ENGAGE

F::RTINET. PARTNER PROGRAM

Partner for Success
Solutions built to drive partner growth

Providing your customers with cybersecurity everywhere it's needed.
Fortinet is the industry's leading cyber security platform vendor. No other vendor has the strength and positioning to provide your customers with the platform approach necessary to effectively combat today's complex cyber security landscape. By consolidating vendors and point products across both security and networking, organizations reduce complexity and close security gaps.

Fortinet partners are able to sell and support our portfolio of over 50 enterprise-grade products, the largest integrated offering available, delivering proven cybersecurity everywhere your customers need it.

Most deployed, most patented, and most validated cybersecurity vendor.
Engage partners gain access to the industry's highest performing and most expansive cybersecurity platform.

Global Customer Base
775,000+
Customers

Q2 2024 Billings
$1.54B
(as of Jun.30, 2024)

Global Patents
1,354
(as of Jun.30, 2024)

Broad, Integrated Portfolio of
50+
Enterprise Cybersecurity Products

Strong Analyst Validation
100+
Enterprise Analyst Report Inclusions
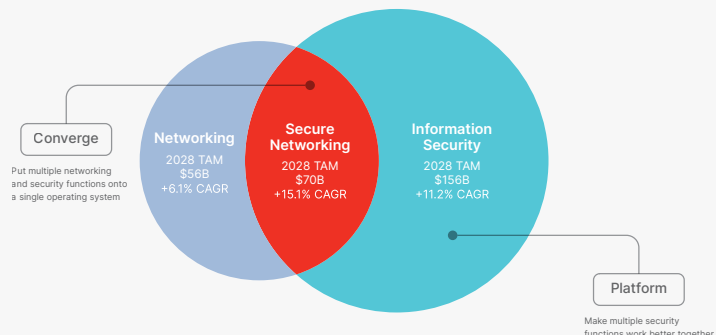
Units Shipped
12.7M+
(as of Jun.30, 2024)
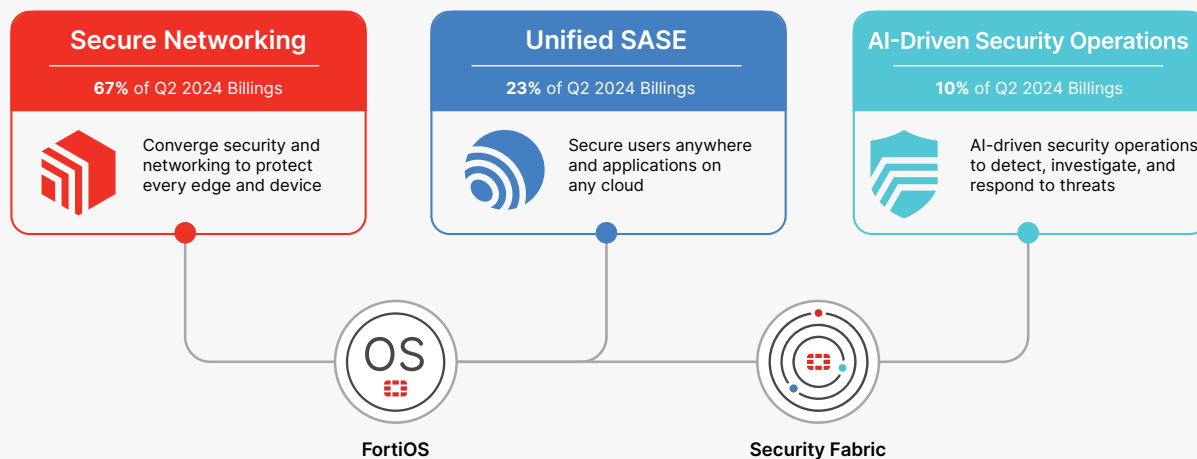
Partner with us to Tap into a Huge Market Opportunity.

By partnering with Fortinet, you unlock exclusive access to a huge market opportunity - $282B by 2028.

Our AI-driven platform approach gives you the ability to sell solutions that tap into this opportunity, solving current and future cyber security concerns.

Converge
Put multiple networking and security functions onto a single operating system

Networking
2028 TAM
$56B
+6.1% CAGR

Secure Networking
2028 TAM
$70B
+15.1% CAGR

Information Security
2028 TAM
$156B
+11.2% CAGR

Platform
Make multiple security functions work better together

The Fortinet Security Fabric: Cybersecurity, Everywhere You Need It

Within our unified platform, three solutions redefine cybersecurity, helping you to respond to an ever-evolving cybersecurity landscape to meet constantly accelerating business needs. The solution to simplifying complex networks, distributed users, and hybrid applications is the convergence and consolidation of security, all with flexible consumption models to make buying easy.

Secure Networking
67% of Q2 2024 Billings

Converge security and networking to protect every edge and device

Unified SASE
23% of Q2 2024 Billings

Secure users anywhere and applications on any cloud

AI-Driven Security Operations
10% of Q2 2024 Billings

AI-driven security operations to detect, investigate, and respond to threats

OS

FortiOS

Security Fabric

Grow and Differentiate Your Business with Fortinet's Engage Partner Program

Engage and Grow
Through our broad portfolio, partners who invest in Fortinet grow their business faster, build better relationships with customers, and have access to more opportunities than any other vendor. Partners who invest in Fortinet see exponential returns.

Expand and Specialize
The Engage Program has built-in flexibility to easily expand and specialize your offerings. As you invest with Fortinet, we invest in you with increasing access to program benefits including discounts, rebates, specialization designations, and channel team support driving your success.

Trust Your Vendor: 100% Channel Model
With no direct sales team, 100% of our business is through the channel. We offer sales, marketing, and executive support to help you nurture predictable and profitable customer relationships.

Engage: A Flexible Program that Adapts with our Partners

ENGAGE FORTINET. PARTNER PROGRAM   **Define Your Journey with Fortinet**

1 ENGAGE
Define Level of Engagement

Fortinet meets you were you are and supports your growth with us

2 EXPAND
Select Business Model(s)

Aligned with your business strategies, supporting multiple business models with benefits to enhance and expand your practice

3 SPECIALIZE
Differentiate with Specializations

Stand out with market-driven specializations that allow you to focus on and be recognized in key business growth areas

Integrator

Business model for partners who primarily resell to customers on-premises; can offer some managed services.

BENEFITS

Integrator Benefits by Level of Engagement	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 Channel Account Manager[1]		✓	-	-
Eligible for Joint Marketing Funds[1]		✓	-	-
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds[1]			✓	✓
Fortinet Channel Marketing Manager			✓	✓
Eligible for Vendor Incentive Program[1]			✓	✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP) *(additional requirements must be met)*				✓
Access to Engage Tech Support Partner (ETSP) *(additional requirements must be met)*				✓

Integrator

Business model for partners who primarily resell to customers on-premises; can offer some managed services.

REQUIREMENTS

Integrator 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				✓

Integrator Technical NSE Requirements	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 Solution Specialist (FCSS) - Network Security or Secure Access Service Edge (SASE)[ii]			1	2
Fortinet Certified Expert (FCX)*				*

* *FCX Recommended for Expert*

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement. Additional FCSS certifications can only cover FCP requirements within the same pillar/career path (i.e. FCSS Network Security can cover FCP Network Security, but not FCP Public Cloud Security).

MSSP

Most of your billings come from selling managed security services.

BENEFITS

MSSP Benefits by Level of Engagement	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	✓	✓	✓	✓
Exclusive Access to Fortinet MSSP Portfolio	✓	✓	✓	✓
On-Premises Hardware ●	✓	✓	✓	✓
Virtual Machines ●	✓	✓	✓	✓
SAAS Solution ●	✓	✓	✓	✓
Eligible for Channel Account Manager[1]		✓	✓	✓
Eligible for Joint Marketing Funds[1]		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
"Sell To" Specific Discounting (for internal needs)[1] ●		✓	✓	✓
Free FortiCloud Premium License ●		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds[1]			✓	✓
Fortinet Channel Marketing Manager			✓	✓
Eligible for Vendor Incentive Program[1]			✓	✓
Free Fortinet Developer Network (FNDN) Yearly Subscription, FNDN Developer Toolkit and FNDN Deploy Toolkit[6]			✓	✓
Eligible for Fast Track Instructor Development Program			✓	✓
FortiClient/ZTNA 25 internal-use license[1] ●			✓	✓
Invite to Fast and Secure community ●			✓	✓
Access to EBC's[1]			✓	✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP) *(additional requirements must be met)*				✓
Access to Engage Tech Support Partner (ETSP) *(additional requirements must be met)*				✓
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 ●				✓
Preferred invitation, registration and access to Regional Fast and Secure Event[1] ●				✓
Eligible for an EA/Specialized Managed Services contract ●				✓
Enhanced support for multi-national organizations ●				✓
MSSP Batch RMA Service ●				✓
Channel Systems Engineer[1] ●				✓

● *Indicates benefit available only to partners with the MSSP Business Model*

ADDITIONAL MSSP BENEFITS MAY BE AVAILABLE IN YOUR REGION

MSSP

Most of your billings come from selling managed security services.

REQUIREMENTS

MSSP Business Requirements	Advocate	Select	Advanced	Expert
Valid Partner Agreement	✓	✓	✓	✓
Fortinet MSSP Eligibility Survey	✓	✓	✓	✓
Certain percent[1] of revenue must come from services	✓	✓	✓	✓
Provide Level 1 Support		✓	✓	✓
Test Lab Environment		✓	✓	✓
Annual Sell To and Sell Through Revenue[1]		✓	✓	✓
12-Month Business Plan Review		✓	✓	✓
POS Reporting		✓	✓	✓
Business Review, 3 Months Prior to Contract Renewal		✓	✓	✓
Annual Support Ticket Review		✓	✓	
Minimum 8x5 Security Operations Center			✓	
Provide Level 2 Support				✓
24×7 Security Operations Center				✓
Semi-Annual Support Ticket Review				✓

MSSP Technical NSE Requirements	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 or Public Cloud Security[iii]		1	1	1
Fortinet Certified Solution Specialist (FCSS) - Network Security or Secure Access Service Edge (SASE)[ii]			1	2
Fortinet Certified Solution Specialist (FCSS) - Security Operations or Public Cloud Security[iv]			1	1
Fortinet Certified Expert (FCX)*				*

* *FCX Recommended for Expert*

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement. Additional FCSS certifications can only cover FCP requirements within the same pillar/career path (i.e. FCSS Security Operations can cover FCP Security Operations, but not FCP Public Cloud Security).

Cloud

Born-in-the-cloud or cloud-certified partner

BENEFITS

Cloud Benefits by Level of Engagement	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	✓	✓	✓	✓
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)	✓	✓	✓	✓
Eligible for Channel Account Manager[1]		✓	✓	✓
Eligible for Joint Marketing Funds[1]		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds[1]			✓	✓
Fortinet Channel Marketing Manager			✓	✓
Eligible for Vendor Incentive Program[1]			✓	✓
Access to our Cloud Starter Kit ●			✓	✓
Free FortiGLB Cloud License ●				✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP) *(additional requirements must be met)*				✓
Access to Engage Tech Support Partner (ETSP) *(additional requirements must be met*				✓
Dedicated Fortinet Cloud Expert ●				✓

● *Indicates benefit available only to partners with the Cloud Business Model*

ADDITIONAL CLOUD BENEFITS MAY BE AVAILABLE IN YOUR REGION

Cloud

Born-in-the-cloud or cloud-certified partner

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			✓	✓

Cloud Technical NSE Requirements	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 Solution Specialist (FCSS) – Public Cloud Security				1
Fortinet Certified Expert (FCX)*				*

* *FCX Recommended for Expert*

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement. Additional FCSS certifications can only cover FCP requirements within the same pillar/career path (i.e. FCSS Public Cloud Security can cover FCP Public Cloud Security, but not FCP Network Security).

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[3]			✓

Engage Partner Specializations

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.

	SALE TRAINING REQUIREMENT	TECHNICAL REQUIREMENT
Secure Networking		
FORTINET ENGAGE Account Specialization DATA CENTER	Data Center Sales Training	**Select:** FCSS Enterprise Firewall Administrator exam (2) **Advanced:** FCSS Enterprise Firewall Administrator exam (3) **Expert:** FCX Cybersecurity Certification
FORTINET ENGAGE Account Specialization SECURE CONNECTIVITY LAN	Secure Connectivity Sales Training	FCSS LAN Edge Architect Exam
Unified SASE		
FORTINET ENGAGE Account Specialization SASE	SASE Sales Training	FCSS FortiSASE Administrator Exam
FORTINET ENGAGE Account Specialization SD-WAN	SD-WAN Sales Training	FCSS SD-WAN Architect Exam
FORTINET ENGAGE Account Specialization CLOUD SECURITY	Public Cloud Security Sales Training	FCSS Public Cloud Security Certification
Security Operations		
FORTINET ENGAGE Account Specialization SECURITY OPERATIONS	Security Operations Sales Training	FCSS Security Operations Certification
Verticals		
FORTINET ENGAGE Account Specialization OPERATIONAL TECHNOLOGY	Operational Technology Sales Training	FCSS Operational Technology Certification

*One (1) Training or Exam required for each unless otherwise indicated

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 Expert Level program requirements (NSE and Revenue) during eligibility period
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

Program Requirements Footnotes
i. *Requirement can be met with Engage Network Security FCP designation*
ii. *Requirement can be met with Engage Network Security FCSS designation*
iii. *Requirement can be met with Engage Security Operations FCP designation*
iv. *Requirement can be met with Engage Security Operations FCSS designation*
v. *Requirement can be met with Engage Public Cloud Security FCP designation*