clear industry leader in the cyber security market with the industry's fastest and most secure solutions that go beyond traditional security to protect customers everywhere they need to be protected – from the edge to the cloud. As cyber crime evolves, only Fortinet can provide the greatest levels of security and peace of mind for customers in an unpredictable, dynamically changing world.

With Training and Enablement

As a valued partner, you need to be well-equipped to handle any sales engagement. At Fortinet we take pride in our training programs and work hard to ensure you are armed with the knowledge necessary to win. You benefit from a comprehensive suite of education and training programs – including our Network Security Expert (NSE) Learning Institute, along with instructive webinars geared towards the issues that matter most.

THE FORTINET SECURITY FABRIC SOLUTION

Fortinet's mission is to deliver the most innovative, highest performing network security fabric to secure and simplify your IT infrastructure. We are the leading global provider of network security appliances for carriers, data centers, enterprises and distributed offices.
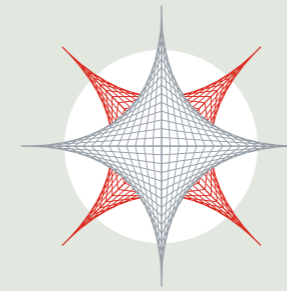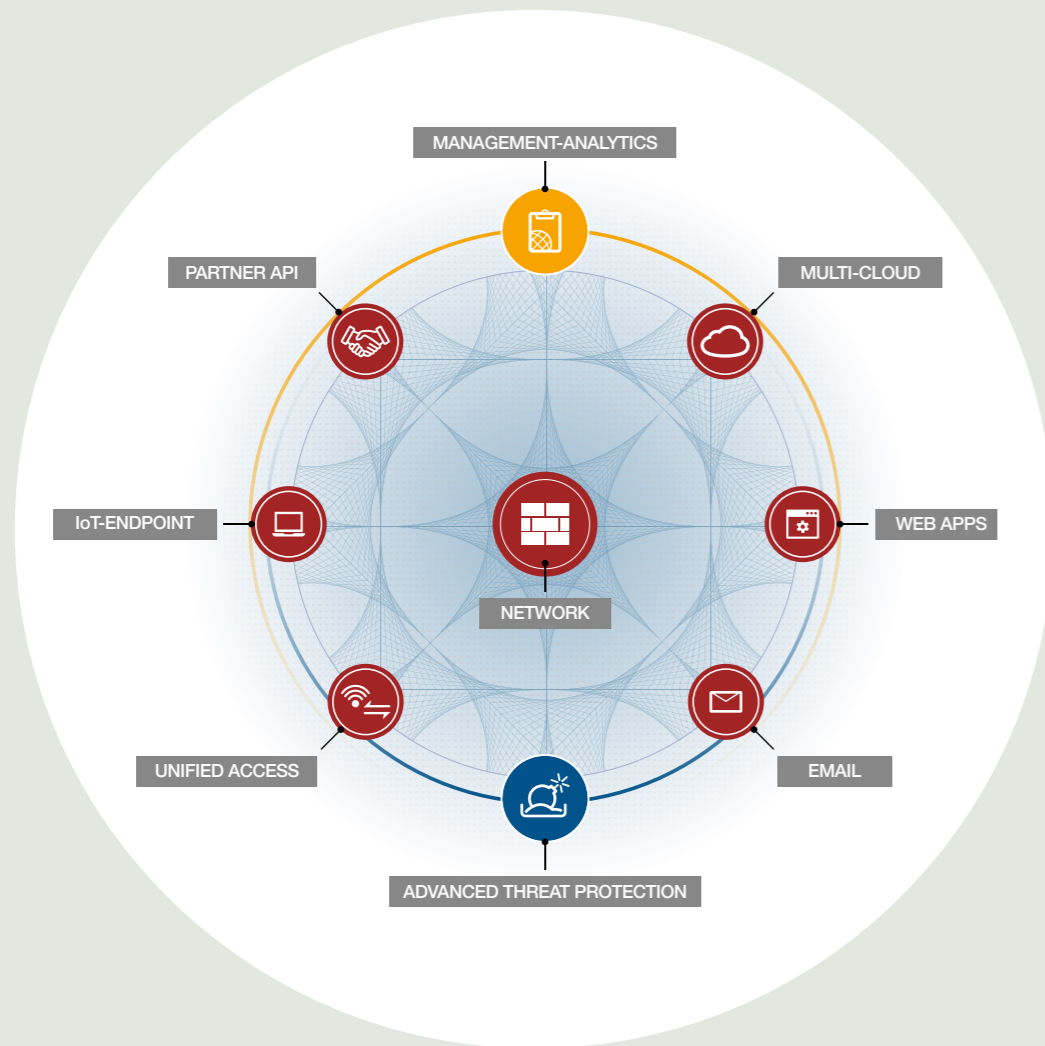
Adaptive Security Architecture that provides:

BROAD

Visibility and protection across the digital attack surface. More than 25% of enterprise attacks are predicted to target IoT devices by 2020, and siloed apps in multi-cloud environments make it even harder to respond to threats. The Fortinet Security Fabric delivers real-time visibility across all devices and applications.

INTEGRATED

Detection and response to advanced threats. Enterprises average more than 30 point security products within their environments, resulting in multiple time-consuming security consoles and lack of transparency. The Fortinet Security Fabric streamlines communications among the different security solutions, shrinking detection and remediation windows.

AUTOMATED

Operations and analytics via a single console. Sophisticated cyberattack technologies such as artificial intelligence (AI) and machine learning (ML) are reducing the time from intrusion to attack. This means enterprises need to detect threats faster. With the Fortinet Security Fabric, you can coordinate automated responses and remediation to threats detected anywhere across your extended network.

PARTNERSHIP LEVELS

PLATINUM PARTNER

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Platinum Partner

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 exceptional levels of service. They provide an excellent level of customer service and support.

GOLD PARTNER

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Gold Partner

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.

SILVER PARTNER

F⊡RTINET
Silver Partner

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.

AUTHORIZED PARTNER

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Authorized Partner

Authorized Partners are the starting point for all new Fortinet partners. This level is for companies who are interested in starting their relationship with Fortinet. While there are limited requirements, there are limited benefits available to authorized level members.
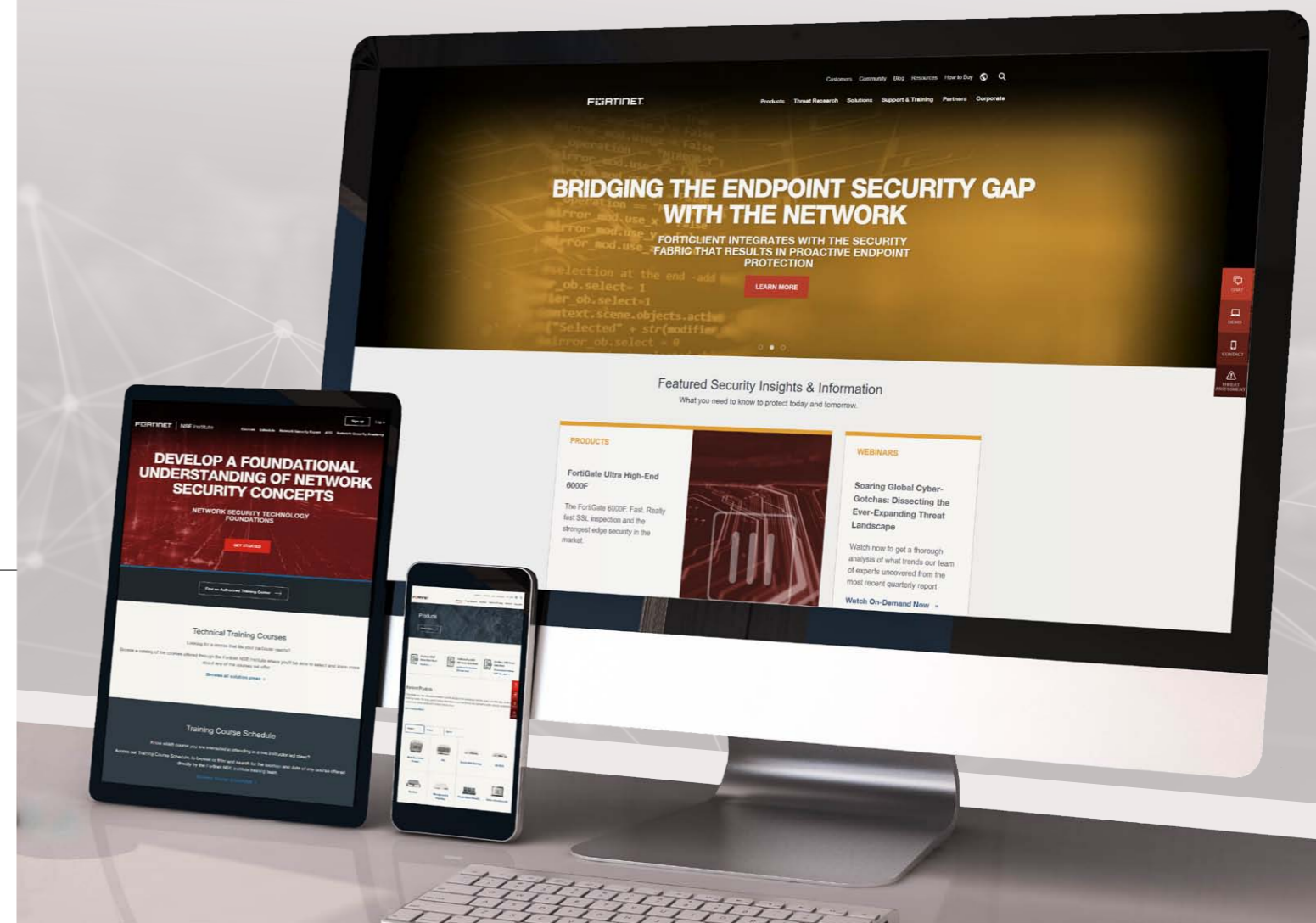
Managed Security Services Provider (MSSP) Partner

If you are an MSSP or most of your business with Fortinet is based on Managed Services, we have a dedicated Program to support you. Please visit our MSSP page on the **Fortinet Partner Portal** .

PARTNER RESOURCES

- **WEBSITE**
  https://www.fortinet.com

- **PARTNER PORTAL**
  https://partnerportal.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

- **EMEA & APAC CHANNEL TEAM**
  international_partners@fortinet.com

- **NORTH AMERICA CHANNEL TEAM**
  partners@fortinet.com

PROGRAM OVERVIEW

BENEFITS

	FORTINET Platinum Partner	FORTINET Gold Partner	FORTINET Silver Partner	FORTINET Authorized Partner
SALES SUPPORT				
Deal Registration	•	•	•	•
Competitive Recommended Discounts	Discount Increases With Partner Level			
Channel Manager	•	•	Via Distribution	Via Distribution
Renewal Tracking and Alerting	•	•	•	•
Not for Resale Demo Program [1]	•	•	•	•
Promotions and Rewards	•	•	•	Certain Promotions
Eligible to Become Wireless Specialist	•	•	•	
Eligible to Become Security Fabric Expert	•	•		
TECHNICAL SUPPORT				
Support Portal	•	•	•	•
Priority 24 x 7 Technical Support (PIN Code)	Must Meet NSE Requirements			

[1] Ability to purchase discounted NFR units and extended evaluation equipment

BENEFITS

	FORTINET Platinum Partner	FORTINET Gold Partner	FORTINET Silver Partner	FORTINET Authorized Partner
MARKETING SUPPORT				
Featured on Partner Locator	•	•	•	
Access to Joint Marketing Programs	•	•		
Provided Qualified Leads	•	•		
Access to Marketing Campaigns	•	•		
Channel Marketing Manager	Shared	Shared	Via Distribution	Via Distribution
COMMUNICATION				
Newsletters	•	•	•	•
Webinars	•	•	•	•
Partner Portal	•	•	•	•

PROGRAM OVERVIEW

REQUIREMENTS

	FORTINET Platinum Partner	FORTINET Gold Partner	FORTINET Silver Partner	FORTINET Authorized Partner
SALES, MARKETING AND OPERATIONS				
Valid Partner Agreement	•	•	•	•
Primary Business Face-To-Face Selling Model [2]	•	•	•	•
Sales Volume Requirement	Check with Your Local Fortinet Office			
Provide Level 1 Support [3]	•	•	•	
Provide Level 2 Support [4]	•			
Sales Forecasting	•	•		
Lead Follow Up and Reporting	•	•		
Quarterly Business Plan and Review	•	•		
Hold Co-Marketing End User Event	•	•		

[2] Primary business face-to-face selling and not sale over the Internet
[3] Handling all initial inquiries
[4] Level 2 support is defined as in-depth debugging and problem analysis requiring advanced product knowledge, in particular the capability to perform root-cause diagnostics, either within a live network or static lab environment

REQUIREMENTS

	FORTINET Platinum Partner	FORTINET Gold Partner	FORTINET Silver Partner	FORTINET Authorized Partner
CERTIFICATIONS				
NSE Sales Certification 1&2	3	2	1	1
NSE Advanced Technology Sales Certification 3	1			
SE Technical Certification 4	3	2	1	
NSE Technical Certification 5	2	1		
NSE Advanced Technology Technical Certification 6	4 [5]			
NSE Technical Certification 7	1	1		
NSE Technical Certification 8	1			

[5] At least 4 modules from NSE6 portfolio

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