Fortinet Engage has a singular goal for our partners:
Provide a valuable, flexible platform to build a profitable and highly-differentiated security practice that leverages the industry’s best solutions to drive customer success.

Profitability Through Technology Differentiation
Fortinet’s breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

Business Success with Proven Credibility
Fortinet’s innovation superiority with hundreds of patents and industry-leading threat intelligence, alongside our customer ratings and independent analyst reports leadership validates and differentiates your offerings.

100% Committed to the Channel
We’re in this together! We have no direct sales team, and we offer sustained sales, marketing, and executive support so you can grow productive, predictable, and profitable relationships.
Fortinet Security Fabric

Broad. Integrated. Automated.

The Fortinet Security Fabric brings together the concepts of convergence and consolidation to provide comprehensive cybersecurity protection for all users, devices, and applications and across all network edges.
1 **ENGAGE**

**Define your level of engagement:** Align our program to your level of experience and the benefits and billings requirements that fit your business.

<table>
<thead>
<tr>
<th>ADVOCATE</th>
<th>SELECT</th>
<th>ADVANCED</th>
<th>EXPERT</th>
</tr>
</thead>
<tbody>
<tr>
<td>You’re interested in starting a relationship with Fortinet. This level has limited requirements and benefits.</td>
<td>You’re committed to delivering superior security solutions that best fit small-to-medium business security concerns.</td>
<td>You have proven success delivering the full spectrum of Fortinet’s solutions with certified staff to handle various implementation requirements from your customers.</td>
<td>As part of this group of proven Fortinet solution experts, you have demonstrated consistently high revenue and can deliver the full range of Fortinet solutions, with experts on staff to manage complex deployments.</td>
</tr>
</tbody>
</table>

2 **EXPAND**

**Select your business model:** We know you transact in different ways, so we’ve built that flexibility into our program.

<table>
<thead>
<tr>
<th>INTEGRATOR</th>
<th>MSSP</th>
<th>CLOUD</th>
</tr>
</thead>
<tbody>
<tr>
<td>You’re primarily reselling to customers on-premises, but offer some managed services.</td>
<td>Most, if not all, of your billings come from selling managed security services.</td>
<td>You were born-in-the-cloud or are a cloud-certified partner</td>
</tr>
</tbody>
</table>

3 **SPECIALIZE**

**Differentiate yourself with specializations:** In a fast-moving industry, our specializations help you quickly elevate yourself in a crowded field with training, enablement, and targeted solutions so you can expand your capabilities and offerings while driving growth and profitability.
### Integrator

| **Sales Support** | • Authorized to Resell Fortinet Solutions  
• Access to Deal Registration Program and Additional Associated Discounts¹  
• Access to Renewal Assets  
• Eligible for Not for Resale Demo (NFR)¹  
• Eligible for FortiRewards Program¹  
• Competitive Recommended Discounts² |
| **Technical Support** | • Fortinet Support Portal Access |
| **Marketing and Communications** | • Eligible for Joint Marketing Funds¹  
• Access to Partner Portal, Webinars, Newsletters |

| All ADVOCATE Benefits Plus: | • Eligible for Specialization  
• Featured on Partner Locator |
| **Sales Support** | • Fortinet Channel Account Manager  
• Fortinet Channel Marketing Manager  
• Eligible for Vendor Incentive Program¹ |
| **Technical Support** | • Direct Access to Fortinet Support³ |
| **Marketing and Communications** | • Preferential Access to Joint Marketing Funds¹ |

| All SELECT Benefits Plus: | • Fortinet Channel Account Manager  
• Fortinet Channel Marketing Manager  
• Eligible for Vendor Incentive Program¹ |
| **Sales Support** | • Access to Vendor Incentive Program¹ |
| **Technical Support** | • Access to Vendor Incentive Program¹ |

| All ADVANCED Benefits Plus: | • Access to Vendor Incentive Program¹  
• Exclusive Invitations to Fortinet Technical Events¹  
• Eligible for the Fast Track Instructor Development Program |
| **Sales Support** | • Access to Vendor Incentive Program¹ |
| **Technical Support** | • Access to Vendor Incentive Program¹ |

1. Subject to regional availability.  
2. Discount increases with partner level.  
3. If compliant with NSE Certification.  
4. 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.
### MSSP – All Integrator Benefits Plus:

- Exclusive Access to Fortinet MSSP Portfolio
- On-Premises Hardware
- Virtual Machines
- SAAS Solution
- Eligible for Joint Marketing Funds¹

### Cloud – All Integrator Benefits Plus:

- Ability to purchase VM Solutions via Distribution which can be installed in a Public Cloud (BYOL)
- Authorized 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)

- On-Premises Hardware
- Virtual Machines
- SAAS Solution

### All ADVOCATE Benefits Plus:

- “Sell-To” Specific Discounting (for Internal Needs)¹
- Eligible for Specialization
- Featured on Partner Locator
- Free FortiCloud Premium License
- Direct Access to Fortinet Support³

### All SELECT Benefits Plus:

- Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit⁴
- Fortinet Channel Account Manager
- Fortinet Channel Marketing Manager
- Eligible for Vendor Incentive Program¹

### ADVANCED/EXPERT

- Access to Vendor Incentive Program¹
- Dedicated Cloud Expert
- FortiCWP license – Free Workload and Storage Guardian 1 year license. A multi-cloud platform that provides visibility into security status of workloads, users and data, compliance reporting and analytics
- Free Fortinet Developer Network (FNDN) Yearly Subscription
  - FNDN Developer Toolkit and FNDN Deploy Toolkit⁴
- Eligible for the Fast Track Instructor Development Program
- Access to our Cloud Enterprise Kit
<table>
<thead>
<tr>
<th>REQUIREMENTS</th>
<th>Integrator</th>
</tr>
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</table>
| **ADVOCATE** | **Business Requirements** | • Fortinet Integrator Questionaire  
| | • Valid Partner Agreement  
| | • Primary Business Face-to-Face Selling Model  
| | **Training Requirements** | • 1 NSE 1, 1 NSE 2 |

| **SELECT** | **Business Requirements** | • Fortinet Integrator Questionaire  
| | • Valid Partner Agreement  
| | • Primary Business Face-to-Face Selling Model  
| | • Sales Volume Requirement\(^1\)  
| | • Provide Level 1 Support  
| | **Training Requirements** | • 1 NSE 1, 1 NSE 2, 1 NSE 4 |

| **ADVANCED** | **Business Requirements** | • Fortinet Integrator Questionaire  
| | • Valid Partner Agreement  
| | • Primary Business Face-to-Face Selling Model  
| | • Sales Volume Requirement  
| | • Sales Forecasting  
| | • Lead Follow Up and Reporting  
| | • Quarterly Business Plan Review  
| | • Hold Co-Marketing End-User Events  
| | • Provide Level 1 Support  
| | **Training Requirements** | • 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 |

| **EXPERT** | **Business Requirements** | • Fortinet Integrator Questionaire  
| | • Valid Partner Agreement  
| | • Primary Business Face-to-Face Selling Model  
| | • Sales Volume Requirement  
| | • Sales Forecasting  
| | • Lead Follow Up and Reporting  
| | • Quarterly Business Plan Review  
| | • Hold Co-Marketing End-User Events  
| | • Provide Level 2 Support  
| | **Training Requirements** | • 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7 |

1. Subject to regional availability.  
2. Discount increases with partner level.  
3. If compliant with NSE Certification.  
4. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/deployers 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.
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<th><strong>Cloud</strong></th>
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<tr>
<td>• Fortinet MSSP Questionaire</td>
<td>• Fortinet Cloud Questionnaire</td>
</tr>
<tr>
<td>• Valid Partner Agreement</td>
<td>• Valid Partner Agreement</td>
</tr>
<tr>
<td>• 1 NSE 1, 1 NSE 2</td>
<td>• 1 Adaptive Cloud Sales Training</td>
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<tr>
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<td>• Fortinet Cloud Questionnaire</td>
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<td>• Valid Partner Agreement</td>
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<tr>
<td>• Test Lab Environment</td>
<td>• Existing relationship with Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud</td>
</tr>
<tr>
<td>• Annual Sell To and Sell Through Revenue(^1)</td>
<td>• Sales Volume Requirement and/or Cloud Business Plan(^1)</td>
</tr>
<tr>
<td>• 12-Month Business Plan Review</td>
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<tr>
<td>• POS Reporting</td>
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<tr>
<td>• Annual Support Ticket Review</td>
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<tr>
<td>• Business Review, 3 Months Prior to Contract Renewal</td>
<td></td>
</tr>
<tr>
<td>• 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams),</td>
<td></td>
</tr>
<tr>
<td>1 NSE 6 (exam), 1 NSE 7</td>
<td></td>
</tr>
<tr>
<td>• Fortinet MSSP Questionaire</td>
<td>• 1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure)</td>
</tr>
<tr>
<td>• Valid Partner Agreement</td>
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<tr>
<td>• Minimum 24x7 Security Operations Center</td>
<td>• Fortinet Cloud Questionnaire</td>
</tr>
<tr>
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<tr>
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<tr>
<td>• 12 Month Business Plan Review</td>
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<tr>
<td>• POS Reporting</td>
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<tr>
<td>• Semi-Annual Support Ticket Review</td>
<td></td>
</tr>
<tr>
<td>• 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams),</td>
<td></td>
</tr>
<tr>
<td>2 NSE 6 (unique exams), 2 NSE 7</td>
<td></td>
</tr>
</tbody>
</table>

**Business Requirements**

- Fortinet Cloud Questionnaire
- Valid Partner Agreement
- Established cloud provider at AWS, Microsoft Azure, Google, OCI, and/or AliCloud with:
  - Managed Partner level
  - Certified Cloud Engineer/Architect
- Sales Volume Requirement and/or Cloud Business Plan\(^1\)

**Training Requirements**

- 1 Adaptive Cloud Sales training
- 1 NSE 4 certification or FortiGate Essentials training (recommended)
- 1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS recommended)
- 2 NSE 6 exams:
  - 1 NSE 6 – either NSE 6 AWS or 1 NSE 6 Azure
  - 1 additional NSE 6 (FortiMail/FortiWeb recommended)
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.

SPECIALIZED PARTNER BENEFITS

- Specialization Badge and Featured on Partner Locator
- Discounted Specialization-Specific Not for Resale (NFR) Kit
- Access to Communities

SELECT

ADVANCED

- Eligible for 1 Exclusive Accelerate Pass

EXPERT

- Eligible for 1 Exclusive Xperts Summit Pass
- Eligible for Joint PR Activity

NOTE: Additional Discount for Specialized Partners might be available in your region, please check with your CAM.

1. Subject to regional availability.
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.

<table>
<thead>
<tr>
<th>Sales Training</th>
<th>Technical Exams</th>
</tr>
</thead>
<tbody>
<tr>
<td>SD-WAN Sales Training (1)<em>&lt;br&gt;SD-WAN MSSP Sales Training (1)</em>&lt;br&gt;* Either or</td>
<td>NSE 7 SD-WAN (1)</td>
</tr>
<tr>
<td>Secure Access Sales Training (1)</td>
<td>NSE 7 Secure Access (1)</td>
</tr>
<tr>
<td>Data Center Sales Training (1)</td>
<td>Select: NSE 7 (any) (2)&lt;br&gt;Advanced: NSE 7 (any) (3)&lt;br&gt;Expert: NSE 8 (1)</td>
</tr>
<tr>
<td>Cloud Sales Training (1)</td>
<td>NSE 4 (1)&lt;br&gt;NSE 7 Cloud (1)</td>
</tr>
<tr>
<td>Zero Trust Sales Training (1)</td>
<td>NSE 5 FortiClient EMS (1)&lt;br&gt;NSE 6 FortiNAC (1)&lt;br&gt;NSE 6 FortiAuthenticator (1)</td>
</tr>
<tr>
<td>OT Security Training (1)</td>
<td>NSE 7 OT Security (1)</td>
</tr>
<tr>
<td>Security Operations Sales Training (1)</td>
<td>NSE 5 FortiEDR (1)&lt;br&gt;NSE 7 Advanced Analytics (1)&lt;br&gt;NSE 7 FortiSOAR Design and Development (1)</td>
</tr>
</tbody>
</table>
RESOURCES

Partner Portal
https://partnerportal.fortinet.com

NSE Learning Center
https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx

Support & Training Information
https://www.fortinet.com/support-and-training.html

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