



Q3 2022 Reseller Partner Rewards

1st July, 2022 - 30th September, 2022

DIVERSIFY YOUR REVENUE WITH MANAGED SERVICES

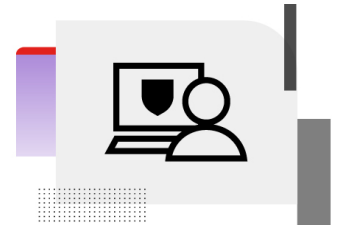
Achieve a NSE 5 certification to be recognized as a Fortinet MSSP Select Partner, get rewarded with extra \$\$\$ and receive 1 year of free FortiCloud Premium service

It has never been easier to become a MSSP Select Partner with Fortinet! As a Select or Advocate Integrator Partner, all you need to do is to achieve a NSE 5 certification*.

- Achieve any NSE 5 certification and earn \$400
- Plus as a Select MSSP Partner, you will receive 1 year of free FortiCloud Premium service to help you ramp up your MSSP services.
- All Select and Advocate Integrator Partners eligible.

* as long as you are fully NSE compliant with the Select Integrator status.

** Only 1 FortiReward on NSE 5 certification allowed per Partner



Proof of Performance Requested:

Official Fortinet Certificate of NSE 5 certification, completion date between 1st July, 2022 and 30st September, 2022

SMB BOOSTER

Our popular SMB Reward is back! For Q3, earn even more \$\$\$ with the Deal Registration Bonus

All Advocate and Select Partners closing a deal of minimum \$7,000:

- Every \$7,000* deal earns \$200 and \$50 more if Deal Registered - \$250 in total
- Every \$12,000* deal earns \$400 and \$100 more if Deal Registered - \$500 in total
- Every \$15,000* deal earns \$600 and \$150 more if Deal Registered - \$750 in total

*End-user value



Proof of Performance Requested:

Reseller invoice to End-user dated between 1st July, 2022 and 30th September, 2022.

Claims must include End-user company name and invoice.

For Deal registration extra bonus, please include a screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal ID.

Maximum claim of 5 SMB Booster per Partner Account.

Deal Registration rewards are not cumulative.

Deal Registration ID can only be used to claim 1 Q3 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.



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GET READY TO BECOME A FORTINET SPECIALIZED PARTNER

Gain the knowledge and skills necessary to become a partner of distinction in one of several high-business demand areas.

- Earn \$400 when you achieve any of the following NSE 7 Certificates:
SD-WAN, Operational Technology, Secure Access, Public Cloud, Security Orchestration (SOAR) or Advanced Analytics*
- Open to all Select and above Fortinet Partners

* Only one rewarded per partner

Proof of Performance Requested:

Official Fortinet Certification of completion for one of the following NSE 7 Certificates SD-WAN, OT, Secure Access, Public Cloud, Security Orchestration (SOAR) or Advanced Analytics dated between 1st July, 2022 and 30th September, 2022.



REWARDING PARTNER LED BUSINESS

A partner-led opportunity doesn't require our sales or SE teams to be in touch directly with end customers.

Successfully close a Partner Led opportunity and place your order by end of Q3 to earn up to \$1,000

- from \$15K - \$25K earn \$500
- from \$25K - \$50K earn \$1000

Proof of Performance Requested:

Deal registration ID: A screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal ID.

In our system the opportunity will have to be tagged as Partner Led – to be checked by our team.

Renewal excluded.

One single PO must be placed at the distributor.

Deal Registration rewards are not cumulative.

Deal Registration ID can only be used to claim 1 Q3 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.



Claiming Details

Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q1 claims can be submitted until the end of Q1; claims submitted in Q2 will fall into next cycle). Funds will be available 4-6 weeks after the Quarterly Redemption Cycle. To access your funds, create a [XTRM](#) account – [XTRM](#) is Fortinet's global payment processor partner for FortiRewards.

**All reward offers are valid from
1st July, 2022 to 30th September, 2022**

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the Fortinet Rewards Program.

Q3 claiming available until 30th September, 2022.

Not Yet Registered for Rewards?

It's easy. Register at: <https://partnerportal.fortinet.com>

For more details, contact your Fortinet Sales Team or

Email: EMEA_partners@fortinet.com