



FortiRewards - EMEA

Q4 2023 - Reseller Partner Rewards

1st October, 2023 - 31st December 2023



Keep on Increasing your Technical Expertise with the NSE Program Booster

We are reimbursing your NSE Certifications.

In this year of transition with the new [NSE Program](#), we are committed to supporting your knowledge investment.

If you achieve one of the following certifications, we will reimburse you \$400

- Fortinet Certified Professional (FCP)
- Fortinet Certified Solution Specialist (FCSS)
- Fortinet Certified Expert (FCX)

Proof of Performance Requested (all documents are compulsory)

1. Proof of purchase of the exam voucher.
2. Copy of final certification achieved between 1st October, 2023 and 31st December, 2023.

Eligibility:

Maximum of 2 claims (or \$800) per partner

One claim per certification is required.



SMB BOOSTER

Our popular SMB Reward is still available!

All Advocate and Select Partners closing a deal of minimum \$8,000:

- Every \$8,000* deal earns \$200
- Every \$13,000* deal earns \$400
- Every \$17,000* deal earns \$500

*End-user value without VAT.

Proof of Performance Requested:

Reseller invoice to End-user dated between 1st October, 2023 and 31st December, 2023.

Eligibility:

One invoice per partner per End-user.

Claims must include End-user company name and invoice.

Maximum claim of 5 SMB Boosters per Partner Account.

All renewal/coterms deals are excluded





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SECURE REMOTE WORKERS WITH FORTISASE

Wherever they work, make sure your remote workforce gets the highest level of security.

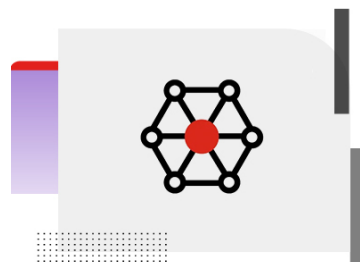
- Earn \$200 when you order FortiSASE SKU FC2-10-EMS05-547-02-DD (FortiTrust-SASE Subscription for 50-499 Users) during Q4.

Proof of Performance Requested:

Reseller invoice to End-user including the SKU FC2-10-EMS05-547-02-DD and dated between 1st October, 2023 and 31st December, 2023.

Eligibility:

Maximum reward is \$600 per partner.



UPSELL WITH RENEWALS

Maximize your Q4 Renewal Business by offering the most advanced management and analytics solution.

Add the FortiGate Cloud service to your FortiGate Renewal!

- Close renewal deals ranging from \$5,000* to \$10,000* where you have added a new FortiGate Cloud service and earn \$200
- Close \$10,000+ renewal deals where you have added a new FortiGate Cloud Service and earn \$450

*End-user value without VAT.

Proof of Performance Requested (all documents are compulsory):

1. Reseller invoice to End-user including the SKU FC-10-XXXX-131-02-DD dated between 1st October and 31st December.
2. Forticare Coterm or Renewal Quote ID containing the new SKU FC-10-XXXX-131-02-DD with a minimum length of 36 months (or 1095 days in coterm).

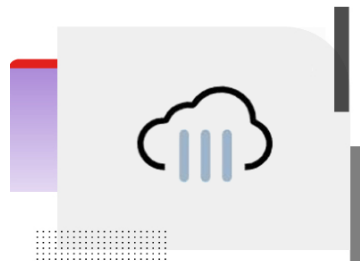
Eligibility:

One invoice per partner per End-user. Claims must include End-user company name and invoice.

The reward applies only if the added FortiGate Cloud Service is a first buy.

The reward is not applicable to renew existing FortiGate Cloud Services.

Maximum 3 claims per Partner Account.



Claiming Details

Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q1 claims can be submitted until the end of Q1; claims submitted in Q2 will fall into the next cycle). Funds will be available 4-6 weeks after the Quarterly Redemption Cycle. To access your funds, create a [XTRM](#) account – [XTRM](#) is Fortinet's global payment processor partner for FortiRewards.

All reward offers are valid from 1st October, 2023 to 31st December, 2023

Rewards are payable to either the Partner company or individuals, depending on how the Partner opted into the Fortinet Rewards Program. Q4 claims available until 31st December, 2023.

Not Yet Registered for Rewards?

It's easy. Register at: <https://partnerportal.fortinet.com>
For more details, contact your Fortinet Sales Team or
Email: EMEA_partners@fortinet.com