

MSSP PARTNER PROGRAM



MSSP PROGRAM PILLARS

Breaches are on the rise and C-level executives are being held responsible for securing their companies critical infrastructure. As a result, businesses of all types are outsourcing IT security to MSSPs with increasing frequency. Many technology resellers and system integrators are entering the market to address this growing demand for hardware, software, and engineering inclusive security services.

While the demand is certainly there, many challenges face the MSSP in creating a profitable security practice. The Fortinet MSSP Partner Program seeks to answer those challenges, improving operational efficiencies, providing comprehensive training and improving time to market.

Whether you are a company that already has experience managing and monitoring networks or you have traditionally been a reseller, chances are you are exploring new ways to increase revenue and value to your customers.

The Fortinet approach eliminates added complexity while providing the benefits of:

- Real-time integrated security intelligence
- Security Processor-accelerated performance
- Lower total cost of ownership
- Easier to deploy, manage and use

ACCELERATE YOUR PROFITABILITY

No matter your strategic initiative, be it increasing your operational efficiencies or identifying new offerings, we offer guidance and processes to ensure shorter ROI timeframes and increased profitability.

EXPAND YOUR GROWTH

Take advantage of businesses' increasing desire to shift day-to-day security operations out of their IT organization over to an MSSP, preferably in an OpEx model where they receive a hardware, software, and engineering inclusive offer for a monthly recurring fee per location. The Fortinet MSSP team has years of experience developing security service offerings and can provide assistance and guidance as you develop and grow your MSSP business.

INCREASE YOUR MARKET LEADERSHIP

Differentiate yourself from the competition by offering more than a managed firewall solution. The Fortinet MSSP Team can work with you to leverage different components of the Fortinet Security Fabric to create new "as-a-service" offerings to increase your product portfolio, protect your customer base, and drive more revenue.

THE FORTINET MSSP PARTNER PROGRAM

Our new MSSP Program shows that Fortinet is committed to, and is investing in, our MSSP partners. By providing the tools and support necessary to help maintain a competitive edge, we are ensuring that our MSSP partners have what they need to grow and expand their business.

By joining this program, partners will be able to benefit from key Fortinet assets that will enable them to develop their own MSSP services and footprint at the end user.

GLOBALLY RECOGNIZED AS A LEADER IN THE MSSP INDUSTRY

In 2017 the world-renowned analyst firm Frost & Sullivan interviewed MSSPs and security appliance manufacturers in North America. The criteria included feature sets, number and type of appliances installed, partner development, ongoing partner support, and other criteria.

We are proud of the fact that out of all the manufacturers, Fortinet was selected for the third time the #1 security platform for MSSPs.

Frost & Sullivan pointed to our strong MSSP Partner Program and strategic vision, our focus on partner profitability, practical knowledge base, training and support, flexible pricing models and bundling programs, our common OS across a broad hardware footprint, and our centralized management for thousands of devices as the driving forces behind this selection.

MSSPS ELIGIBLE AND ENROLLED IN THIS PROGRAM WILL RECEIVE THE FOLLOWING BENEFITS DEPENDING ON THEIR LEVEL:

FORTINET DEVELOPER NETWORK

Access to official documentation and tools for the advanced features of Fortinet products, such as the FortiManager APIs.



FortiConverter

Access to our policy migration tool that can reduce migration workload, shorten project delivery timescales and improve the productivity of technical teams.



FortiDeploy

Zero-touch bulk provisioning for your FortiGate, FortiWiFi, or FortiAP products to automate the simultaneous roll out of all devices and enable manageability with a single click.



FortiPortal

Access to a dedicated Security policy management and analytics portal for MSSPs.



Our MSSP experts deliver specialized support for Fortinet products including multi-tenant environments, pilot-to-production ROI models, and architecture design. MSSP partners will also be able to take advantage of partner-only webinars and will gain access to exclusive resources and material outlining how to create compelling MSSP product offerings.

ACCESS TO INDUSTRY EXPERTISE WHEN YOU NEED IT

The mission of the Fortinet MSSP Partner Program is to empower MSSPs to build profitable business models, help them adapt to changing market dynamics, and assist in their growth through training, specialized support, and go-to-market programs.

INDUSTRY LEADERSHIP

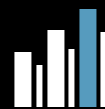


Strong Partner Program and strategic vision: our dedicated MSSP team will work with you to increase your operational efficiencies with Fortinet technology as well as maximize profitability.

Practical knowledge base, training, and support: whether you need technical guidance on the latest Fortinet products and services or business development assistance to create new revenue streams, the Fortinet MSSP team is here to help.

Flexible pricing models and bundling programs: gain access to MSSP partner exclusives.

GROWTH



The Managed Security Service Market is growing rapidly! Our expert team has decades of product and business development expertise to assist you to capture market share.

Fortinet Investment: Our investment in MSSP and our partners continues to grow.

Empower Fortinet MSSPs: we will work with you on OpEx MSS and SecaaS Model Enablement, better preparing MSSPs and their customers for future requirements.

ENGINEERING EXPERTISE



Multi-tenancy expertise: MSSP engineers have in-depth knowledge of virtual domain (VDM) and administrative domain (ADOM) technologies for securing and managing virtual and multi-tenant environments. The virtualization technologies work in conjunction with industry-standard virtual LANs (VLANs) to enable a single virtual or physical Fortinet device to support hundreds of domains within an environment, providing essential visibility and security controls between zones while maintaining the benefits of virtualization.

Cross-platform support: whether your customers are in the cloud, on the customer premises, in the data center, or any combination thereof, MSSP systems engineers can provide guidance on how to deploy these models in an “as-a-service” capacity.

PARTNER RESOURCES

WEBSITE

www.fortinet.com

PARTNER PORTAL

partnerportal.fortinet.com

NSE INSTITUTE

Login to: training.fortinet.com

→ Quick Links on Home page → NSE Training

TRAINING INFORMATION

partnerportal.fortinet.com/English/?rdir=/training/overview.aspx

PRODUCT INFORMATION

partnerportal.fortinet.com/English/?rdir=/products/partner-resources.aspx

MSSP PARTNERS

partnerportal.fortinet.com/English/?rdir=/sales/mssp.aspx

MARKETING AND PROGRAMS INFORMATION

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Latin America & Caribbean:

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MSSP TEAM

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Latin America & Caribbean:

latam_partners@fortinet.com

PROGRAM OVERVIEW

BENEFITS

			
TAILORED RECOMMENDED DISCOUNT			
Sell to	VM on-demand Pre-paid Program*	VM on-demand Pre-paid Program*	VM on-demand Pre-paid Program*
Sell Through	Silver Recommended Discount	Gold Recommended Discount	Platinum Recommended Discount
Deal Registration	Yes	Yes	Yes
NFR Program	Yes	Yes	Yes

* VM ON DEMAND PREPAID PROGRAM

Provides a flexible consumption model where by usage-based payment is provided for FortiOS-VMs and FortiWebOS-VMs. Payment is based on the following metered criteria:




- Volume of traffic protected or resources used by the VM
- FortiGuard threat intelligence services provided

FortiMeter, a part of FortiManager, is required for this licensing model as the metering and license validation point.

This program facilitates MSSPs commercial flexibility and agility in offering their clients new consumption modes and pricing, while minimizing their CAPEX investment.

BENEFITS

CONTINUED

			
DEVELOP MORE SERVICE			
Fortinet Developer Network – Yearly Subscription		Free – 1 year subscription for 1 user to Fortinet Developer Network	Free – 1 year subscription for 1 user to Fortinet Developer Network
FortiConverter License			Free – 1 year multi-vendor configuration migration tool for building FortiOS configurations
FortiDeploy			Free – Enable zero touch bulk provisioning for your FortiGate, FortiWifi or FortiAP products
FortiPortal			Free – FortiPortal-VM, 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

BENEFITS

CONTINUED



RECEIVE THE RIGHT LEVEL OF SUPPORT

Dedicated Fortinet MSSP Account Manager		Yes	Yes
Access to MSSP Resources	Yes	Yes	Yes
Renewal Tracking and Alerting	Yes	Yes	Yes
Opportunity Protection (Sell Through)	Yes	Yes	Yes
Eligible for Funding Towards MSS Focused Marketing Activities	Yes	Yes	Yes
Access to MSSP Center of Excellence	Yes	Yes	Yes
Access to BETA Program	Yes	Yes	Yes
Access to Invite Only MSSP Events Including: Global Partner Conference, Fast & Secure, NSE Experts Academy	Yes	Yes	Yes

EDUCATION

Online Self Paced Sales Training	Free	Free	Free
Online Self Paced Technical Training	Free	Free	Free

Certifications



BENEFITS

CONTINUED



RECOGNITION

Funded MSSP Case Studies	Yes	Yes	Yes
Specialized MSSP Recognition on Fortinet Partner Locator		Yes	Yes

REQUIREMENTS



BREADTH OF SECURITY SERVICE

A Measurable Process for Qualifying a Partner's Eligibility for the MSSP Program	5 Service Points (Minimum)	10 Service Points (Minimum)	18 Service Points (Minimum)
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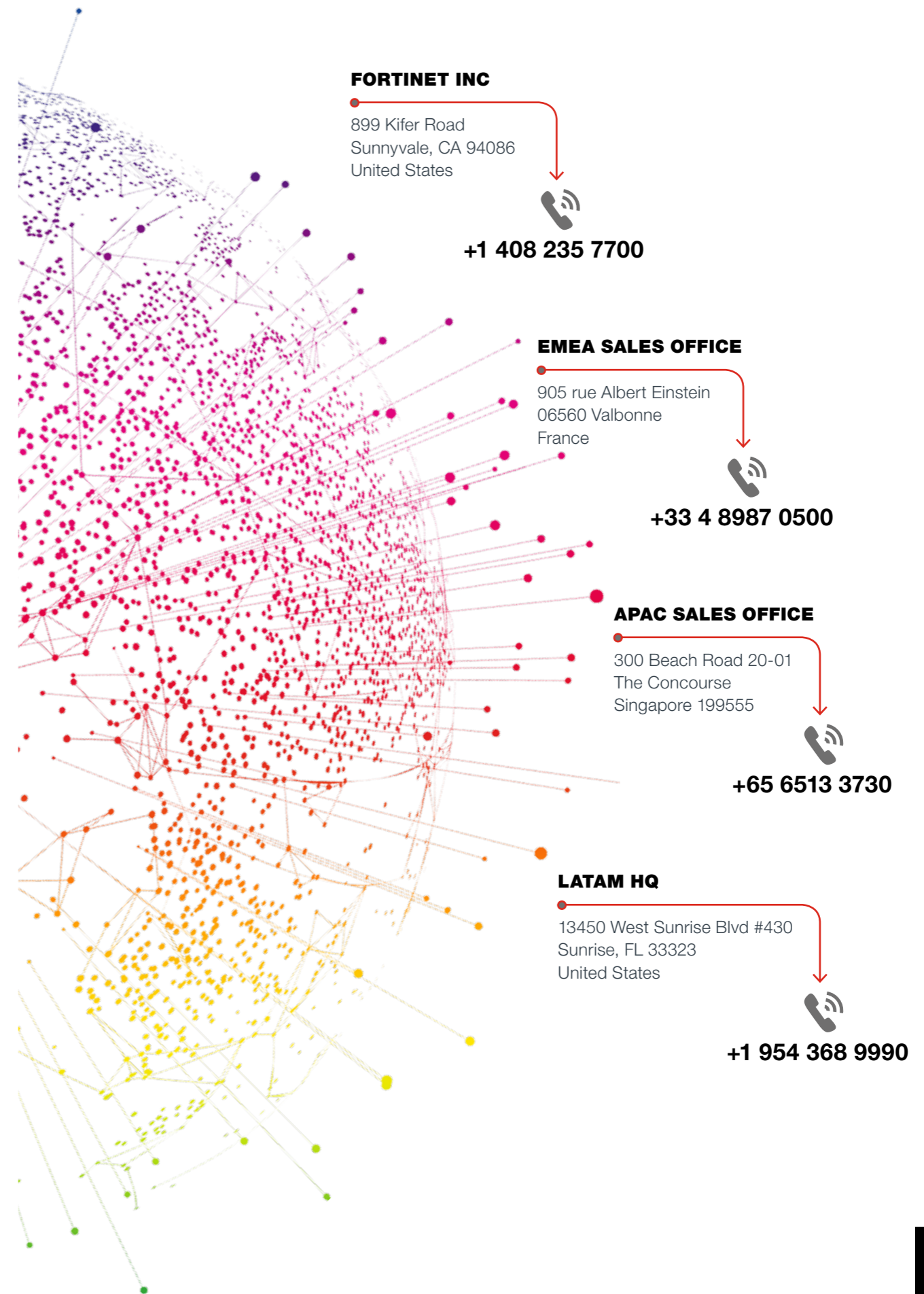
SOC

Security Operations Center	8*5	8*5	24*7
Test/Lab Environment	Yes	Yes	Yes

REQUIREMENTS

CONTINUED

	FORTINET MSSP Silver Partner	FORTINET MSSP Gold Partner	FORTINET MSSP Platinum Partner
BUSINESS			
Include Annual Sell To and Sell Through Revenue	Defined Locally		
Business Plan to Share and Define Goals and Objectives	12 Month	12 Month	36 Month
POS Reporting	Yes	Yes	Yes
PERFORMANCE AUDIT			
Support Ticket Review	Yes – Annual	Yes – Annual	Yes – 6 Month
Business review	Yes – 3 Months Prior to Contract Renewal Date		
EXPERTISE			
NSE1 – Sales	1	2	3
NSE2 – Sales	1	2	3
NSE3 – Sales	1	1	1
NSE4 – Professional TECHNICAL	2	3	4
NSE5 – Analyst TECHNICAL	1	3	4
NSE6 – Specialist TECHNICAL		1	2
NSE7 – Troubleshooter TECHNICAL		2	3
NSE8 – Expert TECHNICAL		0	1
COMPLIANCE			
International Standards Compliance			ISO 27000 Framework





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