

# Requirements & Benefits Matrix



# BENEFITS

## Integrator

## MSSP all Integrator benefits plus:

## Marketplace all Integrator benefits plus:

	Integrator	MSSP <small>all Integrator benefits plus:</small>	Marketplace <small>all Integrator benefits plus:</small>
<b>ADVOCATE</b>	 <b>Sales Support</b> <ul style="list-style-type: none"> <li>Authorized to Resell Fortinet Solutions</li> <li>Access to Deal Registration Program and Additional Associated Discounts<sup>5</sup></li> <li>Access to Renewal Assets</li> <li>Eligible for Not for Resale Demo (NFR)<sup>5</sup></li> <li>Eligible for FortiRewards Program<sup>5</sup></li> <li>Competitive Recommended Discounts<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>Exclusive Access to Fortinet MSSP Portfolio</li> </ul>	<ul style="list-style-type: none"> <li>Ability to Purchase VM Solutions Via Distribution Which Can be Installed in a Public Marketplace (BYOL)</li> </ul>
	 <b>Technical Support</b> <ul style="list-style-type: none"> <li>Fortinet Support Portal Access</li> </ul>	<ul style="list-style-type: none"> <li>On-Premises Hardware</li> <li>Virtual Machines</li> <li>SAAS Solution</li> </ul>	
	 <b>Marketing and Communications</b> <ul style="list-style-type: none"> <li>Eligible for Joint Marketing Funds<sup>5</sup></li> <li>Access to Partner Portal, Webinars, Newsletters</li> </ul>	<ul style="list-style-type: none"> <li>Eligible for Joint Marketing Funds<sup>5</sup></li> </ul>	
	<b>Plus All ADVOCATE Benefits</b>	<b>Plus All ADVOCATE Benefits</b>	<b>Plus All ADVOCATE Benefits</b>
<b>SELECT</b>	 <b>Sales Support</b> <ul style="list-style-type: none"> <li>Eligible for Specialization</li> <li>Featured on Partner Locator</li> </ul>	<ul style="list-style-type: none"> <li>"Sell-To" Specific Discounting (for Internal Needs)<sup>5</sup></li> <li>Eligible for Specialization</li> <li>Featured on Partner Locator</li> </ul>	<ul style="list-style-type: none"> <li>Ability to Purchase Directly from Public Cloud/Private Cloud Provider or Distributor Marketplace</li> <li>Eligible for Specialization</li> <li>Featured on Partner Locator</li> </ul>
	 <b>Technical Support</b> <ul style="list-style-type: none"> <li>Direct Access to Fortinet Support<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>Direct Access to Fortinet Support<sup>2</sup></li> </ul>	
	 <b>Marketing and Communications</b> <ul style="list-style-type: none"> <li>Preferential Access to Joint Marketing Funds<sup>5</sup></li> </ul>		
	<b>Plus All SELECT Benefits</b>	<b>Plus All SELECT Benefits</b>	<b>Plus All SELECT Benefits</b>
<b>ADVANCED</b>	 <b>Sales Support</b> <ul style="list-style-type: none"> <li>Fortinet Channel Account Manager</li> <li>Fortinet Channel Marketing Manager</li> <li>Eligible for Vendor Incentive Program<sup>5</sup></li> </ul>	<ul style="list-style-type: none"> <li>Free Fortinet Developer Network (FNDN) Yearly Subscription – FNDN Developer Toolkit and FNDN Deploy Toolkit<sup>3</sup></li> <li>Fortinet Channel Account Manager</li> <li>Fortinet Channel Marketing Manager</li> <li>Eligible for Vendor Incentive Program<sup>5</sup></li> </ul>	<ul style="list-style-type: none"> <li>AWS: Eligible to apply for Consulting Partner Private Offer (CPPO)<sup>5</sup></li> <li>Dedicated Cloud Expert</li> <li>Using BYOL: Discount Same as Integrator</li> <li>Access to Pay-as-You-Go</li> <li>Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, AliCloud)</li> <li>Eligible for Vendor Incentive Program<sup>5</sup></li> </ul>
	 <b>Technical Support</b>		<ul style="list-style-type: none"> <li>VM Solutions Available</li> </ul>
	<b>Plus All ADVANCED Benefits</b>	<b>Plus All ADVANCED Benefits</b>	<b>Plus All ADVANCED Benefits</b>
<b>EXPERT</b>	 <b>Sales Support</b> <ul style="list-style-type: none"> <li>Access to Vendor Incentive Program<sup>5</sup></li> </ul>	<ul style="list-style-type: none"> <li>Access to Vendor Incentive Program<sup>5</sup></li> </ul>	<ul style="list-style-type: none"> <li>AWS: Eligible to apply for Consulting Partner Private Offer (CPPO)<sup>5</sup></li> <li>Dedicated Cloud Expert</li> <li>Using BYOL: Discount Same as Integrator</li> <li>Access to Pay-as-You-Go</li> <li>Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, AliCloud)</li> <li>Eligible for Vendor Incentive Program<sup>5</sup></li> </ul>
	 <b>Technical Support</b> <ul style="list-style-type: none"> <li>Exclusive Invitations to Fortinet Technical Events<sup>5</sup></li> </ul>	<ul style="list-style-type: none"> <li>Free Yearly Subscription to: FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations</li> <li>FortiDeploy License: Enable zero-touch bulk provisioning for your FortiGate, FortiWifi or FortiAP products</li> <li>FortiPortal VM License: Virtual machine which includes both wireless and security features of FortiPortal, includes management of 10 FortiGates and 100 FortiAPs. Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager</li> </ul>	<ul style="list-style-type: none"> <li>VM Solutions Available</li> </ul>

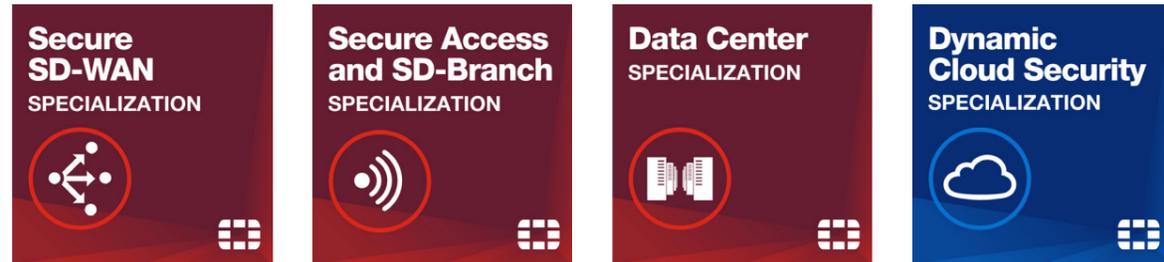
1. Discount increases with partner level. 2. If compliant with NSE Certification. 3. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks. 4. Requires approval by Fortinet and AWS. 5. Subject to region

# REQUIREMENTS

		Integrator	MSSP	Marketplace
ADVOCATE	 <b>Business Requirements</b>	<ul style="list-style-type: none"> <li>Fortinet Integrator Questionnaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet MSSP Questionnaire</li> <li>Valid Partner Agreement</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet Marketplace Questionnaire</li> <li>Valid Partner Agreement</li> <li>Proof of Existing Relationship with:               <ul style="list-style-type: none"> <li>Microsoft Registered</li> <li>AWS Registered</li> </ul> </li> </ul>
	 <b>Training Requirements</b>	<ul style="list-style-type: none"> <li>1 NSE 1, 1 NSE 2</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 1, 1 NSE 2</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 1, 1 NSE 2</li> </ul>
SELECT	 <b>Business Requirements</b>	<ul style="list-style-type: none"> <li>Fortinet Integrator Questionnaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement<sup>5</sup></li> <li>Provide Level 1 Support</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet MSSP Questionnaire</li> <li>Valid Partner Agreement</li> <li>Minimum 8x5 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>5</sup></li> <li>12-Month Business Plan Review</li> <li>POS Reporting</li> <li>Annual Support Ticket Review</li> <li>Business Review, 3 Months Prior to Contract Renewal</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet Marketplace Questionnaire</li> <li>Valid Partner Agreement</li> <li>Proof of Existing Relationship with:               <ul style="list-style-type: none"> <li>Microsoft Cloud Service Provider</li> <li>AWS Select Partner</li> </ul> </li> <li>Sales Volume Requirement<sup>5</sup></li> </ul>
	 <b>Training Requirements</b>	<ul style="list-style-type: none"> <li>1 NSE 1, 1 NSE 2, 1 NSE 4</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam)</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 2, 1 NSE 4 (recommended), 1 NSE 5 (exam), 1 NSE 7 (Cloud)</li> </ul>
ADVANCED	 <b>Business Requirements</b>	<ul style="list-style-type: none"> <li>Fortinet Integrator Questionnaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement</li> <li>Sales Forecasting</li> <li>Lead Follow Up and Reporting</li> <li>Quarterly Business Plan Review</li> <li>Hold Co-Marketing End-User Events</li> <li>Provide Level 1 Support</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet MSSP Questionnaire</li> <li>Valid Partner Agreement</li> <li>Minimum 8x5 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>5</sup></li> <li>12 Month Business Plan Review</li> <li>POS Reporting</li> <li>Annual Support Ticket Review</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet Marketplace Questionnaire</li> <li>Valid Partner Agreement</li> <li>Proof of Existing Relationship with:               <ul style="list-style-type: none"> <li>Microsoft Cloud Service Provider</li> <li>AWS Select Partner</li> </ul> </li> <li>Sales Volume Requirement<sup>5</sup></li> </ul>
	 <b>Training Requirements</b>	<ul style="list-style-type: none"> <li>2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 (Ent-FW or ATP)</li> </ul>	<ul style="list-style-type: none"> <li>2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (technology), 1 NSE 7 (Ent-FW or ATP)</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 1 NSE 5 (exam), 2 NSE 6 (unique technologies), 2 NSE 7 (Cloud)</li> </ul>
EXPERT	 <b>Business Requirements</b>	<ul style="list-style-type: none"> <li>Fortinet Integrator Questionnaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement</li> <li>Sales Forecasting</li> <li>Lead Follow Up and Reporting</li> <li>Quarterly Business Plan Review</li> <li>Hold Co-Marketing End-User Events</li> <li>Provide Level 2 Support</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet MSSP Questionnaire</li> <li>Valid Partner Agreement</li> <li>24x7 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>5</sup></li> <li>Certain Percent of Revenue from Services<sup>5</sup></li> <li>12 Month Business Plan Review</li> <li>POS Reporting</li> <li>Semi-Annual Support Ticket Review</li> </ul>	<ul style="list-style-type: none"> <li>Fortinet Marketplace Questionnaire</li> <li>Valid Partner Agreement</li> <li>Proof of Existing Relationship with:               <ul style="list-style-type: none"> <li>Microsoft Cloud Service Provider</li> <li>AWS Select Partner</li> </ul> </li> <li>Sales Volume Requirement<sup>5</sup></li> </ul>
	 <b>Training Requirements</b>	<ul style="list-style-type: none"> <li>2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique technologies), 1 NSE 7 (Ent-FW or ATP)</li> </ul>	<ul style="list-style-type: none"> <li>2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique technologies), 2 NSE 7 (Ent-FW or ATP)</li> </ul>	<ul style="list-style-type: none"> <li>1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 1 NSE 5 (exam), 2 NSE 5 (exams), 2 NSE 6 (unique technologies), 3 NSE 7 (Cloud)</li> </ul>

1. Discount increases with partner level. 2. If compliant with NSE Certification. 3. 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. 4. Requires approval by Fortinet and AWS. 5. Subject to region

# SPECIALIZATION REQUIREMENTS



	Secure SD-WAN SPECIALIZATION	Secure Access and SD-Branch SPECIALIZATION	Data Center SPECIALIZATION	Dynamic Cloud Security SPECIALIZATION
SELECT	<ul style="list-style-type: none"> <li>1 SD-WAN Sales Training (Reseller or MSSP)</li> <li>1 SD-WAN Technical Training</li> </ul>	<ul style="list-style-type: none"> <li>1 Secure Access Sales Training</li> <li>1 NSE 7 Secure Access</li> </ul>	<ul style="list-style-type: none"> <li>1 Data Center Sales Training</li> <li>2 NSE 7 (any)</li> </ul>	<ul style="list-style-type: none"> <li>1 Dynamic Cloud Sales Training</li> <li>1 NSE 4</li> <li>1 NSE 7 (Cloud)</li> </ul>
ADVANCED	<ul style="list-style-type: none"> <li>1 SD-WAN Sales Training (Reseller or MSSP)</li> <li>1 SD-WAN Technical Training</li> </ul>	<ul style="list-style-type: none"> <li>1 Secure Access Sales Training</li> <li>1 NSE 7 Secure Access</li> </ul>	<ul style="list-style-type: none"> <li>1 Data Center Sales Training</li> <li>3 NSE 7 (any)</li> </ul>	<ul style="list-style-type: none"> <li>1 Dynamic Cloud Sales Training</li> <li>1 NSE 4</li> <li>1 NSE 7 (Cloud)</li> </ul>
EXPERT	<ul style="list-style-type: none"> <li>1 SD-WAN Sales Training (Reseller or MSSP)</li> <li>1 SD-WAN Technical Training</li> </ul>	<ul style="list-style-type: none"> <li>1 Secure Access Sales Training</li> <li>1 NSE 7 Secure Access</li> </ul>	<ul style="list-style-type: none"> <li>1 Data Center Sales Training</li> <li>1 NSE 8</li> </ul>	<ul style="list-style-type: none"> <li>1 Dynamic Cloud Sales Training</li> <li>1 NSE 4</li> <li>1 NSE 7 (Cloud)</li> </ul>

Specializations only available to compliant Select and above partners.

# SPECIALIZATION BENEFITS



SELECT	<ul style="list-style-type: none"> <li><b>Sales Support:</b> Specialization Badge and Featured on Partner Locator</li> <li><b>Technical Support:</b> Discounted Specialization-Specific Not for Resale (NFR) Kit, Access to Communities</li> </ul> <p>Plus All SELECT Benefits</p>
ADVANCED	<ul style="list-style-type: none"> <li><b>Sales Support:</b> Eligible for 1 Exclusive Accelerate Pass<sup>1</sup></li> </ul> <p>Plus All ADVANCED Benefits</p>
EXPERT	<ul style="list-style-type: none"> <li><b>Technical Support:</b> Eligible for 1 Exclusive Xperts Academy Pass<sup>1</sup></li> <li><b>Marketing Support:</b> Eligible for Joint PR Activity</li> </ul>

<sup>1</sup> . Subject to regional availability.



### **EMEA Sales Office**

905 rue Albert Einstein  
06560 Valbonne  
France  
Tel: +33 4 8987 0500  
EMEA\_partners@fortinet.com

### **Latin America Headquarters**

Sawgrass Lakes Center  
13450 W. Sunrise Blvd. Suite 430  
Sunrise, FL 33323  
USA  
Tel: +1 954 368 9990  
LATAM\_partners@fortinet.com

### **APAC Sales Office**

8 Temasek Boulevard #12-01  
Suntec Tower Three  
Singapore 038988  
Singapore  
Tel: +65 6395 2788  
APAC\_partners@fortinet.com