

# Discovery Tour



# Contents



# How to Log Into the Partner Portal



**FORTINET**  
PARTNER PORTAL

**Current Partner Login**

Username  
[input field]

Password  
[input field]

Remember Me    [Forgot Password?](#)

**Login**

COVID-19: Important Updates from Fortinet

**Do you work for an existing Fortinet partner**  
and need access to the partner portal for the first time?  
**REGISTER AS A NEW USER**

**If your company is not yet a partner and would like to be**  
**CLICK HERE TO APPLY**

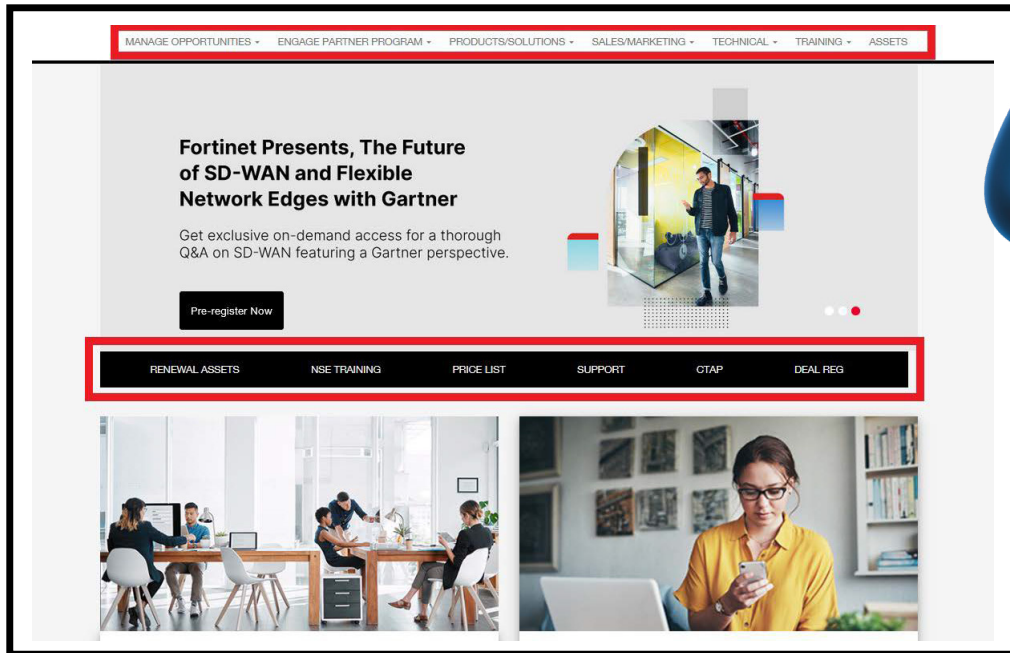
1. Open the Fortinet Partner Portal link: <https://partnerportal.fortinet.com/English/>
2. Use your username and password
3. You are ready to start your partner journey with us!

## TIPS

If you do not already have access to the portal, click the link to **REGISTER AS A NEW USER**

Save the portal url as a favourite or bookmark so you can quickly visit the portal when you need to.

# How to Log Into the Partner Portal



Once you are logged in, the Partner Portal Home Page is displayed.

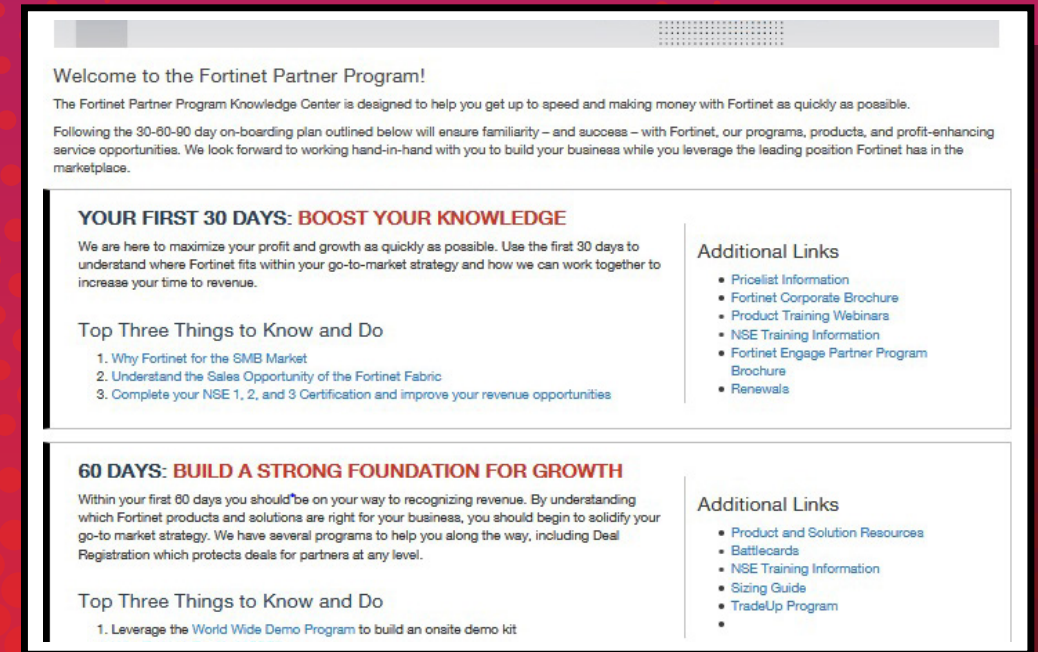
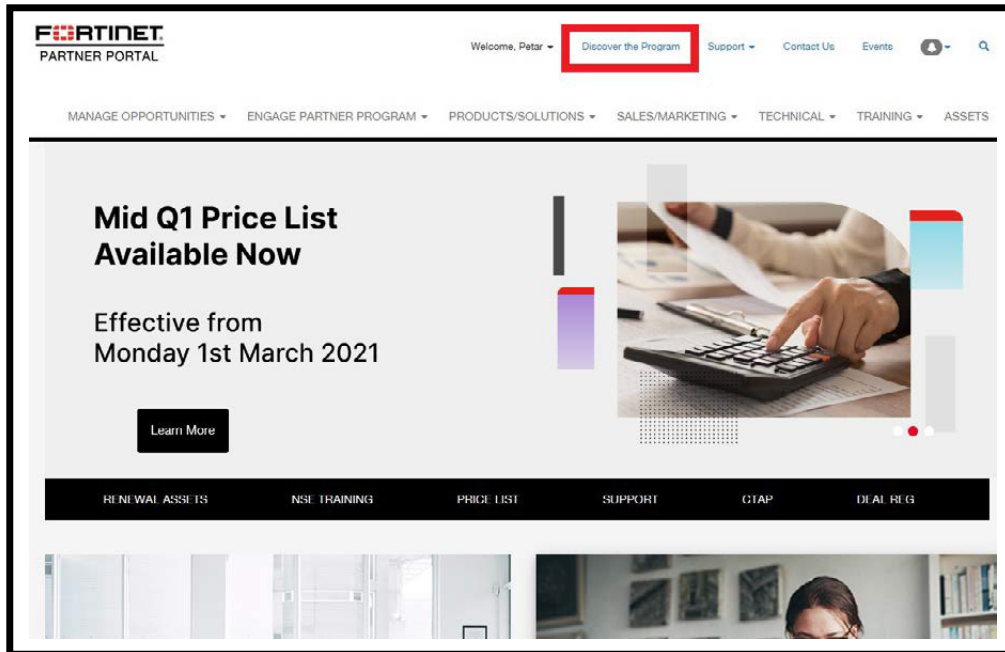
The home page is split into 6 easy to navigate sections:

- Deal Registration – Manage opportunities
- Engage Partner Program
- Products/Solutions
- Sales/Marketing
- Technical
- Training
- Assets – link to Content Library

As well as a quick access toolbar that contains useful resources that you will need as a partner.

# Get Started with our Tailored Onboarding Plan

From the Home Page, simply click to “Discover the Program” in the upper menu bar to get access to the onboarding program designed for you.



# Succeeding with Fortinet



Welcome to the Fortinet Partner Program!

The Fortinet Partner Program Knowledge Center is designed to help you get up to speed and making money with Fortinet as quickly as possible.

Following the 30-60-90 day on-boarding plan outlined below will ensure familiarity – and success – with Fortinet, our programs, products, and profit-enhancing service opportunities. We look forward to working hand-in-hand with you to build your business while you leverage the leading position Fortinet has in the marketplace.

## YOUR FIRST 30 DAYS: BOOST YOUR KNOWLEDGE

We are here to maximize your profit and growth as quickly as possible. Use the first 30 days to understand where Fortinet fits within your go-to-market strategy and how we can work together to increase your time to revenue.

### Top Three Things to Know and Do

1. Why Fortinet for the SMB Market
2. Understand the Sales Opportunity of the Fortinet Fabric
3. Complete your NSE 1, 2, and 3 Certification and improve your revenue opportunities

### Additional Links

- Pricelist Information
- Fortinet Corporate Brochure
- Product Training Information
- NSE Training Information
- Fortinet Partner Program Brochure
- Renewal Management

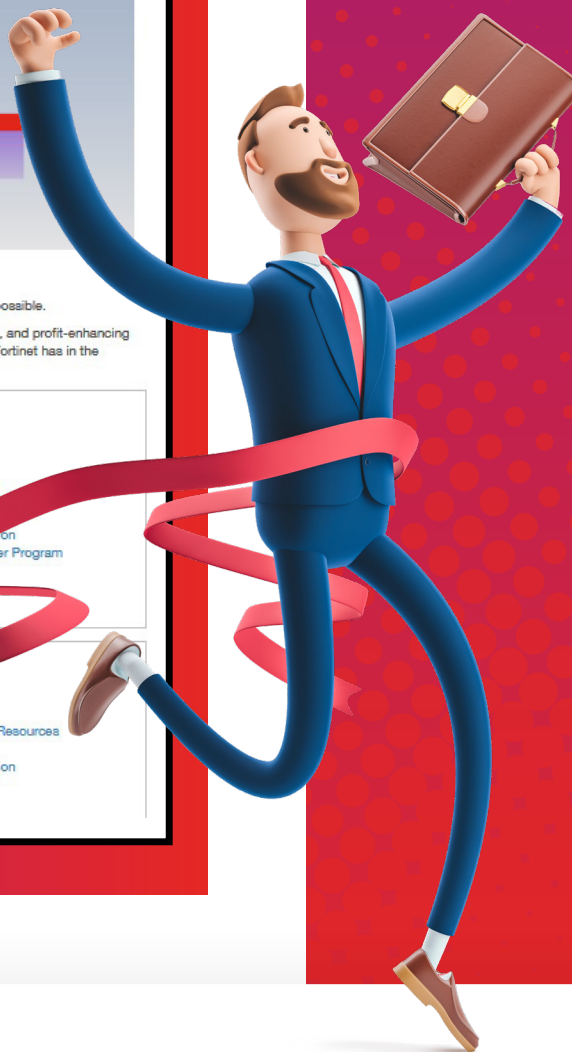
## 60 DAYS: BUILD A STRONG FOUNDATION FOR GROWTH

Within your first 60 days you should be on your way to recognizing revenue. By understanding which Fortinet products and solutions are right for your business, you should begin to solidify your go-to-market strategy. We have several programs to help you along the way, including Deal Registration which protects deals for partners at any level.

### Top Three Things to Know and Do

### Additional Links

- Product and Solution Resources
- Battlecards
- NSE Training Information
- Sizing Guide
- TradeUp Program



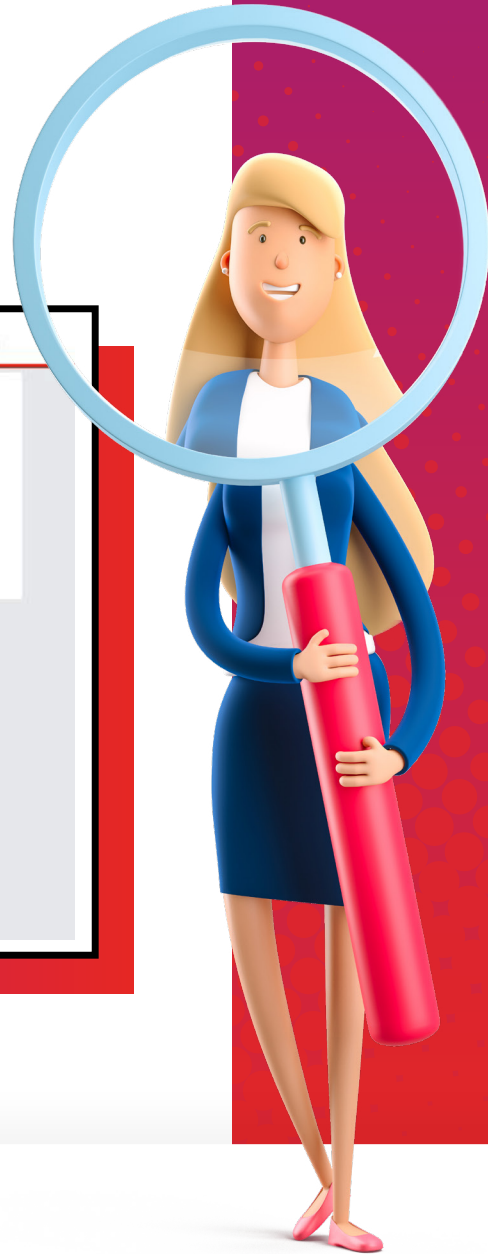
Follow the **30-60-90 day onboarding** program in order to accelerate your success with Fortinet!

This plan gives you all the useful resources and best practices to help you build a valuable, highly-differentiated security practice that leverages the industry's best solutions to drive Customer Success.

## At the end of the 90 days, you will:

- Increase your knowledge of our core products and services
- Strengthen your Go-To-Market strategy
- Increase your profitability and develop new cross-sell and upsell opportunities

# SMB Hub for Resellers



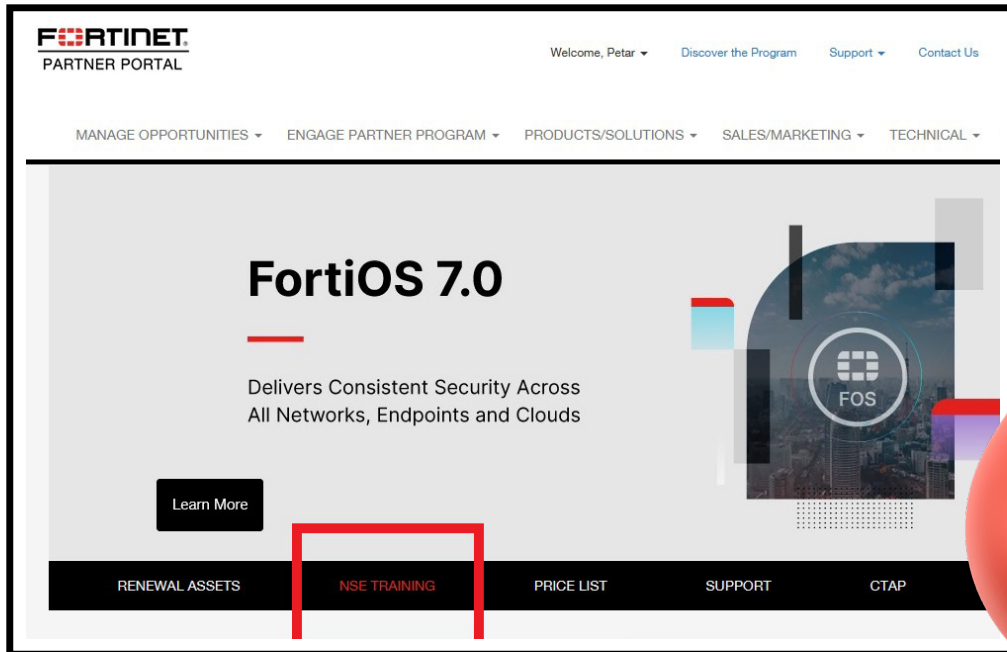
Under the section **PRODUCTS/ SOLUTIONS**, you can leverage the subsection: **SMB Hub for Resellers** where you can access a variety of useful assets that will provide you with the information you need to **LEARN, PROMOTE** and **SELL**.

## TIPS

You can also find more SMB related content in the **ASSETS** section which takes you directly to the **Asset Library**

# Enablement

## - How to Enroll in NSE Institute



The first way is to go to the **NSE TRAINING** in the black ribbon, that will redirect you to the Fortinet Network Security Institute (NSE) Training website.

Then, click on **login** (in the top right corner) and use your Fortinet Partner credentials to get access.

### TIPS

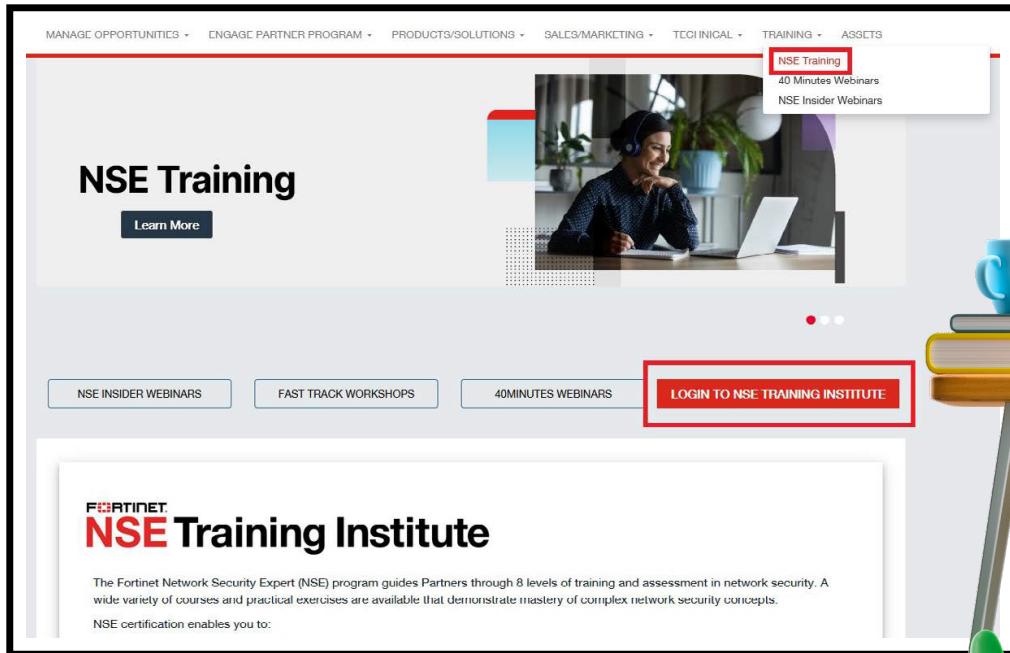
NSE 1, NSE 2 and NSE 3 can be done online and are simple and easy to complete.

For more advanced levels e.g NSE 4 and above, Exclusive Networks are an authorised Fortinet Training Centre offering instructor-led classroom training.



# Enablement

## - How to Enroll in NSE Institute



The second way is to go to the **TRAINING** > NSE Training Subsection and then click to: **“LOGIN TO NSE TRAINING INSTITUTE”**.

You will then be redirected to the Fortinet Network Security Institute (NSE) Training website.

Then, click on **login** (in the top right corner) and use your Fortinet Partner credentials to get access.

# Marketing

## - Go Social with Fortinet

The screenshot shows the 'Go Social with Fortinet' page. At the top, there's a navigation menu with 'Accelerate 2021', 'Marketing', 'Social' (highlighted with a red box), 'Cyber Threat Assessment (CTAP)', 'Renewal Hub', 'Trade Up', and 'FortiNews'. Below the navigation is a main heading 'Go Social with Fortinet' with the subtext 'Enable, educate, and enlighten your social community'. There are social media icons for Facebook, LinkedIn, Twitter, and YouTube. The main content area is titled 'Fortinet Partner Social' and includes a 'How to use' section with an infographic and a 'Download The Guide' button. A 'Use The Tool' button is highlighted with a red box at the bottom left.

Click on **SALES/MARKETING** > Social to find out more about social tools available to you. Then, you can click the button "Use The Tool" to get access to the social posts that you can share on your own social media.

The screenshot shows the Fortinet Partner Portal interface. At the top, there's a navigation menu with 'FORTINET POSTS', 'MY POSTS', 'MY PREFERENCES', 'CONTACT US', 'BACK TO PORTAL', and 'LOGOUT'. The main heading is 'Go Social with Fortinet' with the subtext 'Enable, educate and enlighten your social community'. Below this, there's a section for adding a social media account and a list of example posts. Two example posts are shown, each with a management menu on the right. The first post is titled 'A Conversation Around Cybersecurity Training with a Fortinet Certified Trainer' and the second is 'Observed in the Wild Exploitation of F5 BIG-IP Remote Command Execution Vulnerability'. The management menus for both posts are highlighted with red boxes, showing options: 'Share', 'Schedule', 'Edit', and 'Reject'.

This page provides you with posts created by Fortinet, and you can review, edit, discard or approve these new posts on the right corner of each post.

# Marketing Centre



Under the **SALES/MARKETING** section, click on the subsection Marketing to access the latest Fortinet Campaigns for partners which you can leverage in your own lead generation plans. You'll also find links to Corporate brochure, brand guidelines and other useful marketing documents.

MANAGE OPPORTUNITIES - ENGAGE PARTNER PROGRAM - PRODUCTS/SOLUTIONS - SALES/MARKETING - TECHNICAL - TRAINING - ASSETS

HOME > MARKETING RESOURCES

Accelerate 2021  
Marketing  
Social  
Cyber Threat Assessment (CTAP)  
Renewal Hub  
Trade Up  
FortiRewards

## Fortinet Marketing Center

### Current Fortinet Campaigns for Partners

**Expanded detection and response, everywhere you need it.**  
**NEW!** Extended Detection & Response Campaign  
Expand your customers' threat detection capabilities with extended detection and response (XDR) technology.  
[Get Started >>](#)

**Adaptive Cloud Security, everywhere you need it.**  
**NEW!** Email Security Campaign  
Educate customers and prospects, especially Broadcom customers affected by the Symantec acquisition, on how they can address the need for a reliable email security solution.  
[Get Started >>](#)

**Strengthen your security knowledge with free online training from Fortinet**  
**NEW!** Infosec Training Campaign  
Help your customers' workforces learn how to protect themselves against today's cyber threats.  
[Get Started >>](#)

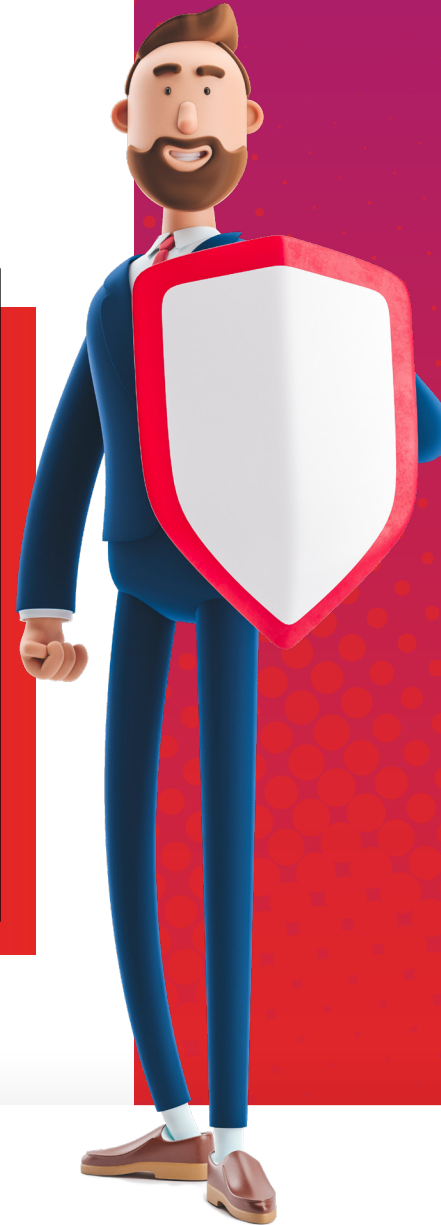
## TIPS

You can find more campaigns in the Asset Library or head to our microsite <https://www.exclusivelyfortinet.com> where you can find quick links to all the marketing campaigns available.

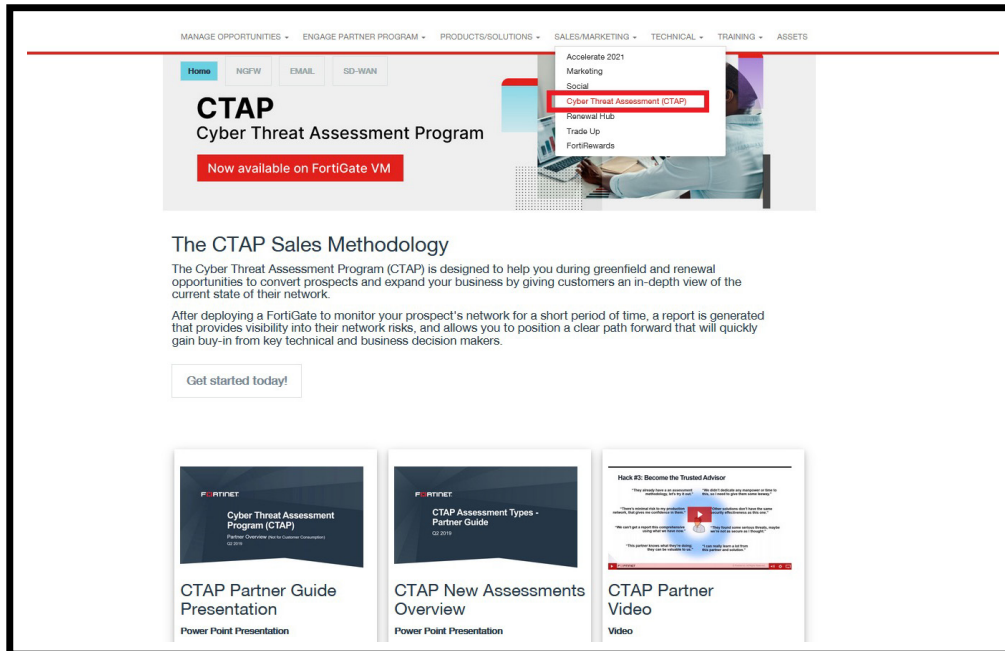


Source: Why Fortinet Guide, Fortinet partner portal

# Cyber Threat Assessment Program (CTAP)



Learn more about CTAP and how it can increase your close rates and accelerate decision making. Click on **SALES/MARKETING** and the subsection **Cyber Threat Assessment (CTAP)**. You can then navigate through different CTAP sections for **NGFW, EMAIL** and **SD-WAN**

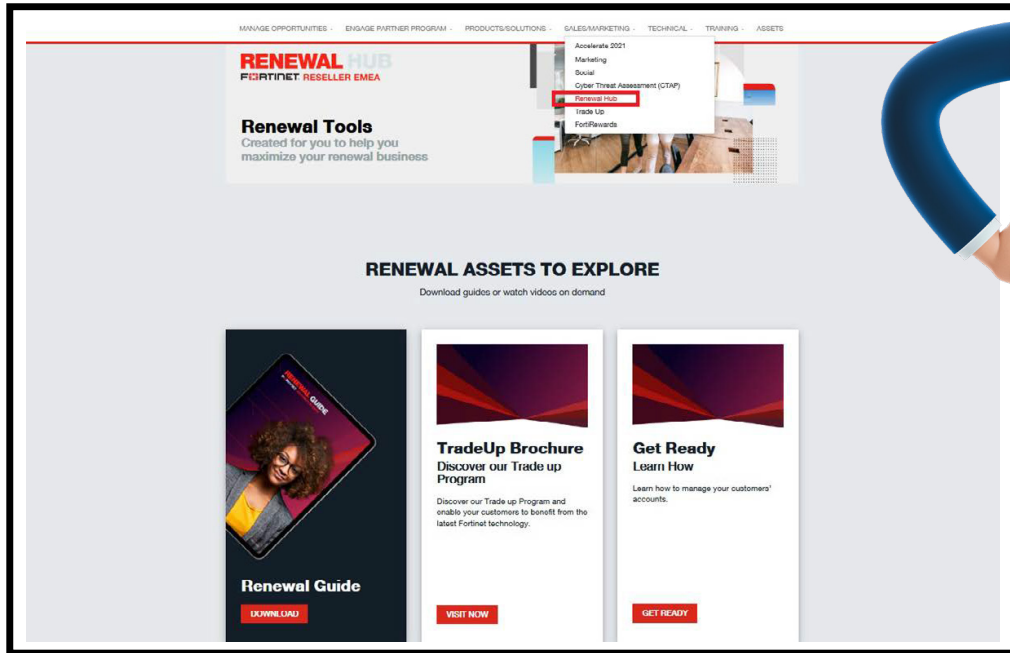


## TIPS

We have created playbooks specifically for CTAP and SD-WAN Assessments which you can find on our [microsite](#)

We also have a CTAP loan pool available so talk to us for more information.

# Renewal Hub



Find the Renewal Hub by clicking on **SALES/MARKETING** > Renewal Hub, where you will find all the information concerning renewals such as Renewals Guide, Renewal Asset, Upsell opportunities and more.

## TIPS

As well as Fortinet product specialists and a team of 30 pre-sales and technical engineers to advise you, Exclusive Networks have a dedicated renewals team who can help with any enquiries, so please contact us if you need guidance

# Trade Up

MANAGE OPPORTUNITIES • ENGAGE PARTNER PROGRAM • PRODUCTS/SOLUTIONS • SALES/MARKETING • TECHNICAL • TRAINING • ASSETS

Fortinet EMEA Partner  
**TRADEUP PROGRAM**

TradeUp Matrix for Transfer of Services  
Check the EOO Models eligible for transfer of services

Network Security | LAN Edge | Management and Analytics | Application Security

Accelerate 2021  
Marketing  
Social  
Cyber Threat Assessment (CTAP)  
Renewal Hub  
Trade Up  
Fortiwards

### LATEST TRADE UP OPPORTUNITIES

FG 1500D to 1800F	LAN EDGE
<ul style="list-style-type: none"><li>+ All FG 1500D Contract expiring in 2021</li><li>+ Benefit from a <b>65% discount</b> to Partners if traded up to <b>1800F series only</b></li><li>+ Free Transfer of the FG1500D remaining services to the new FG1800F</li></ul> <p>LEARN MORE</p>	<ul style="list-style-type: none"><li>+ Upgrade from the older 802.11a/b/g/n technology to the latest and greatest, WiFi 6 802.11ax</li><li>+ FortiWI C-50D, 200D and 500D and endpoints are out of order since November 1st, 2020</li></ul> <p>LEARN MORE</p>



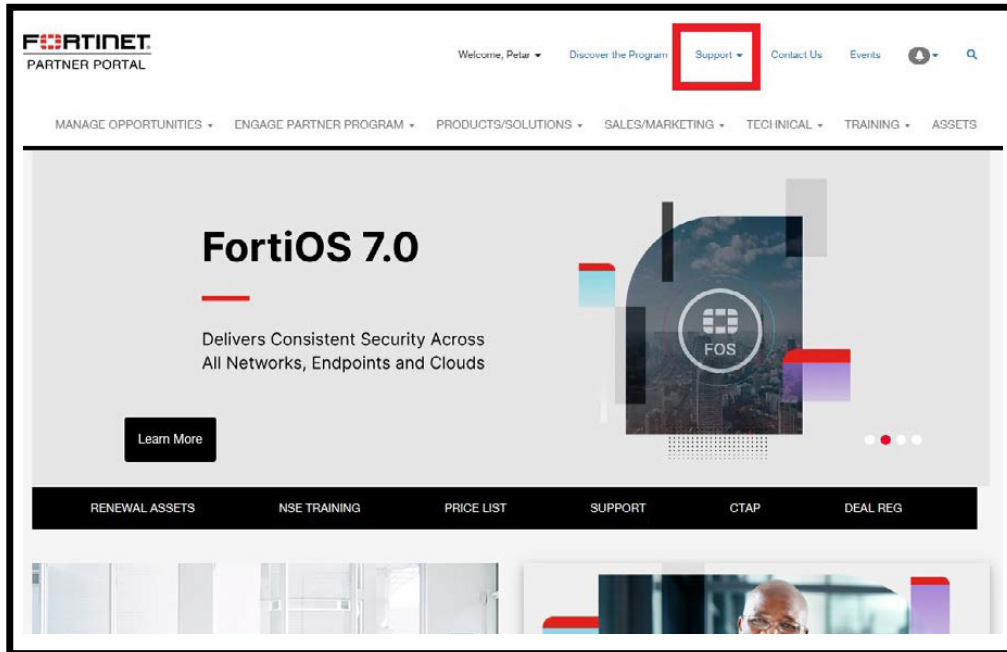
To get access to the Trade-Up section, click on **SALES / MARKETING** > Trade Up.

**Trade Up program allows you to access the latest Fortinet solutions**, bringing you improved performance, updated security, and an advanced feature set whilst benefitting from real cost savings.

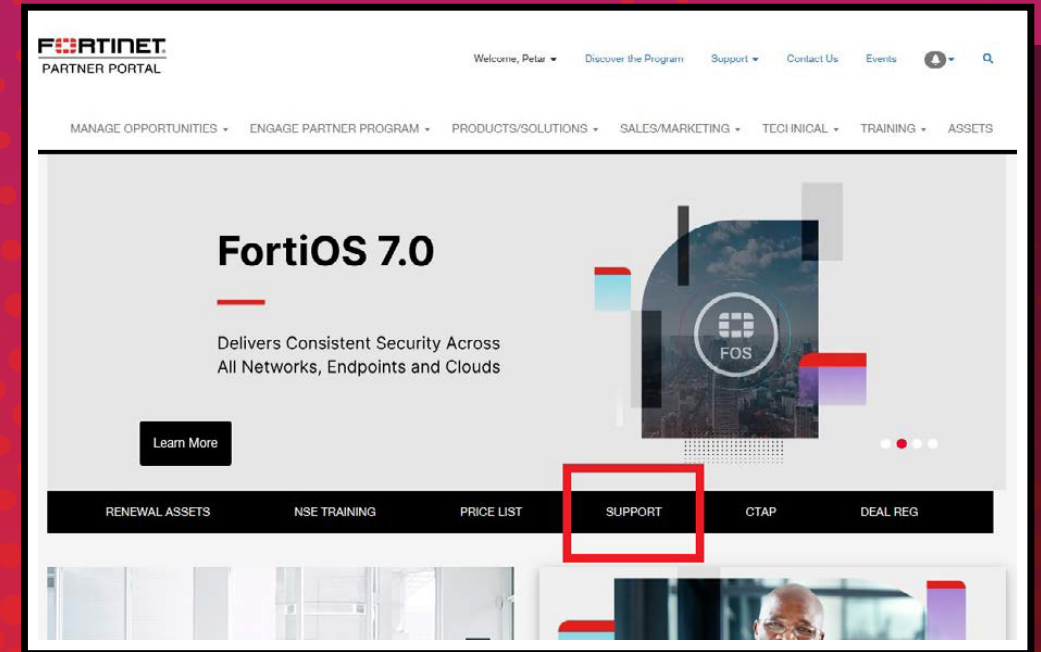
## TIPS

Our team of Fortinet product specialists and pre-sales and technical engineers can advise you on upgrades and trade-ins as well as any current promotions.

# Support



You can use the direct access to the Support Portal in the upper menu bar, to access to either the Support FAQs (Support Account, Quick links and Assets) or the Support Portal Login.



You can also use the support in the bottom menu bar to get a quick access to the Support Portal Login.

# Speak to the Team

✉ [fortinetsales\\_uk@exclusive-networks.com](mailto:fortinetsales_uk@exclusive-networks.com)

🖥 [www.exclusive-networks.com](http://www.exclusive-networks.com)



Source: Why Fortinet Guide, Fortinet partner portal