



#WeAreExclusive

In partnership with  
**FORTINET**®

# Service Blueprints





# Service Bundles

Providing standardised offers to your customers makes the sales process simpler. Recommended configurations assures clients that you have ready-made, proven solutions to their network challenges.

	Branch Office	Small Office	Medium Office	Large Office
Size	Basic guidance around number of people or site connectivity speed to help with selecting the scale of the device 1 – 25 People <b>Site Connectivity</b> Up to 80Mbps	10 – 50 People <b>Site Connectivity</b> Up to 250Mbps	50 – 150 People <b>Site Connectivity</b> Up to 500Mbps	150 – 500 People <b>Site Connectivity</b> Up to 1Gbps
Device	With UTP licence applied, the device here should be appropriate for the size of site / bandwidth Fortigate FG-30E	Fortigate FG-40F	Fortigate FG-60F	Fortigate FG-60F or FG-100F

*At critical branches, dual firewalls and switching is recommended*

You can have as many bundles as you like. It's recommended to keep to a small number. These are four of the most common deployment scenarios.

### MSSP Benefits:

- › Faster sales quotes
- › Standardised orders from distribution
- › Faster to deploy with standardised configurations
- › Easy for all levels of support within your organisation

Please note that all configurations are suggested examples. Be sure to speak with your Fortinet Account Manager and Solutions Engineer to ensure that you create configuration bundles to suit your specific requirements.

**IMPORTANT:** Enabling multiple UTM features impacts resources on the Fortigate appliance. Ensure you work with the Fortinet team to size your appliances correctly for the bandwidth and intended UTM feature set.



# Pricing Model Guidance

Once you've standardised the hardware configurations in each bundle with your Fortinet SE. You can now create standardised pricing options for each bundle. These fixed price configurations will decrease Pre-sales burden and increase Sales independence to provide quick quotes.

	CAPEX Model <i>Customer purchases the hardware</i>	OPEX MODEL <i>Customer rents a full service</i>
Costs	What do you need to consider as an MSP for providing either a CAPEX or OPEX version of Managed SDWAN?  Staff costs for Level 1,2,3 Support Hosting costs for centralised FortiManager	Staff costs for Level 1,2,3 Support Hosting costs for centralised FortiManager Hardware and UTM licence costs (per bundle)
Billable Items	<p>What are the billable line items to cover the cost and provide margin on the service?</p> <p><b>ONE OFF</b></p> <ul style="list-style-type: none"> <li>• SDWAN Assessment (pre-sale)</li> <li>• SDWAN Core Setup Fee</li> <li>• Branch Setup Fee (per site)</li> <li>• Hardware Purchase and 3 Years UTM</li> </ul> <p><b>RECURRING</b></p> <ul style="list-style-type: none"> <li>• Monthly SDWAN Service Charge               <ul style="list-style-type: none"> <li>• Management Costs</li> <li>• Contribution to centralised FortiManager</li> </ul> </li> </ul>	<p><b>ONE OFF</b></p> <ul style="list-style-type: none"> <li>• SDWAN Assessment (pre-sale)</li> <li>• SDWAN Setup Fee</li> <li>• Setup Fee (per site)</li> </ul> <p><b>RECURRING</b></p> <p>Monthly SDWAN Service Charge</p> <ul style="list-style-type: none"> <li>• Amortised Hardware (contract term)</li> <li>• Amortised UTM (<i>contract term</i>)</li> <li>• Management Costs</li> <li>• Contribution to centralised FortiManager</li> </ul>

## Standardised Pricing

Pre-Sales spend more time looking at customer outcomes and less time on pricing exercises.

Sales teams can rapidly quote a client based on the number of branches and which bundle each branch requires.

Please note that all configurations are suggested examples. Be sure to speak with your Fortinet Account Manager and Solutions Engineer to ensure that you create configuration bundles to suit your specific requirements.



# Our Services 1<sup>st</sup> Approach



## Assess IT

Credit and Risk

### Size Scope Stage

Rapid response pre-sales team for small and medium business opportunities

Mobile team of **30** experienced pre-sales engineers



## Host IT

Public Cloud and hosting

Shift to managed consumption overcoming resource and complexity challenges with predictable monthly billing.

**Secure. Simple.**



## Consume IT

Finance and Leasing

Subscribe with X-OD

### Shifting CapEx to OpEx.

Instant revenue & commissions for the channel

Payment over time for End-user



## Deploy IT.

## Enable IT.

Install and Testing

Successfully delivered projects **1-200 days**

Remote / onsite configuration

Global and local

**Authorised** training centre



## Support IT.

## Manage IT.

Technical and Managed services driving value consumption

Increase end customer satisfaction

**Security-as-a-Service**