

YOUR GUIDE TO FORTINET

FORTINET SECURES ORGANISATIONS AROUND THE WORLD BY EMPOWERING OUR CUSTOMERS WITH COMPLETE VISIBILITY AND CONTROL ACROSS THE EXPANDING ATTACK SURFACE AND THE POWER TO TAKE ON EVER-INCREASING PERFORMANCE REQUIREMENTS TODAY AND INTO THE FUTURE

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Introduction

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify your IT infrastructure. We are a leading global provider of network security and SD-WAN, switching and wireless access, network access control, authentication, public and private cloud security, endpoint security, and AI-driven advanced threat protection solutions for carriers, data centres, enterprises, and distributed offices.

How We Do It

The Fortinet Security Fabric platform 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.

Benefits of the Fortinet Security Fabric

- Open architectural approach to security that dynamically adapts to and secures the evolving IT infrastructure.
- Broad visibility of the entire digital attack surface to better manage risk
- Integrated solution that reduces the complexity of supporting multiple point products
- Automated workflows to increase speed of operations and response

Product Overview

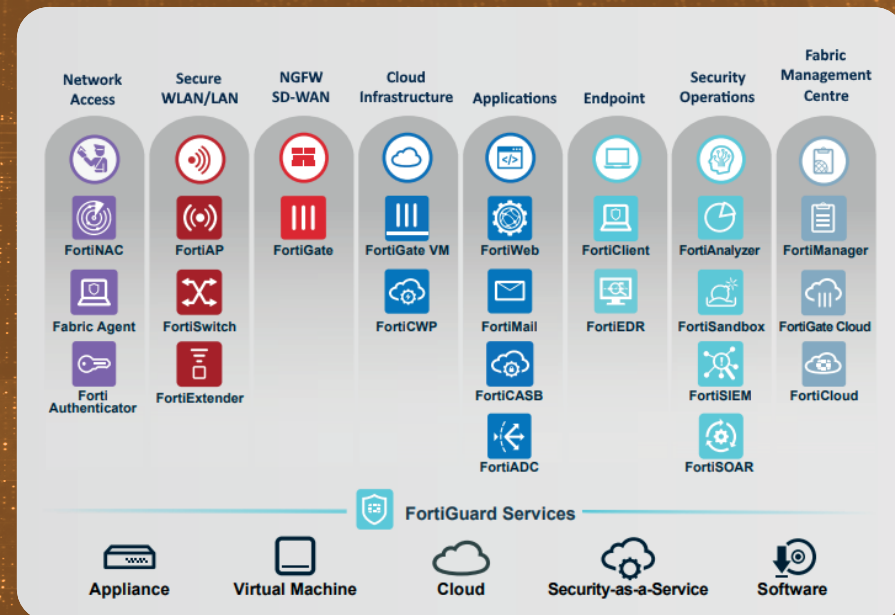
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How You Will Win with Fortinet

1. The fastest and most secure solutions from a leader in the cybersecurity market. With over 5.6m Devices shipped to more than 455,000 customers, Fortinet are the most adopted network security solution.
2. The most comprehensive portfolio of products has allowed Fortinet to develop a visionary suite of made to measure solutions that address all types of environment.
3. Unparalleled Third Party certification: NSS Labs, Gartner, ICSA and other independent testing organisations have consistently validated the effectiveness of Fortinet solutions
4. Sales and Demo initiatives like the Cyber Threat Assessment Program (CTAP) enable customer trials, proof of concept, evaluations and demos which can help shorten the life cycle.
5. Partners are rewarded for their commitment with Deal Registration and Quarterly FortiRewards.

Product Portfolio

Comprehensive portfolio of products offering complete protection across the digital attack surface



Project Examples

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Manufacturing & Offshore Oil Company

Having suffered a serious cyber-attack which had knocked out business critical services, the customer wanted a completely redesigned network with security and segmentation to prevent future attacks. Due to the initial and continued impact of the attack, plus a global pandemic the pressure to ensure the infrastructure was in place and secure remote access was implemented was increased. Exclusive Networks Professional Services created the LLD based on the customers over-arching design for the network. The firewall configuration was built from the ground up to ensure the design was stuck to and ensure that no legacy configurations were brought into the new environment. The new network design has provided the customer with a greater level of security and network visibility to help detect and mitigate new threats within their networking/security infrastructure as well as allowing mobility and secure access for remote workers.

Large National Bank

The customer was looking to consolidate and future proof their security infrastructure, safeguarding both the network and employees from cyber threats with migration from legacy hardware to a new vendor that offered minimal impact to their day to day operation. Exclusive Networks Professional Services worked with the partner and client to create a high level and low-level design. Once agreed, the firewall config was built from ground up, to ensure all new configurations and policies were sanity checked and still required! Our consultative approach from Design, Build, Test and Troubleshoot to handover has built a fantastic relationship with the Partner and End-user which has in turn resulted in further consultancy and demonstrates our value add to both.

Fortinet Advocate Partner uses CTAP to accelerate the sales cycle

Fortinet Partner, Digital Utilities' customer - a premium golf and country club in Cheshire, needed to replace their incumbent solution which had been compromised at multiple levels. Digital Utilities suggested Fortinet's CTAP Programme - a completely free cyber threat assessment which monitors the network over 5-7 days and generates an in-depth report that provides visibility into network risks, the impact it can have on the organisation and the level of urgency to address these. Working with a technical pre-sales consultant from Exclusive Networks, a FortiGate loan unit was deployed inside the customer's network, monitoring traffic to generate the CTAP report covering three sections: security, productivity and utilisation along with a set of actionable recommendations specific to their network. This allowed Digital Utilities to accelerate the purchase decision going from POC to close within two weeks. Delighted with the report findings and the speed of deployment, the customer consulted with Digital Utilities regarding current and future requirements and within days had ordered a FortiGate 200E with UTM support.

Partner Programme



Fortinet Partner Program: ENGAGE

Fortinet's ENGAGE partner program has been designed with the partners' profitability, growth and differentiation in mind offering more flexibility and greater opportunity. It's as easy as 1, 2, 3!

1. ENGAGE: Define your level of engagement

Choose the level of expertise to develop and the benefits to enjoy, for more control over your success with Fortinet.

2. EXPAND: Add your business model

Choose to engage in any or all of three business models: Integrator, MSSP or Marketplace. Each one has benefits that will help grow that segment of your business.

3. SPECIALISE: Differentiate yourself with specialisation

Choose a path to expertise for the solutions driving demand in today's fast-paced security environment, including SD-WAN, Dynamic Cloud, Data Centre and Secure Access and SD-Branch.

Partner Tiers, certifications, requirements, and benefits

If partners choose MSSP or Marketplace as a go to marketing strategy, more benefits are available.

Partner Tier	Requirements & Certifications		Benefits
ADVOCATE	Business Requirements	Fortinet Partner Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model	Authorized to Resell Fortinet Solutions Access to Deal Registration Program Access to Renewal Assets Eligible for Not for Resale Demo (NFR)* Eligible for FortiRewards Program* Competitive Recommended Discounts** Fortinet Support Portal Access Access to Partner Portal & all content
	Training Certification Requirements	1 x NSE 1, 1 x NSE 2	
SELECT	Business Requirements	All Advocate Requirements PLUS Sales Volume Requirement Provide Level 1 Support	All Advocate Benefits PLUS Additional Discount Eligible for Specialization Featured on Partner Locator Direct Access to Fortinet Support*** Access to joint Marketing Funds*
	Training Certification Requirements	1 x NSE 1, 1 x NSE 2, 1 x NSE 4	
ADVANCED	Business Requirements	All Select Requirements PLUS Sales Forecasting Lead Follow Up & Reporting Quarterly Business Plan Review Co-Marketing End User Events	All Select Benefits PLUS Fortinet Channel Account Manager Fortinet Channel Marketing Manager
	Training Certification Requirements	2 x NSE 1, 2 x NSE 2, 2 x NSE 4, 1 x NSE 5 1 x NSE 7 (ENT FW or ATP)	
EXPERT	Business Requirements	All Advanced Requirements PLUS Provide Level 2 Support	All Advanced Benefits PLUS Exclusive Invitations to Fortinet Technical Events
	Training Certification Requirements	2 x NSE 1, 2 x NSE 2, 1 x NSE 3, 3 x NSE 4, 2 x NSE 5, 2 x NSE 6 (unique technologies) 1 x NSE 7 (ENT FW or ATP)	

*Subject to revenue, training and commitment levels, approval by Fortinet and compliant with NSE Certifications



Services & Training

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Technical and service offering

Our team of six NSE certified technical consultants in the UK have skills up to NSE 7. They are supported by a resourcing and project delivery coordination team who ensure that our customers have access to the right resource, at the right place, at the right time working closely with our partners. Typically, our consultants have 10+ years' experience in the IT industry with broad backgrounds and exposure to different facets of IT application and service delivery. This deep and wide foundation adds value to the consultancy process.

The Exclusive Networks consulting team act as an extension of Fortinet and our channel partners in:

- **Presales Engagement**
 - Onsite Meetings
 - Partner Enablement
 - Webex/Demo of Core Products
 - POC
 - Quick Win Support of POC
 - Cyber Threat Assessments (CTAP)
 - Tender Response
- **Professional Services & Support**
 - Technical project LLD and HLD
 - Delivery, installation & configuration (no matter how large or small the deployment)
 - Firewall Health checks
 - First line technical support from our 365x24x7 support team

Training courses available

Exclusive Networks are an Authorised Training Centre for Fortinet certified courses and bespoke training across the country. Our trainer is certified up to the highest NSE certification level and is available for both our partners and their end users. Training courses can be delivered onsite or remotely as required. Fortinet scheduled courses include:

- FortiGate Security
- FortiGate Instructure
- FortiAnalyzer
- FortiManager
- Enterprise Firewall

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Services & Training

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Marketing

The Exclusive Networks marketing team currently have 10 Marketing professionals with a broad range of specialisation and expertise. The team is established to realise the success of our partners by using tried and tested marketing approaches to generate and grow sales pipeline. As an extension of our partners marketing function, we can work with your team to develop strategic marketing approaches, providing content and campaigns to deliver measurable ROI and help you realise events and lead generation activity.

With peer to peer relationships within Fortinet, we're able to provide partners with current insights from Fortinet and their go to market approach to ensure partners have access to campaigns that resonate within today's marketplace.

As a Fortinet partner you are provided a robust set of marketing resources, tools, and programs to help you drive demand and uncover more opportunities for your Fortinet business.

You also have access to the Fortinet Partner Portal which has an asset library and dedicated solution hubs such as SD-WAN, Data Centre, Dynamic Cloud and many more which contain campaign material from enabling your sales teams through to sending out to end user customers and prospects.

Key Resource available to you:

- Dedicated Exclusive Networks Marketing support for Fortinet
- Marketing consultancy to help plan your Fortinet marketing
- Co-brandable email, social media and event marketing assets and campaigns
- Fortinet Partner Social tool with ready-made posts to schedule and share
- Access to recommended 3rd Party Agency Services as required
- Marketing Co-Op Funds available to qualifying partners

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Meet the Team

To help you realise your Fortinet business with Exclusive Networks, get in contact with our dedicated team



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