



APAC Q3 2024

Promotions & Rewards Catalog

For Partners

[GET STARTED](#)

Last Updated July 1, 2024



At a Glance

	Advocate	Select	Advanced	Expert
BACKEND REBATE - SECURE AND EARN Earn up to \$100K when selling eligible SKU! NEW	●	●	●	●
BACKEND REBATE - NEW LOGO CLOSED WHITESPACE DEALS Earn up to \$5K for acquiring new customers		●	●	●
BACKEND REBATE - SELECT/ADVANCED/EXPERT PARTNER REWARD Get up to 3% backend rebate on designated solutions		●	●	●
BACKEND REBATE - VIP GROWTH PROGRAM Get up to 4% backend rebate on eligible sales transactions				●
BACKEND REBATE - SELECT CHAMPION Earn up to \$5K as a Top 3 Select Partner in-country		●		
FREE! - THIN-EDGE SASE FREE FortiSASE Service on FortiAP 431F for the rest of 2024	●	●	●	●
FREE! - HIGH AVAILABILITY Deliver FortiGuard Services High availability for FREE on your second FortiGate	●	●	●	●
FREE! - PARTNER ENABLEMENT INCENTIVE Earn up to \$2.5K when you specialize in Unified SASE, SecOps and OT	●	●	●	●
TAKE OUT - QRADAR SIEM DISPLACEMENT Up to 70% off FortiSIEM & FortiSOAR when displacing IBM QRadar SIEM NEW	●	●	●	●
TAKE OUT - REFRESH F5 BIG-IP iSERIES Get up to 55% off when you refresh the F5 Big-IP iSeries NEW	●	●	●	●
FORTINET ENGAGE PARTNER PROGRAM Build your cybersecurity journey with Fortinet.				

This program is subject in full to the Fortinet Partner terms and conditions included on the Registration site.



- **Secure and Earn**
- New Logo Closed Whitespace Deals
- Select/Advanced/Expert Partner Reward
- VIP Growth Program
- Select Champion

Secure and Earn NEW

Valid from: Jul. 1st - Sept. 30th 2024

Open to: All Fortinet Partners



Partner Benefits

- Drive Profitability while Securing Your Customers' Security Infrastructure and Earn up to **\$100K**
- Take advantage of unprecedented rewards on FortiGate, FortiAP, FortiExtender and FortiSwitch

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<p>FortiGate: FG-40F FG-40F-BDL-950-12 FG-40F-BDL-950-36 FG-40F-BDL-950-60 FG-40F-BDL-809-12 FG-40F-BDL-809-36 FG-40F-BDL-809-60 → \$100 FG-60F FG-60F-BDL-950-12 FG-60F-BDL-950-36 FG-60F-BDL-809-12 FG-60F-BDL-809-36 FG-60F-BDL-809-60 → \$125 FG-70F FG-70F-BDL-950-12 FG-70F-BDL-950-36 FG-71F FG-71F-BDL-950-12 FG-71F-BDL-950-36 → \$200</p> <p>FortiSwitches: FS-124F-POE FS-148E FS-224D-FPOE FS-224E FS-224E-POE → \$125 FS-248E-FPOE FS-248E-POE FS-424E-FPOE → \$200</p> <p>FortiExtender: FEX-311F → \$125</p> <p>FortiAPs: FAP-U231F → \$25 FAP-U234 FAP-431F FAP-U431F FAP-U433F → \$50 FAP-U432F → \$75 FAP-831F → \$100</p>	<ul style="list-style-type: none"> • Receive up to \$200 per unit sold! • Partner must be registered to FortiRewards and have a valid XTRM account • Find qualifying FortiGate, FortiAP, FortiExtender and FortiSwitch opportunities (refer to eligibility tab) • Close the deal before September 30th • Access Promo Flyer for more details 	<ul style="list-style-type: none"> • Download the flyer • Register or connect to your FortiRewards account 	<ol style="list-style-type: none"> 1. Register for FortiRewards and opt for 'Partner Pay' preference 2. Maximum backend rebate a partner can earn within the FortiRewards program is \$100K per quarter per partner for all FortiRewards 3. Refer to Promo Flyer for access to full T&Cs 4. Fortinet will calculate the amount of the rewards based on the Distributor POS (Point of Sales) reports received for the period of the program term (July 1st, 2024 to September 30th, 2024) 5. High discount deals will be excluded from this promotion



- Secure and Earn
- **New Logo Closed Whitespace Deals**
- Select/Advanced/Expert Partner Reward
- VIP Growth Program
- Select Champion

New Logo Closed Whitespace Deals

Valid from: Jul. 1st - Dec. 31st 2024

Open to: Select, Advanced, Expert, Regional and Global Partners



Partner Benefits

- Be rewarded up to **\$5K** for hunting new logo

Eligible Product	Program Details	Access the Promo	Terms and Conditions												
<p>All Fortinet Products</p> <p>Land a New Logo</p> <ul style="list-style-type: none"> ▪ Min US\$100,000 List Price Billings via approved Deal Registration for each qualification. ▪ All existing pipeline in Fortinet will not be qualified. ▪ The deal qualification must be new account who have never or have not purchased Fortinet products in the last 3 years. ▪ The program shall exclude renewal sales. 	<ul style="list-style-type: none"> • Partner will be notified to submit reward claim for qualified New Logo approved DR deals. • Incentive payment exclude high discount deals, renewal and 50% on 5 years support. <table border="1"> <thead> <tr> <th>Total Purchase by New Logo or New Opportunities During Validity Period</th> <th>Incentive Payout</th> </tr> </thead> <tbody> <tr> <td>>= \$100K (List Price)</td> <td>\$1K (10,000 points)</td> </tr> <tr> <td>>= \$200K (List Price)</td> <td>\$2K (20,000 points)</td> </tr> <tr> <td>>= \$300K (List Price)</td> <td>\$3K (30,000 points)</td> </tr> <tr> <td>>= \$400K (List Price)</td> <td>\$4K (40,000 points)</td> </tr> <tr> <td>>= \$500K (List Price)</td> <td>\$5K (50,000 points)</td> </tr> </tbody> </table>	Total Purchase by New Logo or New Opportunities During Validity Period	Incentive Payout	>= \$100K (List Price)	\$1K (10,000 points)	>= \$200K (List Price)	\$2K (20,000 points)	>= \$300K (List Price)	\$3K (30,000 points)	>= \$400K (List Price)	\$4K (40,000 points)	>= \$500K (List Price)	\$5K (50,000 points)	<ul style="list-style-type: none"> • Register or connect to your FortiRewards account 	<ol style="list-style-type: none"> 1. Partner can submit only 1 qualify claim per account within program period. 2. Partner can submit up to max of 3 accounts claim per partner within program period. 3. Each partner is cap at maximum payout of \$10,000 during program period. 4. Program will cease once the maximum of 50 claims are successfully submitted and approved. 5. Program period 6 months. Payout based on every quarter.
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- Secure and Earn
- New Logo Closed Whitespace Deals
- **Select/Advanced/Expert Partner Reward**
- VIP Growth Program
- Select Champion

Select/Advanced/Expert Partner Reward



Partner Benefits

- Reward Channel Partner up to **3%** rebate to accelerate sales volume and contribution on SASE and SecOps (selected Sku) products

Valid from: Jul. 1st - Dec. 31st 2024

Invite Only: Global, Regional, Expert, Advanced, Select Partners only

Eligible Product	Program Details	Access the Promo	Terms and Conditions								
<p>Eligible Products: SASE, SecOps selected SKUs</p> <ul style="list-style-type: none"> FortiSASE FortiSIEM & FortiSIEM Manager FortiSOAR FortiEDR & FortiXDR FortiINDR & FortiINDR Cloud <table border="1"> <thead> <tr> <th>Eligible Products Total POS During Validity Period</th> <th>Partner Level Rebate Payment</th> </tr> </thead> <tbody> <tr> <td>> = \$60K List Price</td> <td>Select - 1% of Eligible Net POS</td> </tr> <tr> <td>> = \$60K List Price</td> <td>Advanced - 2% of Eligible Net POS</td> </tr> <tr> <td>> = \$60K List Price</td> <td>Global, Regional & Expert - 3% of Eligible Net POS</td> </tr> </tbody> </table>	Eligible Products Total POS During Validity Period	Partner Level Rebate Payment	> = \$60K List Price	Select - 1% of Eligible Net POS	> = \$60K List Price	Advanced - 2% of Eligible Net POS	> = \$60K List Price	Global, Regional & Expert - 3% of Eligible Net POS	<ul style="list-style-type: none"> • Minimum sales >\$60K list price to qualify for payment. • Partner need to achieve NSE compliance to qualify for payment. • Partner will be notified on the rebate earn when partner meet the minimum sales target and NSE requirement after end of each quarter within program period. 	<ul style="list-style-type: none"> • Register or connect to your FortiRewards account 	<ol style="list-style-type: none"> 1. Partner earn up to 3% on total eligible product sales less exclusion transactions. 2. Payment on total eligible Net POS. 3. Payment exclude high discount deals, renewal and 50% on 5 years support. 4. Payment via FortiRewards. Partner need to enroll to FortiRewards. 5. Cap maximum payout @ \$100K per partner per quarter. 6. Program Period Half year 6 months. Payout based on every quarter.
Eligible Products Total POS During Validity Period	Partner Level Rebate Payment										
> = \$60K List Price	Select - 1% of Eligible Net POS										
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- Secure and Earn
- New Logo Closed Whitespace Deals
- Select/Advanced/Expert Partner Reward
- **VIP Growth Program**
- Select Champion

VIP Growth Program

Valid from: Jul. 1st - Dec. 31st 2024

Invite-Only Program: Global, Regional and Expert Partners only



Partner Benefits

- Reward Global, Expert & Regional partners up to **4%** rebate to accelerate sales volume and contribution in meeting / exceeding growth target

Eligible Product	Program Details	Access the Promo	Terms and Conditions										
<p>Grow with Fortinet and get paid!</p> <ul style="list-style-type: none"> ▪ All Fortinet Products. <table border="1"> <thead> <tr> <th>Total POS During H2 Validity Period</th> <th>Rebate Payment</th> </tr> </thead> <tbody> <tr> <td>> = VIP Base Target</td> <td>1% of Eligible Net POS</td> </tr> <tr> <td>> = VIP Plus Target</td> <td>2% of Eligible Net POS</td> </tr> <tr> <td>> = VIP Ultimate Target</td> <td>3% of Eligible Net POS</td> </tr> <tr> <td>> = VIP Ultimate Supreme Target</td> <td>4% of Eligible Net POS</td> </tr> </tbody> </table>	Total POS During H2 Validity Period	Rebate Payment	> = VIP Base Target	1% of Eligible Net POS	> = VIP Plus Target	2% of Eligible Net POS	> = VIP Ultimate Target	3% of Eligible Net POS	> = VIP Ultimate Supreme Target	4% of Eligible Net POS	<ul style="list-style-type: none"> ▪ Partner 2023 revenue > \$1M. ▪ Partner need to achieve Expert NSE compliance to qualify for payment. ▪ VIP partners need to submit H2 business plan to qualify for payment. 	<ul style="list-style-type: none"> • Register or connect to your FortiRewards account 	<ol style="list-style-type: none"> 1. Partner earn up to 1% ~ 4% on growth target achievement. 2. Measured achievement on H2 total POS vs Target. 3. Payment exclude high discount deals, renewal and 50% on 5 years support. 4. Cap maximum payout @ \$200K per partner per year. 5. Program Period Half year 6 months, payout half-yearly.
Total POS During H2 Validity Period	Rebate Payment												
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- Secure and Earn
- New Logo Closed Whitespace Deals
- Select/Advanced/Expert Partner Reward
- VIP Growth Program
- **Select Champion**

Select Champion



Partner Benefits

- Become Top 3 Select Partner in the country
- Earn **\$5K** as Top Select Champion and Trophy

Valid from: Jan. 1st - Dec. 31st 2024

Invite-Only Program: Select Partners only

Eligible Product	Program Details	Access the Promo	Terms and Conditions												
<ul style="list-style-type: none"> ▪ All Fortinet Products. 	<p>Requirements to meet Quarterly targets listed below:</p> <ul style="list-style-type: none"> ▪ Q1: Min. \$20K + Min. 20% Security Fabric ▪ Q2: Min. \$35K + Min. 20% Security Fabric ▪ Q3: Min. \$45K + Min. 20% Security Fabric ▪ Q4: Min. \$50K + Min. 20% Security Fabric ▪ Must meet min. US\$210K for the whole year to compete in Top 3 Select partner 	<ul style="list-style-type: none"> • Register or connect to your FortiRewards account 	<ol style="list-style-type: none"> 1. Select Partner must be compliant by end of December 2024 2. Require consistent purchase quarterly to be the Top 3 Select Partners in each country. 3. Program results will be tabulated at the end of 2024. <table border="1"> <thead> <tr> <th>Ranking</th> <th>Prizes</th> <th>Recognition</th> </tr> </thead> <tbody> <tr> <td>Top Select Partner</td> <td>\$5K (50,000 points)</td> <td>Trophy + Partner Mention in Fortinet Social Media</td> </tr> <tr> <td>1st Runner Up Partner</td> <td>\$3K (30,000 points)</td> <td>Trophy + Partner Mention in Fortinet Social Media</td> </tr> <tr> <td>2nd Runner Up Partner</td> <td>\$1K (10,000 points)</td> <td>Trophy + Partner Mention in Fortinet Social Media</td> </tr> </tbody> </table>	Ranking	Prizes	Recognition	Top Select Partner	\$5K (50,000 points)	Trophy + Partner Mention in Fortinet Social Media	1st Runner Up Partner	\$3K (30,000 points)	Trophy + Partner Mention in Fortinet Social Media	2nd Runner Up Partner	\$1K (10,000 points)	Trophy + Partner Mention in Fortinet Social Media
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- **Thin-Edge SASE**
- High Availability
- Partner Enablement

Thin-Edge SASE

Valid from: Apr. 15th - Dec. 31st 2024

Open to: Distributors and Partners



Partner Benefits

- **FREE** FortiSASE Service on FortiAP 431F for the rest of 2024
- Unlock New SASE opportunities for Micro Branches - Home offices - Headless locations

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<p>FortiAP 431F with FortiCare SKU, either:</p> <ul style="list-style-type: none"> » FC-10-F431F-247-02-12 » FC-10-F431F-284-02-12 	<ul style="list-style-type: none"> • Learn more about this opportunity visit the Thin Edge SASE Promo page • Fortinet's Thin Edge SASE solution provides unique agentless comprehensive protection and simplified management for thin edge locations (home office, retail stores, IoT/OT, ATM, etc.) • Learn how to get your Free FortiSASE, click here. 	<ul style="list-style-type: none"> • To redeem this promotion, customers or partners must acquire the following: <ul style="list-style-type: none"> » FortiAP 431F with associated support contract » Optional power solutions • There is no need to quote the service. Customers may activate the free FortiSASE subscription for cloud-managed FortiAP with bandwidth included by entering the promo code: 2024-SASE-AP on the FortiCloud portal. • Watch the following video, which explains the process step by step 	<ol style="list-style-type: none"> 1. Program begins April 15, 2024 and ends on December 31, 2024 2. Only available when Customer purchases FortiAP 431F through Fortinet authorized channel 3. New business only; renewals are not eligible 4. Please review flyer for all program terms

- Thin-Edge SASE
- **High Availability**
- Partner Enablement

High Availability

Valid from: Jan. 1st - Dec. 31st 2024

Open to: Distributors and Partners



Partner Benefits

- Deliver FortiGuard Services High availability for **FREE** on your second FortiGate!

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> • FortiGate: 40F, 60F, 61F, 80F, 81F, 100F, and 101F appliances with any of the following AI-powered FortiGuard services: <ul style="list-style-type: none"> » Advanced Threat Protection (ATP) » Unified Threat Protection (UTP) » Enterprise Protection (ENT) <p>For 1 year, 3 years, or 5 years of subscriptions</p>	<ul style="list-style-type: none"> • Free FortiGuard Services on the second FortiGate when FortiGate NGFWs are purchased with FortiGuard bundles in an High Availability pair. • More info on FortiGate High Availability. 	<ul style="list-style-type: none"> • Contact your Fortinet Rep / Channel Account manager to request a FTQ quote, which has to include : <ul style="list-style-type: none"> » 2 FortiGates » 1 FortiGuard services bundle for the first, plus one free for the second. • The FTQ Quote Number will have to be referenced on Distributor order to Fortinet 	<ol style="list-style-type: none"> 1. Promotion is only valid for High Availability pair purchases (two FortiGate appliances with FortiGuard services subscriptions for each FortiGate). 2. Can be combined with Deal Registration incentive. 3. Only valid on new back to back orders, not from stock.

- Thin-Edge SASE
- High Availability
- **Partner Enablement**



Partner Enablement

Valid from: Jul. 1st - Dec. 31st 2024

Open to: Select, Advanced, Expert, Regional and Global Partners



Partner Benefits

- Earn up to **\$2.5K** as you embark on the Unified SASE, SecOps partner journey and OT Specialization with Fortinet

Eligibility	Program Details	Access the Promo	Terms and Conditions																												
<p>1. SASE and SecOps Partner Journey</p> <p>» Applicable for partners who do not have existing SASE or SecOps specialization.</p> <p>2. OT Specialization</p> <p>» Partner earn US\$500 for achieving OT specialization.</p>	<p>1. SASE Partner Journey</p> <table border="1"> <thead> <tr> <th>Journey</th> <th>Achievement</th> <th>Payout</th> </tr> </thead> <tbody> <tr> <td>Sales Enablement</td> <td>Complete 1 SASE Specialization sales training</td> <td>\$200 (2K points)</td> </tr> <tr> <td>Technical Certification</td> <td>FCSS SASE Exam or or SASE Certification</td> <td>\$200 (2K points) \$600 (6K points)</td> </tr> <tr> <td>Specialization</td> <td>SASE Specialization Partner</td> <td>\$200 (2K points)</td> </tr> </tbody> </table> <p>2. SASE Partner Journey</p> <table border="1"> <thead> <tr> <th>Journey</th> <th>Achievement</th> <th>Payout</th> </tr> </thead> <tbody> <tr> <td>Sales Enablement</td> <td>Complete 1 SecOps Specialization sales training</td> <td>\$200 (2K points)</td> </tr> <tr> <td>Technical Certification</td> <td>FCSS SecOps Certification</td> <td>\$600 (6K points)</td> </tr> <tr> <td>Specialization</td> <td>SecOps Specialization Partner</td> <td>\$200 (2K points)</td> </tr> </tbody> </table> <p>3. Operational Technology</p> <table border="1"> <thead> <tr> <th>Achieved Specialization</th> <th>Payout</th> </tr> </thead> <tbody> <tr> <td>Operational Technology</td> <td>\$500 (5K points)</td> </tr> </tbody> </table>	Journey	Achievement	Payout	Sales Enablement	Complete 1 SASE Specialization sales training	\$200 (2K points)	Technical Certification	FCSS SASE Exam or or SASE Certification	\$200 (2K points) \$600 (6K points)	Specialization	SASE Specialization Partner	\$200 (2K points)	Journey	Achievement	Payout	Sales Enablement	Complete 1 SecOps Specialization sales training	\$200 (2K points)	Technical Certification	FCSS SecOps Certification	\$600 (6K points)	Specialization	SecOps Specialization Partner	\$200 (2K points)	Achieved Specialization	Payout	Operational Technology	\$500 (5K points)	<ul style="list-style-type: none"> • Register or connect to your FortiRewards account • Partners will be notified to submit reward claim when they meet the eligibility. • A copy of the FCSS SASE Exam/ FCSS SASE Certification/ FCSS SecOps Certification is required to be uploaded as supporting document when claiming. 	<ol style="list-style-type: none"> 1. Each Partner is only allowed to submit 1 claim for each of the individual claim component stated in SASE Partner Journey and/or SecOps Partner Journey. 2. For SASE Partner Journey, a partner who have passed a FCSS SASE exam and obtained the FCSS SASE certification can only claim for either the FCSS SASE exam OR FCSS SASE certification. 3. Limited to 100 approved partner claims for OT specialization, SASE and SecOps partner journey.
Journey	Achievement	Payout																													
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Achieved Specialization	Payout																														
Operational Technology	\$500 (5K points)																														

- QRadar SIEM Displacement
- Refresh F5 Big-IP iSeries

QRadar SIEM Displacement **NEW**

Valid from: Jul. 1st - Dec. 31st 2024

Open to: All Partners



Partner Benefits

- Up to 70% off FortiSIEM and FortiSOAR software when you displace IBM QRadar SIEM software
- For every \$100K of FortiSIEM list price sold, you receive 2 days of Fortinet Professional Services at 50% off and FREE training & exam vouchers for two customers

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> • FortiSIEM and FortiSOAR software SKUs sold as perpetual or subscription licenses • Contact Fortinet if your customer requires SaaS 	<ul style="list-style-type: none"> • IBM QRadar SIEM SaaS business sale and overall product uncertainty is causing the installed base of over 10,000 to evaluate change. • Leverage this promotion, training, and sales tools to convert QRadar customers to Fortinet. 	<ul style="list-style-type: none"> • Promo requires an FTQ from Fortinet Sales Representative, quote justification should reference "QRadar SIEM Displacement". • The FTQ must be referenced in the PO order. • Download the flyer. 	<ol style="list-style-type: none"> 1. Customer must be replacing or augmenting a QRadar SIEM installation. 2. The software promotion applies only when a FortiSIEM list price quote exceeds \$50K USD (includes all FortiSIEM software-related SKUs). 3. Promotion includes 50% discount on 2 days of Fortinet Professional Services per \$100K of FortiSIEM software. 4. Promotion includes two customer self-paced trainings with remote hands-on labs as well as exam vouchers for certification. 5. The FTQ Quote Number will have to be referenced on Distributor Order to Fortinet. 6. This promotion is for new sales only and does not apply to future renewals. 7. Discount applicable to APAC EndUser Price List.

○ QRadar SIEM Displacement

● Refresh F5 Big-IP iSeries

Refresh F5 Big-IP iSeries

Valid from: Jan. 1st - Dec. 31st 2024

Open to: All Partners



Partner Benefits

- Get up to **55% off** when you refresh the F5 Big-IP iSeries, which went EOS on January 1st 2024
- Offer your customer a higher performance alternative to F5 BIG-IP EOS

Eligible Product	Program Details	Access the Promo	Terms and Conditions						
<ul style="list-style-type: none"> • FortiADC product family. All form factors: appliance, virtual machine (VM), software or SaaS solution. 	<ul style="list-style-type: none"> • Upgrade to FortiADC Promotional discounts* <table border="1"> <tr> <td>Hardware</td> <td>55%</td> </tr> <tr> <td>VM, Software & Service</td> <td>50%</td> </tr> <tr> <td>SaaS</td> <td>45%</td> </tr> </table> <p><small>* Recommended partner discount upon availability at the distributor, the recommended discount is applicable to the recommended APAC EndUser price list.</small></p> • The promotional discounts apply on any SKU of the FortiADC product category, but renewal is excluded. 	Hardware	55%	VM, Software & Service	50%	SaaS	45%	<ul style="list-style-type: none"> • Promo requires an FTQ from Fortinet Sales Representative, using the following promo code: FORTIADC-24-APAC • On the Distributor order, the approved FTQ number is mandatory. 	<ol style="list-style-type: none"> 1. A special quote is requested to access the promotion. 2. Renewal is excluded. 3. The FTQ Quote Number will have to be referenced on Distributor Order to Fortinet. 4. Promotional discounts are non-stackable with other promotions or programs. 5. Fortinet is not the selling party and Fortinet publishes these discounts for information purposes only. 6. The selling party is the applicable Fortinet Authorized Distributor, and all pricing is negotiated independently between the Distributor and the Reseller. 7. The recommended partner discount is applicable to APAC recommended EndUser pricelist in USD. 8. Please review flyer for all program terms
Hardware	55%								
VM, Software & Service	50%								
SaaS	45%								

Fortinet ENGAGE Partner Program

Tap into huge opportunity with the most deployed, most patented, and most validated cybersecurity vendor that is **100% committed to channel.**

Within Fortinet's unified platform, three solutions redefine cybersecurity, enabling our partners to sell into to an ever-evolving cybersecurity landscape and meet constantly accelerating business needs. The solution to simplifying complex networks, distributed users, and hybrid applications is the convergence and consolidation of security, all with flexible consumption models to make buying easy.

Since day one, Fortinet has been dedicated to our partners' profitability – our 100% commitment to the channel means we place a high value on investing in long-term growth relationships with our partners.

From your first appointment through the entire customer lifecycle, Fortinet's puts our partner's profitability first, incentivizing each stage of the sales cycle. We are dedicated to ensuring your profitability across a set of products and solutions that are tightly integrated and span endpoint, network, and cloud edges.

As you grow your investments with Fortinet and move up within our program, you unlock differentiated, comprehensive designations and further increase your profitability – up to 50% more money back on comparably priced deals when you lead with Fortinet.

