

**FORTINET**®



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](http://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

[partnermarketing@fortinet.com](mailto:partnermarketing@fortinet.com)

# 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.



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 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 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
<b>Sales Support</b>				
Deal Registration	✓	✓	✓	
Preferred Pricing at Distribution	✓	✓	✓	
Renewal Tracking and Alerting	✓	✓	✓	
Not for Resale Demo Program*	✓	✓	✓	
Promotions and Rewards	✓	✓	✓	
Channel Manager	✓	✓	Inside Sales	via Distribution
<b>Technical Support</b>				
Knowledge Base Access	✓	✓		
Beta Program Participation	✓	✓		
Certified Service Partner Program	✓			
<b>Marketing Support</b>				
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
<b>Communications</b>				
Newsletters	✓	✓	✓	✓
Webinars	✓	✓	✓	✓
Partner Portal	✓	✓	✓	✓
FortiLink App	✓	✓	✓	✓
<b>REQUIREMENTS</b>				
<b>Sales, Marketing, and Operations</b>				
Partner Agreement	✓	✓	✓	✓
Sales Volume Requirement**	500K	250K		
Annual Business Plan	✓			
Sales Forecasting	✓	✓		
Lead Follow-up and Reporting	✓			
Quarterly Business Plan	✓	✓		
Provide Level 1 Support	✓			
<b>Certifications</b>				
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
<b>PRODUCT ACCESS</b>				
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>

## HEADQUARTERS

### FORTINET INC.

899 Kifer Road  
Sunnyvale, CA 94086  
United States  
Tel +1.408.235.7700  
Fax +1.408.235.7737

## CANADA

### BRITISH COLUMBIA OFFICE

Still Creek Campus  
4190 Still Creek Drive, Suite 400  
Burnaby, BC V5C 6C6  
Canada  
Tel +1 604.430.1297  
Fax +1 604.430.1296



Copyright© 2016 Fortinet, Inc. All rights reserved. Fortinet®, FortiGate®, FortiCare® and FortiGuard®, and certain other marks are registered trademarks of Fortinet, Inc., and other Fortinet names herein may also be registered and/or common law trademarks of Fortinet. All other product or company names may be trademarks of their respective owners. Performance and other metrics contained herein were attained in internal lab tests under ideal conditions, and actual performance and other results may vary. Network variables, different network environments and other conditions may affect performance results. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel, with a purchaser that expressly warrants that the identified product will perform according to certain expressly-identified performance metrics and, in such event, only the specific performance metrics expressly identified in such binding written contract shall be binding on Fortinet. For absolute clarity, any such warranty will be limited to performance in the same ideal conditions as in Fortinet's internal lab tests. Fortinet disclaims in full any covenants, representations, and guarantees pursuant hereto, whether express or implied. Fortinet reserves the right to change, modify, transfer, or otherwise revise this publication without notice, and the most current version of the publication shall be applicable.