

Get Rewarded for Approved Deal Registrations with Completed Cyber Threat Assessments

Valid from January 1, 2023 through June 30, 2023



Earn \$300 for Approved Deal Registration w/ completed CTAP

Fortinet's Cyber Threat Assessment Program (CTAP) allows you to become a trusted advisor with your customers. CTAPs help you identify issues on your customers' networks, find the right products to solve those issues, ultimately leading to increased deal sizes and higher close rates.

CTAPs are ideal for both greenfield and renewal opportunities and can expand your business by giving customers an in-depth view of their network security.

We are rewarding partners who use this powerful tool to bring in more business – earn \$300 per approved Deal Registration with corresponding, completed CTAP!

GET STARTED:

1. Identify an end-user opportunity
2. [Register a deal](#) where you intend to run an assessment
3. Visit the [CTAP Hub](#) on the Partner Portal to learn about the CTAP sales methodology
4. Register an end-user assessment on the CTAP Portal (via the Get Started link on the [CTAP Hub](#))
5. Once the the Deal Registration is approved ([view your deals](#)), add your Deal Registration ID to your CTAP assessment in the CTAP portal
6. When the assessment is completed, you're ready to submit a claim for your \$300 reward.

SUBMIT A CLAIM

1. Start at the [FortiRewards Incentive Page](#) to submit your claim. Claims must include a valid CTAP ID, Deal Registration ID, End-User Company and URL. End User information must match on CTAP and Deal Registration
2. CTAP must be completed between January 1, 2023 and June 30, 2023
3. Deal under \$5K are not eligible
4. Deal must be approved within 45 days of CTAP completion date (either before or after)
5. Claims must be submitted through the FortiRewards site, no later than July 17, 2023
6. Resellers can submit multiple claims for multiple end-user completed CTAPs with approved deal registrations, but no more than 10 claims per partner, per quarter

1H 2023 DEAL REG + CTAP INCENTIVE TERMS AND CONDITIONS

1. The Completed CTAP Incentive program begins January 1, 2023 and ends 11:59 pm PT on June 30, 2023 “Program Term”.
2. Program is only valid for approved Deal Registrations with completed CTAPs assessments for the same end-user account at valid end-user sites.
3. Incentive is only available in Canada or the United States during the Program Term.
4. Deal Registration under \$5K are not eligible.
5. Deal Registration and CTAP must be submitted by the partner user submitting FortiRewards claim.
6. Only Fortinet Reseller-initiated CTAPs for qualifying end-user accounts are eligible. Internal test environments are not eligible.
7. Valid, approved Deal Registration IDs must be added to CTAP portal to the corresponding assessments.
8. Approved Deal Registration end user must match completed CTAP end user.
9. Deal Registration must be approved within 45 days of CTAP completion (either before or after)
10. Claims must be made within 60 days of CTAP completion.
11. No more than 10 CTAPs will be approved per individual per quarter.
12. Limit one incentive per end user site.
13. Fortinet reserves the right to reject any individual claim for issues related to lab tests, improper deployment/setup, multiple assessments related to the same opportunity, assessments with very low bandwidth, etc.
14. All Terms and Conditions of the Fortinet Incentive Program Agreement (“FortiRewards”) apply to this program.
15. Overall FortiRewards payments to individuals are capped at \$10,000 per quarter.
16. Funds will be available 3-5 weeks after the end of the Program Term.
17. Rewards are payable to either Reseller company or individuals, depending on how Reseller opted into the Fortinet Rewards Program.
18. By participating in this incentive, Partner agrees that they have: (a) Read, understand and approve Partner’s participation in the program and agree that such participation will not violate Partner’s policies and (b) certifies that Partner is in no way affiliated with the government or with any government entity or affiliate.
19. Program is void where prohibited by law.
20. 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. Fortinet disclaims in full any guarantees.
21. Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower points awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.

