



FortiRewards - EMEA

Q1-2021 Reseller Partner Rewards

CTAP VM

Earn **1000** points for every CTAP VM completed with a customer

- Limit one reward per end user report.
- Resellers can submit multiple claims for multiple end users.
- CTAP must be completed and claimed by March 31st, 2021.
- This SPIFF program is available to all Expert, Advanced, Select and Advocate partners registered under the FortiRewards Program.

Documentation needed: CTAP report with customer name

TRADE UP

Earn **1500** points for any trade-up above \$3500

- All partners making a Trade Up worth at least \$3500* get rewarded 1500 points
- Invoice date to End-user must be between January 1st and March 31st 2021
- Claim must include Trade Up ID and End-User invoice

Documentation needed: Reseller invoice to end-user and Trade-up ID

**End user value*

SMB BOOSTER

Earn **UP TO 7 500** extra points by closing a deal before December 31st 2020.

- All Advocate and Select partners closing a deal (min 5000\$) get rewarded:
 - **Every \$2,500* deal earns 1000 points (\$100)**
 - **Every \$5,000* deal earns 2500 points (\$250)**
 - **Every \$10,000* deal earns 5000 points (\$500)**
 - **Every \$15,000* deal earns 7500 points (\$750)**
- Invoice date must be between January 1st and March 31st, 2020.
- Claims must include End-User Company name and invoice.

Documentation needed: Reseller invoice to End-user

**End user value*

Claiming available from January 1st to March 31st, 2021

Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q2 claims can be submitted through 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 an XTRM account – XTRM is Fortinet's global payment processor partner for FortiRewards.

All reward offers are valid from January 1st to March 31st, 2020

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the Fortinet Rewards Program. Q1 claiming available until March 2021.

Not Yet Registered for Rewards?

It's easy. Go to:

<https://partnerportal.fortinet.com> to register today!

For more details, contact your Fortinet Sales Team or Email: EMEA_partners@fortinet.com