

Be Something
Special

**Master the Art of
Fortinet Specialization**

FORTINET®





In the fast-paced world of cybersecurity, true masters stand out from the crowd.

As a Fortinet Channel Partner, you have the opportunity to elevate your skills and become a digital ninja in the realm of network security.

Welcome to the “Be Something Special” initiative, where we invite you to embark on a journey of specialization and excellence.

Just as ancient ninjas honed their skills to become elite warriors, you too can sharpen your expertise in key areas of Fortinet technology. By attaining Fortinet specialization, you’ll join the ranks of the most skilled and respected professionals in the industry.

Specialization Paths

Choose Your Path to Mastery

Fortinet currently offers seven distinct specialization paths, each designed to make you a formidable expert in a crucial area of network security:

- SD-WAN: Master the art of software-defined wide area networking
- LAN Edge & SD-Branch: Become a silent guardian of local and branch networks
- Data Center: Protect the heart of enterprise operations with unmatched skill
- Adaptive Cloud Security: Navigate the ever-changing landscape of cloud protection
- Zero Trust Access: Perfect the technique of granting access with unwavering vigilance
- Operational Technology: Safeguard critical infrastructure with precision
- Security Operations: Orchestrate defenses with the finesse of a true security ninja

You can find details of the requirements on the Fortinet Partner Portal:

[VIEW DETAILS](#)

You may need to first sign into the [Fortinet Partner Portal](#) before clicking this button.

Benefits of Specialization

Unlock the Secrets of Success

By achieving Fortinet specialization, you'll gain access to exclusive benefits that will set you apart from the competition:

Fortinet Benefits:

- Earn a prestigious specialization badge, a symbol of your expertise
- Gain recognition on the Partner Locator, increasing your visibility to potential clients
- Access discounted not-for-resale kits, allowing you to demonstrate your skills with ease

Exclusive Networks will be offering additional benefits to Fortinet partners who work with us to achieve specialization:

- Access to \$5,000 in co-op funds for lead generation initiatives or events
- Initiative kits including banners and merchandise for your ninja-level events
- Discounted training prices and complimentary exam vouchers to support your journey to specialization
- Access to downloadable demos and Fortinet lab sessions
- Use of Fortinet premises for customer events, providing the perfect dojo for showcasing your skills
- Branded polo shirts for your team, proudly displaying your specialization badge
- Potential end-user leads starting in 2025, connecting you with those who seek your expertise

The Path to Specialization

Mastering the Way of the Fortinet Ninja

By achieving Fortinet specialization, you'll gain access to exclusive benefits that will set you apart from the competition:

Choose Your Discipline

Select the specialization that aligns with your strengths and market demands.

Train Rigorously

Complete the required Sales Training to sharpen your business acumen.

Prove Your Worth

Pass the Technical Exam to demonstrate your mastery of Fortinet technologies

Earn Your Title

Once your organization meets the requirements, you'll be awarded your specialization

Remember, the path to becoming a Fortinet ninja is open to Select partners and above. Prepare yourself for a journey of continuous learning and growth.

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The Power of Specialization

Become a Legend in Your Field

As a Fortinet Specialized partner, you'll possess the skills to:

- Sell into and support complex security environments
- Offer tailored solutions for SD-WAN, Data Center, Cloud, and more
- Utilize solution-specific NFR kits to demonstrate your prowess
- Close deals more quickly with your enhanced expertise and tools

Your specialization is more than just a title – it's a testament to your commitment to excellence and your ability to protect the digital realm with unparalleled skill.

Join the Elite

Enter the Dojo of Digital Defenders

By specializing with Fortinet and Exclusive Networks, you're not just improving your skills – you're joining a community of elite professionals.

Engage, learn, and network with fellow Fortinet enthusiasts who share your passion for cybersecurity excellence.

Take the first step towards becoming a Fortinet ninja today. Choose your path, hone your skills, and prepare to be something truly special in the world of network security.

Ready to unleash your inner

Fortinet Ninja?

Contact your account manager today to begin
your journey towards specialization and discover
how you can Be Something Special.

LEARN MORE

FORTINET®

