





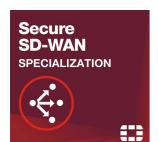
			Integrator	MSSP all Integrator benefits plus:	Marketplace all Integrator benefits plus:
ADVOCATE		Sales Support	 Authorized to Resell Fortinet Solutions Access to Deal Registration Program and Additional Associated Discounts⁵ Access to Renewal Assets Eligible for Not for Resale Demo (NFR)⁵ Eligible for FortiRewards Program⁵ Competitive Recommended Discounts¹ 	Exclusive Access to Fortinet MSSP Portfolio	Ability to Purchase VM Solutions Via Distribution Which Can be Installed in a Public Marketplace (BYOL)
	(S)	Technical Support	Fortinet Support Portal Access	On-Premises HardwareVirtual MachinesSAAS Solution	
	FO :	Marketing and Communications	 Eligible for Joint Marketing Funds⁵ Access to Partner Portal, Webinars, Newsletters 	Eligible for Joint Marketing Funds ⁵	
			Plus All ADVOCATE Benefits	Plus All ADVOCATE Benefits	Plus All ADVOCATE Benefits
SELECT		Sales Support	Eligible for SpecializationFeatured on Partner Locator	 "Sell-To" Specific Discounting (for Internal Needs)⁵ Eligible for Specialization Featured on Partner Locator 	 Ability to Purchase Directly from Public Cloud/Private Cloud Provider or Distributor Marketplace Eligible for Specialization Featured on Partner Locator
SEL	E	Technical Support	Direct Access to Fortinet Support ²	Direct Access to Fortinet Support ²	
		Marketing and Communications	Preferential Access to Joint Marketing Funds ⁵		
			Plus All SELECT Benefits	Plus All SELECT Benefits	Plus All SELECT Benefits
ADVANCED		Sales Support	 Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program⁵ 	 Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit³ Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program⁵ 	 AWS: Eligible to apply for Consulting Partner Private Offer (CPPO)⁵ Dedicated Cloud Expert Using BYOL: Discount Same as Integrator Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace
					(AWS, Azure, GCP, AliCloud) • Eligible for Vendor Incentive Program⁵
		Technical Support			(AWS, Azure, GCP, AliCloud)
	- Ç	Technical Support	Plus All ADVANCED Benefits	Plus All ADVANCED Benefits	(AWS, Azure, GCP, AliCloud) • Eligible for Vendor Incentive Program ⁵
EXPERT	(\$\tilde{\chi}\)	Technical Support Sales Support	Plus All ADVANCED Benefits • Access to Vendor Incentive Program ⁵	Plus All ADVANCED Benefits • Access to Vendor Incentive Program ⁵	(AWS, Azure, GCP, AliCloud) • Eligible for Vendor Incentive Program ⁵

^{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

		IIIEMENT	Intonuatou	MSSP	Markatalaaa
			Integrator	IVISSP	Marketplace
			Fortinet Integrator Questionaire	Fortinet MSSP Questionaire	Fortinet Marketplace Questionaire
쁜			Valid Partner Agreement	Valid Partner Agreement	Valid Partner Agreement
₹ I		Business Requirements	Primary Business Face-to-Face Selling Model	tala i alato i giocino il	Proof of Existing Relationship with:
O			Timaly Business Fuse to Fuse Scinning Model		- Microsoft Registered
9					- AWS Registered
ADVOCATE			• 1 NOE 1 1 NOE 9	• 1 NSE 1, 1 NSE 2	• 1 NSE 1, 1 NSE 2
A		Training Requirements	• 1 NSE 1, 1 NSE 2	• TINSE I, TINSE 2	• INSE I, INSE 2
			Fortinet Integrator Questionaire	 Fortinet MSSP Questionaire 	Fortinet Marketplace Questionaire
			Valid Partner Agreement	 Valid Partner Agreement 	Valid Partner Agreement
			Primary Business Face-to-Face Selling Model	 Minimum 8x5 Security Operations Center 	Proof of Existing Relationship with:
		Business Requirements	Sales Volume Requirement ⁵	Test Lab Environment	Microsoft Cloud Service Provider AWS Select Partner
5			Provide Level 1 Support	 Annual Sell To and Sell Through Revenue⁵ 	Sales Volume Requirement ⁵
Ш	292			 12-Month Business Plan Review 	Gales volume nequirement
SELECT				 POS Reporting 	
S				Annual Support Ticket Review	
				Business Review, 3 Months Prior to Contract Renewal	
	1	Training Degrisements	• 1 NSE 1, 1 NSE 2, 1 NSE 4	• 1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam)	• 1 NSE 2, 1 NSE 4 (recommended), 1 NSE 5 (exam),
	, i	Training Requirements			1 NSE 7 (Cloud)
			Fortinet Integrator Questionaire	Fortinet MSSP Questionaire	Fortinet Marketplace Questionaire
			Valid Partner Agreement	Valid Partner Agreement	Valid Partner Agreement
			Primary Business Face-to-Face Selling Model	Minimum 8x5 Security Operations Center	Proof of Existing Relationship with:
0			Sales Volume Requirement	Test Lab Environment	- Microsoft Cloud Service Provider
NCED	\cap		Sales Forecasting	Annual Sell To and Sell Through Revenue ⁵	- AWS Select Partner
0	کیے	Business Requirements	Lead Follow Up and Reporting	12 Month Business Plan Review	Sales Volume Requirement ⁵
3			Quarterly Business Plan Review		
>				POS Reporting Appual Curport Tiglet Position	
ADVA			Hold Co-Marketing End-User Events Drovide Layer 1. Support	 Annual Support Ticket Review 	
4			Provide Level 1 Support		
			- 0 NOT 1 0 NOT 0 0 NOT 1 1 NOT 5 (2002)	0 NOT 1 0 NOT 0 1 NOT 0 0 NOT 1 0 NOT 5 (2012222)	- 1 NOT 0 1 NOT 0 1 NOT 1 (recommended) 1 NOT 5 (cure)
	-	Training Requirements	 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 (Ent-FW or ATP) 	 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) 	 1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 1 NSE 5 (exam), 2 NSE 6 (unique technologies), 2 NSE 7 (Cloud)
			Fortinet Integrator Questionaire	Fortinet MSSP Questionaire	Fortinet Marketplace Questionaire
			Valid Partner Agreement	Valid Partner Agreement	Valid Partner Agreement
			Primary Business Face-to-Face Selling Model	 24x7 Security Operations Center 	Proof of Existing Relationship with:
			Sales Volume Requirement	Test Lab Environment	Microsoft Cloud Service Provider AWS Select Partner
F		Business Requirements	Sales Forecasting	 Annual Sell To and Sell Through Revenue⁵ 	Sales Volume Requirement ⁵
EXPERI	∠۽∠	_aomeoo nequiremente	Lead Follow Up and Reporting	 Certain Percent of Revenue from Services⁵ 	Salos volumo moquiloment
<u>a</u>			Quarterly Business Plan Review	12 Month Business Plan Review	
X			Hold Co-Marketing End-User Events	POS Reporting	
			Provide Level 2 Support	Semi-Annual Support Ticket Review	
		T	• 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams),	• 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams),	• 1 NSE 2, 1 NSE 3, 1 NSE 4 (recommended), 1 NSE 5 (exam),
	*	Training Requirements	2 NSE 6 (unique technologies), 1 NSE 7 (Ent-FW or ATP)	2 NSE 6 (unique technologies), 2 NSE 7 (Ent-FW or ATP)	2 NSE 5 (exams), 2 NSE 6 (unique technologies), 3 NSE 7 (Cloud)

SPECIALIZATION REQUIREMENTS









SELECT

- 1 SD-WAN Sales Training (Reseller or MSSP)
- 1 SD-WAN Technical Training
- 1 Secure Access Sales Training
- 1 NSE 7 Secure Access
- 1 Data Center Sales Training
- 2 NSE 7 (any)
- 1 Dynamic Cloud Sales Training
- 1 NSE 4
- 1 NSE 7 (Cloud)

ADVANCED

1 SD-WAN Sales Training (Reseller or MSSP)

- 1 SD-WAN Technical Training
- 1 Secure Access Sales Training
- 1 NSE 7 Secure Access
- 1 Data Center Sales Training
- 3 NSE 7 (any)
- 1 Dynamic Cloud Sales Training
- 1 NSE 4
- 1 NSE 7 (Cloud)

EXPERT

- 1 SD-WAN Sales Training (Reseller or MSSP)
- 1 SD-WAN Technical Training
- 1 Secure Access Sales Training
- 1 NSE 7 Secure Access
- 1 Data Center Sales Training
- 1 NSE 8
- 1 Dynamic Cloud Sales Training
- 1 NSE 4
- 1 NSE 7 (Cloud)

SPECIALIZATION BENEFITS









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Sales Support: Specialization Badge and Featured on Partner Locator



Technical Support: Discounted Specialization-Specific Not for Resale (NFR) Kit, Access to Communities

Plus All SELECT Benefits

ADVANCED

SELECT

Sales Support: Eligible for 1 Exclusive Accelerate Pass¹

Plus All ADVANCED Benefits

Technical Support: Eligible for 1 Exclusive Xperts Academy Pass¹

EXPERT

Marketing Support: Eligible for Joint PR Activity

Specializations only available to compliant Select and above partners.

1 . 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

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