



H2 2023 Reseller Partner Rewards

1st July, 2023 - 31st December, 2023



NEW NSE CERTIFICATION CHALLENGE

The Fortinet NSE program is designed to tackle the ever-changing threat landscape, enabling partners to build trust and lasting connections with prospects and clients. We are making several changes to the NSE certification program to satisfy both current and future requirements, ensuring that it remains at the forefront of network security expertise. The new Fortinet NSE program is smarter, strategic, and better aligned with Fortinet Security Fabric. The benefits of the new Fortinet NSE program are:

- Focused on persona-based training with new certification badges.
- Fortinet's Security Fabric solution is aligned with the new NSE.
- Focused training for partners' business models

Effective October 1, 2023, the Fortinet NSE Certification program will undergo four major updates:

- The program's restructuring will result in five proficiency levels that include a total of 11 certifications.
- Each proficiency level will have one or more certifications that align with professional career paths.
- Obtaining a certification will require a minimum number of exams or courses.
- Exam badges will be introduced for each core and elective exam.

NSE Certification Program (1 October 2023)

Expert	
Engineer	
Professional	
Associate	
Fundamentals	

Partner engineers can earn FortiRewards Dollars when they achieve the Fortinet Certified Professional, Fortinet Certified Engineer and Fortinet Certified Expert certification.

Proficiency Level	Certification Level	Payout (USD)
Fortinet Certified Professional (FCP)	All FCP Certifications	\$500 (5,000 points)
Fortinet Certified Engineer (FCE)	All FCE except FCE Network Security	\$600 (6,000 points)
Fortinet Certified Engineer (FCE)	FCE Network Security	\$800 (8,000 points)
Fortinet Certified Expert (FCX)	FCX Cyber Security	\$2000 (20,000 points)



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How do I achieve the new NSE Certification and earn FortiReward Dollars?

■ Core

■ Elective

Fortinet Certified Professional (FCP) in Network Security

1. Have a Valid NSE 4 FortiOS?

If you already hold the NSE 4 certification, you have an opportunity to achieve the Fortinet Certified Professional in Network Security (FCP) certification. By passing one of the elective exams, you will achieve Fortinet Certified Professional in Network Security, when it launches on 1 October 2023.

2. Have a valid NSE 5 or NSE 6?

If you already hold the NSE 5 or NSE 6, you have an opportunity to achieve the Fortinet Certified Professional in Network Security (FCP) certification. By passing the NSE 4 FortiOS core exams, you will achieve Fortinet Certified Professional in Network Security, when it launches on 1 October 2023.



1 Core + 1 Elective within 2 years.

■ NSE 4 FortiOS

■ NSE 5 FortiManager

■ NSE 6 FortiSwitch

■ NSE 5 Secure Wireless LAN

■ NSE 5 FortiClient EMS

■ NSE 5 FortiNAC

■ NSE 5 FortiAuthenticator

■ NSE 6 FortiAnalyzer Administrator

Achieving the Fortinet Certified Professional in Network Security will not only enhance your credentials but also reward your company with 5000 FortiReward points* (US\$500)

Fortinet Certified Professional (FCP) in Public Cloud Security

3. Have a valid NSE 6 Cloud Security for AWS or Azure?

If you already hold the NSE 6 Cloud Security for AWS or Azure, you have an opportunity to achieve the Fortinet Certified Professional in Public Cloud Security certification. By passing one of the elective exams, you will achieve Fortinet Certified Professional in Public Cloud Security, when it launches on 1 October 2023.



1 Core + 1 Elective within 2 years.

■ NSE 6 Cloud Security for AWS

■ NSE 6 Cloud Security for Azure

■ NSE 4 FortiOS

■ NSE 6 FortiMail

■ NSE 6 FortiWeb

Achieving the Fortinet Certified Professional in Cloud Security will not only enhance your credentials but also reward your company with 5000 FortiReward points* (US\$500)



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Fortinet Certified Professional (FCP) in Security Operations

4. Achieve your FCP in Security Operations

Only two electives are required for the Fortinet Certified Professional in Security Operations certification. If you've already passed one of these exams, you have an opportunity to achieve the FCP in Security Operations by passing one more exam from the list below when it launches on 1 October 2023.



- 2 Electives within 2 years.
- NSE 4 FortiOS
 - NSE 5 FortiAnalyzer Analyst
 - NSE 5 FortiEDR
 - NSE 5 FortiSIEM
 - NSE 6 FortiSOAR Administrator

Achieving the Fortinet Certified Professional in Security Operations will not only enhance your credentials but also reward your company with 5000 FortiReward points* (US\$500)

Fortinet Certified Engineer (FCE) in Network Operations

5. Have a valid NSE 7 Enterprise Firewall?

If you already hold the NSE 7 Enterprise Firewall, you have an opportunity to achieve the Fortinet Certified Engineer in Network Security (FCE) certification. By passing one exam from the list below, you will achieve Fortinet Certified Engineer in Network Security, when it launches on 1 October 2023.

6. Have a valid NSE 7 LAN Edge NSE 7 SD-WAN or NSE 7 Network Security Support Engineer?

If you already hold the NSE 7 LAN Edge, NSE 7 SD-WAN or NSE 7 Network Security Support Engineer, you have an opportunity to achieve the Fortinet Certified Engineer in Network Security (FCE) certification. By passing the NSE 7 Enterprise firewall, you will achieve Fortinet Certified Engineer in Network Security, when it launches on 1 October 2023.



- 1 Core + 1 Elective within 2 years.
- NSE 7 Enterprise Firewall
 - NSE 7 LAN Edge
 - NSE 7 SD-WAN
 - NSE 7 Network Security Support Engineer

Achieving the Fortinet Certified Engineer in Network Security will not only enhance your credentials but also reward your company with 8000 FortiReward points* (US\$800)

Proof of Performance Required:

Copy of the NSE exam certification achieved between 1st July 2023 to 31st Dec 2023.

Eligibility:

- Each FortiPartner company is only eligible to submit 3 claims within the program period.
- Program is open to Select, Advanced and Expert Partners.
- Partner engineers can claim a higher proficiency level. For example, a partner who has a valid FCP in Network Security and achieved an FCE in Network Security on 1st July will be eligible for the FCE Network Security Claim of \$600.
- The last exam pass date for the new NSE certification must be on or after 1st July 2023 to be eligible. For example, you've a valid NSE 4 and you must pass the second elective exam on or after July 2023 to be eligible for the claim.
- The program will cease once the maximum 50 partner claims are successfully submitted and approved.



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FortiRewards Claiming Details

- All claims should be submitted in a timely manner, and shall, to be eligible to this Program during the validity period. Payment through our FortiRewards third-party payment processor will be made after the end of the quarter in which the claim was made subject to Fortinet's internal validation of the claim and at Fortinet's sole discretion.
- FortiPartner last date for claim submission should not be later than January 15, 2024.
- Incentive is paid to the Fortinet's Partner company for the incentive claim submitted by Fortinet's Partner under Fortinet Partner Incentive Programs and approved by Fortinet.
- FortiRewards Points are converted to cash and paid out at the end of each Quarter. Funds will be available 4-6 weeks after quarter end and are paid via XTRM, our third-party payment processor.
- Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle.
- For more information, refer to 2H FY2023 FortiRewards program flyer at the [Fortinet Partner Portal](#).

Terms and Conditions

- This program is non stackable and cannot combine claim with other FortiRewards incentive programs.
- Rewards are payable to FortiPartner company after FortiPartner opted into the Fortinet FortiRewards - Terms and Conditions. Fortinet's calculations of any payments due shall be final and Fortinet shall have the right to modify the reporting and billing systems at its discretion without prior notice to the FortiPartner.
- Fortinet reserves the right to reject any claim, at its sole discretion.
- By participating in this incentive, FortiPartner agrees that they have: (a) Read, understood and approved FortiPartner's participation in the Program and agree that such participation will not violate FortiPartner's policies and (b) certified that FortiPartner is not a government entity and is, in no way, affiliated with the government or with any government entity or affiliate.
- Program is void where prohibited by law.
- Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel. Fortinet disclaims in full any guarantees.
- Notwithstanding anything to the contrary, by participating in this Program, FortiPartners understands and acknowledges that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between partner and the distributors.
- FortiPartners further understands and acknowledges that Fortinet in no way controls or influences the pricing set between a distributor and reseller, which is set between those parties independently and in their sole and absolute discretion.
- Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower amount of points awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.
- Fortinet's calculations of any payments due under this program shall be final, and Fortinet shall have the right to modify the reporting and billing systems at its discretion without prior notice to the FortiPartner.

Not Yet Registered for Rewards?

It's easy. Register at: <https://Partnerportal.fortinet.com> For more details, contact your Fortinet Sales Team or email to apac_fortirewards@fortinet.com.