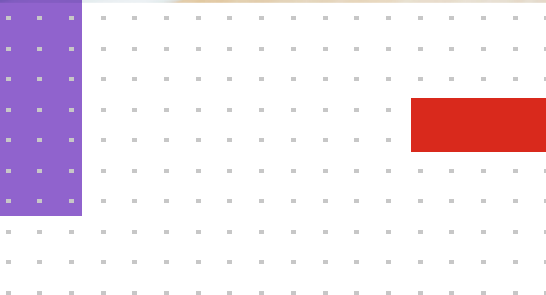


ENGAGE

FORTINET PARTNER PROGRAM



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.



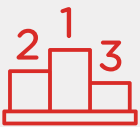
Profitability Through Technology Differentiation

Fortinet's breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.



Business Success with Proven Credibility

Fortinet's innovation superiority with hundreds of patents and industry-leading threat intelligence, alongside our customer ratings and independent analyst reports leadership validates and differentiates your offerings.



100% Committed to the Channel

We're in this together! We have no direct sales team, and we offer sustained sales, marketing, and executive support so you can grow productive, predictable, and profitable relationships.

Fortinet Security Fabric

The Fortinet Security Fabric is at the heart of the Fortinet security strategy. It is a platform organically built around a common operating system and management framework to enable broad visibility, seamless integration and interoperability between critical security elements, and granular control and automation.

Broad

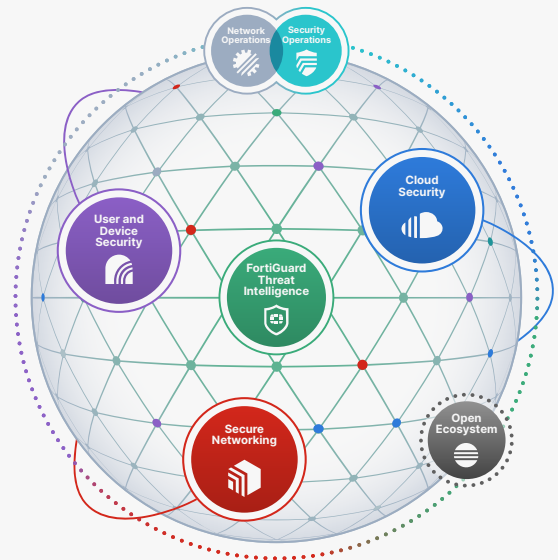
Visibility and protection of the entire digital attack surface to better manage risk.

Integrated

Solution that reduces management complexity and shares threat intelligence.

Automated

Self-healing networks with AI-driven security for fast and efficient operations.



Learn more at fortinet.com/securityfabric

Broad Portfolio of Solutions to Protect Your Digital Attack Surface



User & Device Security

- Universal ZTNA
- SASE
- CASB
- Identity Authentication
- Network Access Control
- Endpoint (EPP/EDR)



Secure Networking

- Next-Generation Firewall
- Secure SD-WAN
- Ethernet
- Wireless
- 5G/LTE WAN Gateway
- And more



Cloud Security

- Cloud-Native Protection
- DevSecOps
- Cloud Firewall
- SD-WAN for Multi-Cloud
- WAF
- Email Security
- ADC/GSLB
- Anti-DDOS



Network Operations

- Centralized Management
- Cloud-Based Management
- AIOps for Networking
- Digital Experience Monitoring (DEM)



Security Operations

- EDR/XDR
- SIEM/SOAR/XDR
- NDR
- Deception
- DRPS/EASM
- Managed SOC & MDR
- Incident Response
- SOC Readiness Training



Open Ecosystem

- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 500+ Open Ecosystem Integrations



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
 <p>You're primarily reselling to customers on-premises, but offer some managed services.</p>	 <p>Most, if not all, of your billings come from selling managed security services.</p>	 <p>You were born-in-the-cloud or are a cloud-certified partner</p>

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.

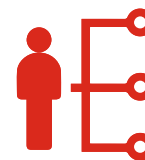
 <p>SPECIALIZATION SD-WAN</p>	 <p>SPECIALIZATION LAN Edge and SD-Branch</p>	 <p>SPECIALIZATION Data Center</p>	 <p>SPECIALIZATION Cloud Security</p>
 <p>SPECIALIZATION Zero Trust Access</p>	 <p>SPECIALIZATION Operational Technology</p>	 <p>SPECIALIZATION Security Operations</p>	

Integrator Benefits



	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Deal Registration Program and Discounts ¹	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) ¹	✓	✓	✓	✓
Eligible for FortiRewards Program ¹	✓	✓	✓	✓
Competitive Recommended Discounts ²	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Eligible for Joint Marketing Funds ¹	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Direct Access to Fortinet Support ³		✓	✓	✓
Preferential Access to Joint Marketing Funds ¹		✓	✓	✓
Eligible for Channel Account Manager ¹		✓	✓	✓
Fortinet Channel Account Manager			✓	✓
Fortinet Channel Marketing Manager			✓	✓
Eligible for Vendor Incentive Program			✓	✓
Access to Vendor Incentive Program				✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
NEW: Access to Engage Preferred Services Partner (EPSP) <i>(additional requirements must be met)</i>				✓
NEW: Access to Engage Tech Support Partner (ETSP) <i>(additional requirements must be met)</i>				✓

Integrator Requirements



Business Requirements	Advocate	Select	Advanced	Expert
Fortinet Integrator Questionnaire	✓	✓	✓	✓
Valid Partner Agreement	✓	✓	✓	✓
Primary Business Face-to-Face Selling Model	✓	✓	✓	✓
Sales Volume Requirement		✓	✓	✓
Provide Level 1 Support		✓	✓	✓
Sales Forecasting			✓	✓
Lead Follow Up and Reporting			✓	✓
Quarterly Business Plan Review			✓	✓
Hold Co-Marketing End-User Events			✓	✓
Provide Level 2 Support				✓

Technical Requirements <i>January 1, 2023 – Sept. 30 2023</i>	Advocate	Select	Advanced	Expert
NSE 1	1	1	2	2
NSE 2	1	1	2	2
NSE 3				1
NSE 4		1	2	3
NSE 5 (exams)			1	2
NSE 6 (unique exams)				2
NSE 7			1	1

Technical Requirements <i>After October 1, 2023</i>	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	2	2
Fortinet Certified Associate (FCA)			1	2
Fortinet Certified Professional (FCP) - Network Security ⁱ		1	1	1
Fortinet Certified Engineer (FCE) - Network Security ⁱⁱ			1	2
Fortinet Certified Expert (FCX)		*	*	*

* FCX can be used in place of any lower requirements

MSSP Benefits



	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Deal Registration Program and Discounts ¹	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) ¹	✓	✓	✓	✓
Eligible for FortiRewards Program ¹	✓	✓	✓	✓
Competitive Recommended Discounts ²	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Eligible for Joint Marketing Funds ¹	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Exclusive Access to Fortinet MSSP Portfolio	✓	✓	✓	✓
On-Premises Hardware	✓	✓	✓	✓
Virtual Machines	✓	✓	✓	✓
SAAS Solution	✓	✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Direct Access to Fortinet Support ³		✓	✓	✓
Preferential Access to Joint Marketing Funds ¹		✓	✓	✓
Eligible for Channel Account Manager ¹		✓ ¹	✓	✓
"Sell-To" Specific Discounting (for Internal Needs) ¹		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Free FortiCloud Premium License		✓	✓	✓
Fortinet Dedicated Channel Marketing Manager			✓	✓
Free Fortinet Developer Network (FNDN) Yearly Subscription, FNDN Developer Toolkit and FNDN Deploy Toolkit ⁶			✓	✓
Eligible for Fast Track Instructor Development Program			✓	✓
NEW: MSSP specific NFR Kit			✓	✓
NEW: FortiClient/ZTNA 25 internal-use license¹			✓	✓
NEW: Invite to Fast and Secure community			✓	✓
NEW: Access to EBC's¹			✓	✓
Access to Vendor Incentive Program			✓	✓
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 ⁸ includes wireless and security features of FortiPortal, and management of 10 FortiGates and 100 FortiAPs				✓
NEW: Preferred invitation, registration and access to Regional Fast and Secure Event ¹				✓
NEW: Eligible for an EA/Specialized Managed Services contract (after additional requirements met)				✓
NEW: Enhanced support for multi-national organizations				✓
NEW: Access to Engage Preferred Services Partner (EPSP) (additional requirements must be met)				✓
NEW: Access to Engage Technical Support Partner (ETSP) (additional requirements must be met)				✓
NEW: Channel Systems Engineer¹				✓
NEW: MSSP Batch RMA Service				✓

ADDITIONAL MSSP BENEFITS MAY BE AVAILABLE IN YOUR REGION

MSSP Requirements



MSSP Business Requirements	Advocate	Select	Advanced	Expert
Valid Partner Agreement	✓	✓	✓	✓
Fortinet MSSP Eligibility Survey	✓	✓	✓	✓
Certain percent ¹ of revenue must come from services	✓	✓	✓	✓
Test Lab Environment		✓	✓	✓
Annual Sell To and Sell Through Revenue ¹		✓	✓	✓
12-Month Business Plan Review		✓	✓	✓
POS Reporting		✓	✓	✓
Annual Support Ticket Review		✓	✓	✓
Business Review, 3 Months Prior to Contract Renewal		✓	✓	✓
Minimum 8x5 Security Operations Center			✓	✓
24x7 Security Operations Center				✓
Semi-Annual Support Ticket Review				✓

MSSP Technical Requirements <i>January 1, 2023 – Sept. 30 2023</i>	Advocate	Select	Advanced	Expert
NSE 1	1	1	2	2
NSE 2	1	1	2	2
NSE 3		1	1	1
NSE 4		1	2	4
NSE 5 (exams)		1	2	3
NSE 6 (unique exams)			1	2
NSE 7			1	2

MSSP Technical Requirements <i>After October 1, 2023</i>	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	2	2
Fortinet Certified Associate (FCA)			1	2
Fortinet Certified Professional (FCP) - Network Security ⁱ		1		
Fortinet Certified Professional (FCP) - Security Operations ⁱⁱⁱ		1	1	1
Fortinet Certified Engineer (FCE) - Network Security ⁱⁱ			1	2
Fortinet Certified Engineer (FCE) - Security Operations ^{iv}			1	1
Fortinet Certified Expert (FCX)		*	*	*

* FCX can be used in place of any lower requirements

Cloud Benefits



	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Access to Deal Registration Program and Discounts ¹	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) ¹	✓	✓	✓	✓
Eligible for FortiRewards Program ¹	✓	✓	✓	✓
Competitive Recommended Discounts ²	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Eligible for Joint Marketing Funds ¹	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Ability to purchase VM Solutions via Distribution which can be installed in a Public Cloud (BYOL)	✓	✓	✓	✓
Authorization to resell Fortinet's published solutions via marketplaces Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud	✓	✓	✓	✓
Discounts available: - BYOL - per Fortinet Partner level - PAYG/SaaS/Custom Private Offer - Via CP Programs (such as AWS CPPO/SPPO)	✓	✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Direct Access to Fortinet Support ³		✓	✓	✓
Preferential Access to Joint Marketing Funds ¹		✓	✓	✓
Eligible for Channel Account Manager ¹		✓	✓	✓
Access to our Cloud Starter Kit		✓	✓	✓
Fortinet Channel Account Manager			✓	✓
Fortinet Channel Marketing Manager			✓	✓
Eligible for Vendor Incentive Program			✓	✓
Free Fortinet Developer Network (FNDN) ⁵ Yearly Subscription (FNDN Developer Toolkit and FNDN Deploy Toolkit) ¹			✓	✓
FortiCASB SaaS Guardian and Data Protection 1 year license			✓	✓
FortiCloud Premium Account License			✓	✓
Access to our Cloud Enterprise Kit			✓	✓
Access to Vendor Incentive Program				✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Dedicated Cloud Expert				✓
NEW: Access to Engage Preferred Services Partner (EPSP) (additional requirements must be met)				✓
NEW: Access to Engage Tech Support Partner (ETSP) (additional requirements must be met)				✓

ADDITIONAL CLOUD BENEFITS MAY BE AVAILABLE IN YOUR REGION

Cloud Requirements



Cloud Business Requirements	Advocate	Select	Advanced	Expert
Valid Partner Agreement	✓	✓	✓	✓
Fortinet Cloud Eligibility Survey	✓	✓	✓	✓
Existing relationship with Cloud Service provider (AWS, Microsoft Azure, Google Cloud, Oracle Cloud, AliCloud)	✓	✓	✓	✓
Sales Volume Requirement		✓ ¹	✓	✓
Cloud Business Plan			✓	✓
Established cloud provider at AWS, Microsoft Azure, Google Cloud, Oracle Cloud, and/or AliCloud with either: - Managed Partner Level - Certified Cloud Engineer/Architect			✓	✓

Technical Requirements <i>January 1, 2023 – Sept. 30 2023</i>	Advocate	Select	Advanced/Expert
Adaptive Cloud Sales Training	1	1	1
NSE 3 – FortiGate Essentials		-	-
NSE 4		-	-
NSE 5 (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS recommended)			1
NSE 6 (AWS/Azure required, plus FortiMail/FortiWeb for Advanced/Expert)		1	2

Technical Requirements <i>After October 1, 2023</i>	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	1	2
Fortinet Certified Associate (FCA)			1	1
Fortinet Certified Professional (FCP) – Public Cloud Security ^v		1	1	1
Fortinet Certified Engineer (FCE) – Public Cloud Security				1
Fortinet Certified Expert (FCX)		*	*	*

- Recommended

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.

Specialization Benefits	Select	Advanced	Expert
Specialization Badge	✓	✓	✓
Featured on Partner Locator	✓	✓	✓
Discounted Specialization-Specific Not for Resale (NFR) Kit	✓	✓	✓
Eligible for Joint PR Activity			✓
Eligible for 1 Exclusive Accelerate Pass ⁹			✓

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 Requirements (Current)	Technical Requirements (After October 1, 2023)
 SPECIALIZATION SD-WAN	Required	NSE 7 SD-WAN	SD-WAN Architect exam badge
 SPECIALIZATION LAN Edge and SD-Branch	Required	NSE 7 LAN Edge	LAN Edge Architect exam badge
 SPECIALIZATION Data Center	Required	<ul style="list-style-type: none"> - Select: NSE 7 (2) - Advanced: NSE 7 (3) - Expert: NSE 8 	<ul style="list-style-type: none"> - Select: (2) Enterprise Firewall Administrator exam badge - Advanced: (3) Enterprise Firewall Administrator-exam badge - Expert: (1) FCX
 SPECIALIZATION Cloud Security	Required	NSE 4 NSE 7 Cloud	Public Cloud Security Architect exam badge
 SPECIALIZATION Zero Trust Access	Required	NSE 5 FortiClient EMS NSE 6 FortiNAC NSE 6 FortiAuthenticator	Zero Trust Access Architect exam badge
 SPECIALIZATION Operational Technology	Required	NSE 7 Operational Technology	Operational Technology Security Architect exam badge
 SPECIALIZATION Security Operations	Required	NSE 5 FortiEDR NSE 7 Advanced Analytics NSE 7 FortiSOAR Design and Development	Security Operations Architect exam badge

Resources

Partner Portal

<https://partnerportal.fortinet.com>

NSE Learning Center

<https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx>

Fortinet Support

<https://support.fortinet.com>

APAC Channel Team

apac_partners@fortinet.com

EMEA Channel Team

emea_partners@fortinet.com

LATAM Channel Team

latam_partners@fortinet.com

North America Channel Team

partners@fortinet.com

Corporate Website

<https://www.fortinet.com>

Product Information

<https://www.fortinet.com/products/index.html>

Footnotes

Program Benefits Footnotes

1. Subject to regional variation or availability. Check with your local contact for details.
2. Discount increases with partner level
3. If compliant with NSE Certification
4. Discount increases with partner level
5. If compliant with certification requirements
6. 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.
7. FortiClient/ZTNA 25 internal-use license SKU FC1-10-EMS05-428-01-12
8. Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager
9. If compliant with Expert Level program requirements (NSE and Revenue) during eligibility period

Program Requirements Footnotes

- i. Requirement can be met with Engage Network Security FCP Equivalent
- ii. Requirement can be met with Engage Network Security FCE Equivalent
- iii. Requirement can be met with Engage Security Operations FCP Equivalent
- iv. Requirement can be met with Engage Security Operations FCE Equivalent
- v. Requirement can be met with Engage Public Cloud Security FCP Equivalent

