



Q4 2022 Reseller Partner Rewards

1st October, 2022 - 31st December, 2022



SMB BOOSTER

Our popular SMB Reward is back! For Q4, earn even more \$\$\$ with the Deal Registration Bonus

All Advocate and Select Partners closing a deal of minimum \$7,000:

- Every \$7,000* deal earns \$200 and \$50 more if Deal Registered - \$250 in total
- Every \$12,000* deal earns \$400 and \$100 more if Deal Registered - \$500 in total
- Every \$15,000* deal earns \$600 and \$150 more if Deal Registered - \$750 in total

*End-user value without VAT.



Proof of Performance Requested:

Reseller invoice to End-user dated between 1st October, 2022 and 31st December, 2022.

1 invoice per partner per End-User.

Claims must include End-user company name and invoice.

For Deal registration extra bonus, please include a screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal Registration ID.

Maximum claim of 5 SMB Booster per Partner Account.

Deal Registration rewards are not cumulative.

Deal Registration ID can only be used to claim 1 Q4 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.

TAKE YOUR SECURITY BUSINESS TO THE NEXT LEVEL

Begin your journey to Business Model adoption or Specialization by gaining the necessary knowledge and skills with NSE Certifications.

- Earn \$400 when you achieve any NSE 5, NSE 6, NSE 7 or NSE 8 Certificate

Proof of Performance Requested:

Proof of NSE voucher purchased required.

Proof of certification achieved between 1st October and 31st December, 2022.

Only one claim per partner.





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REWARDING PARTNER LED BUSINESS

A partner-led opportunity doesn't require our sales or SE teams to be in touch directly with end customers.

Successfully close a Partner Led opportunity and place your order by end of Q4 to earn up to \$1,000

- from \$15K - \$25K* earn \$500
- from \$25K - \$50K* earn \$1000

* End-user value without VAT.

Proof of Performance Requested:

Reseller invoice to End-user dated between 1st October, 2022 and 31st December, 2022.

Deal registration ID: A screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal Registration ID.

In our system the opportunity will have to be tagged as Partner Led.

Please check with your local Fortinet representative before claiming a "Partner Led" Deal

Renewal excluded. One single PO must be placed at the distributor.

Deal Registration rewards are not cumulative. Deal Registration ID can only be used to claim 1 Q4 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.



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 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, 2022 to 31st December, 2022**

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the Fortinet Rewards Program.

Q4 claiming available until 31st December, 2022.

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