

# **Requirements & Benefits Matrix**





### Integrator

ADVOCATE	ß	Sales Support	<ul> <li>Authorized to Resell Fortinet Solutions</li> <li>Access to Deal Registration Program and Additional Associated Discounts<sup>1</sup></li> <li>Access to Renewal Assets</li> <li>Eligible for Not for Resale Demo (NFR)<sup>1</sup></li> <li>Eligible for FortiRewards Program<sup>1</sup></li> <li>Competitive Recommended Discounts<sup>2</sup></li> </ul>		
	ŝ	Technical Support	Fortinet Support Portal Access		
	FD:	Marketing and Communications	<ul> <li>Eligible for Joint Marketing Funds<sup>1</sup></li> <li>Access to Partner Portal, Webinars, Newsletters</li> </ul>		
			All ADVOCATE Benefits Plus:		
SELECT	ß	Sales Support	<ul> <li>Eligible for Specialization</li> <li>Featured on Partner Locator</li> </ul>		
	ŝ	Technical Support	Direct Access to Fortinet Support <sup>3</sup>		
	FO:	Marketing and Communications	Preferential Access to Joint Marketing Funds <sup>1</sup>		
	All SELECT Benefits Plus:		All SELECT Benefits Plus:		
ADVANCED	G	Sales Support	<ul> <li>Fortinet Channel Account Manager</li> <li>Fortinet Channel Marketing Manager</li> <li>Eligible for Vendor Incentive Program<sup>1</sup></li> </ul>		
AD	ŝ	Technical Support			
			All ADVANCED Benefits Plus:		
EXPERT	ß	Sales Support	Access to Vendor Incentive Program <sup>1</sup>		
	ŝ	Technical Support	<ul> <li>Exclusive Invitations to Fortinet Technical Events<sup>1</sup></li> <li>Eligible for the Fast Track Instructor Development Program</li> </ul>		

1. Subject to regional availability. 2. Discount increases with partner level. 3. If compliant with NSE Certification. 4. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/ developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks.

Exclusive Access to Fortinet MSSP Portfolio	<ul> <li>Ability to purchase VM Solutions via Distribution which can be installed in a Public Cloud (BYOL)</li> </ul>
	<ul> <li>Authorized to resell Fortinet's published solutions via marketplaces Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud</li> </ul>
	Discounts available:
	- BYOL - per Fortinet Partner level
	- PAYG/SaaS/Custom Private Offer
	- Via CP Programs (such as AWS CPPO/SPPO)
On-Premises Hardware	

**ADVANCED/EXPERT** 

- Virtual Machines
- SAAS Solution
- Eligible for Joint Marketing Funds<sup>1</sup>

### All ADVOCATE Benefits Plus:

- "Sell-To" Specific Discounting (for Internal Needs)<sup>1</sup>
- Eligible for Specialization
- Featured on Partner Locator

- All ADVOCATE Benefits Plus:
- Eligible for Specialization
- Featured on Partner Locator

• Direct Access to Fortinet Support<sup>3</sup>

#### All SELECT Benefits Plus:

- Free Fortinet Developer Network (FNDN) Yearly Subscription— FNDN Developer Toolkit and FNDN Deploy Toolkit<sup>4</sup>
- Fortinet Channel Account Manager
- Fortinet Channel Marketing Manager
- Eligible for Vendor Incentive Program<sup>1</sup>

#### All ADVANCED Benefits Plus:

- Access to Vendor Incentive Program<sup>1</sup>
- Free Yearly Subscription to: FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations
- FortiDeploy License: Enable zero-touch bulk provisioning for your FortiGate, FortiWifi or FortiAP products
- FortiPortal VM License: Virtual machine which includes both wireless and security features of FortiPortal, includes management of 10 FortiGates and 100 FortiAPs. Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager
- Eligible for the Fast Track Instructor Development Program

## Eligible for Vendor Incentive Program<sup>1</sup> Dedicated Cloud Expert FortiCWP license – Free Workload and Storage Guardian 1 year license. A multi-cloud platform that provides visibility into security status of workloads, users and data,

**All SELECT Benefits Plus:** 

- compliance reporting and analyticsFree Fortinet Developer Network (FNDN) Yearly Subscription
  - FNDN Developer Toolkit and FNDN Deploy Toolkit<sup>4</sup>

    - Eligible for the Fast Track Instructor Development Program

# REQUIREMENTS

### Integrator

ADVOCATE		<ul> <li>Fortinet Integrator Questionaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> </ul>		
AD	$\overline{\checkmark}$	Training Requirements     • 1 NSE 1, 1 NSE 2		
SELECT	<u>A</u>	Business Requirements	<ul> <li>Fortinet Integrator Questionaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement<sup>1</sup></li> <li>Provide Level 1 Support</li> </ul>	
	$\overline{\swarrow}$	Training Requirements     I NSE 1, 1 NSE 2, 1 NSE 4		
ADVANCED		Business Requirements	<ul> <li>Fortinet Integrator Questionaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement</li> <li>Sales Forecasting</li> <li>Lead Follow Up and Reporting</li> <li>Quarterly Business Plan Review</li> <li>Hold Co-Marketing End-User Events</li> <li>Provide Level 1 Support</li> </ul>	
		Training Requirements     • 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7		
EXPERT	A	Business Requirements	<ul> <li>Fortinet Integrator Questionaire</li> <li>Valid Partner Agreement</li> <li>Primary Business Face-to-Face Selling Model</li> <li>Sales Volume Requirement</li> <li>Sales Forecasting</li> <li>Lead Follow Up and Reporting</li> <li>Quarterly Business Plan Review</li> <li>Hold Co-Marketing End-User Events</li> <li>Provide Level 2 Support</li> </ul>	
	$\overleftarrow{\mathbf{v}}$	Training Requirements	<ul> <li>2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7</li> </ul>	

1. Subject to regional availability. 2. Discount increases with partner level. 3. If compliant with NSE Certification. 4. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/ developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks.

MSSP	Cloud
<ul><li>Fortinet MSSP Questionaire</li><li>Valid Partner Agreement</li></ul>	<ul> <li>Fortinet Cloud Questionnaire</li> <li>Valid Partner Agreement</li> <li>Existing relationship with cloud service provider</li> </ul>
• 1 NSE 1, 1 NSE 2	1 Adaptive Cloud Sales Training
<ul> <li>Fortinet MSSP Questionaire</li> <li>Valid Partner Agreement</li> <li>Minimum 8×5 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>1</sup></li> <li>12-Month Business Plan Review</li> <li>POS Reporting</li> <li>Annual Support Ticket Review</li> <li>Business Review, 3 Months Prior to Contract Renewal</li> </ul>	<ul> <li>Fortinet Cloud Questionnaire</li> <li>Valid Partner Agreement</li> <li>Existing relationship with Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud</li> <li>Sales Volume Requirement and/or Cloud Business Plan<sup>1</sup></li> </ul>
<ul> <li>1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam)</li> </ul>	<ul> <li>1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure)</li> </ul>
<ul> <li>Fortinet MSSP Questionaire</li> <li>Valid Partner Agreement</li> <li>Minimum 8×5 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>1</sup></li> <li>12 Month Business Plan Review</li> <li>POS Reporting</li> <li>Annual Support Ticket Review</li> </ul>	Business Requirements         • Fortinet Cloud Questionnaire         • Valid Partner Agreement         • Established cloud provider at AWS, Microsoft Azure, Google, OCI, and/or AliCloud with:         • Managed Partner level
<ul> <li>2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (exam), 1 NSE 7</li> </ul>	-or- - Certified Cloud Engineer/Architect • Sales Volume Requirement and/or Cloud Business Plan <sup>1</sup>
<ul> <li>Fortinet MSSP Questionaire</li> <li>Valid Partner Agreement</li> <li>24×7 Security Operations Center</li> <li>Test Lab Environment</li> <li>Annual Sell To and Sell Through Revenue<sup>1</sup></li> <li>Certain Percent of Revenue from Services - determined in region</li> </ul>	<ul> <li>-or- <ul> <li>Certified Cloud Engineer/Architect</li> </ul> </li> <li>Sales Volume Requirement and/or Cloud Business Plan<sup>1</sup></li> </ul> <li>Training Requirements <ul> <li>1 Adaptive Cloud Sales training</li> <li>1 NSE 4 certification or FortiGate Essentials training (recommended)</li> <li>1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS recommended)</li> <li>2 NSE 6 exams: <ul> <li>1 NSE 6 = either NSE 6 AWS or 1 NSE 6 Azure</li> </ul> </li> </ul></li>

- 12 Month Business Plan Review
- POS Reporting
- Semi-Annual Support Ticket Review
- 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique exams), 2 NSE 7

- 2 NSE 6 exams:
  - 1 NSE 6 either NSE 6 AWS or 1 NSE 6 Azure
  - 1 additional NSE 6 (FortiMail/FortiWeb recommended)

### **ENGAGE PARTNER SPECIALIZATIONS**

Fortinet Partner Specializations designed to help your organization gain the knowledge and skills necessary to become a partner of distinction in one of several high-business demand areas. When individuals from your organization complete the training, your organization becomes eligible for designation. Once Specialized, you will receive a badge, official recognition on the Partner Locator, discounted not-for-resale kits designed for each Specialization, and exclusive access to events. Partners will also gain access to our communities where you can engage, learn, and network with other Fortinet enthusiasts. Each Specialization has customized Sales Training and Technical Exam requirements that must be completed before a partner organization becomes eligible for designation.

### BENEFITS



- Specialization Badge and Featured on Partner Locator
- Discounted Specialization-Specific Not for Resale (NFR) Kit
- Access to Communities



 Eligible for 1 Exclusive Accelerate Pass<sup>1</sup>



- Eligible for 1 Exclusive Xperts Academy Pass<sup>1</sup>
- Eligible for Joint PR Activity

NOTE: Additional Discount<sup>1</sup> for Specialized Partners might be available in your region, please check with your CAM.

<sup>1.</sup> Subject to regional availability.

## REQUIREMENTS

Fortinet Specializations are available to Select and Above Partners who are compliant with the Engage partner program. Designations are given to partner accounts who meet the requirements listed here.

	Sales Training	Technical Exams
SD-WAN	SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* * Either or	NSE 7 SD-WAN (1)
SPECIALIZATION LAN Edge and SD-Branch	Secure Access Sales Training (1)	NSE 7 Secure Access (1)
SPECIALIZATION Data Center	Data Center Sales Training (1)	Select: NSE 7 (any) (2) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)
SPECIALIZATION     Adaptive Cloud     Security	Dynamic Cloud Sales Training (1)	NSE 4 (1) NSE 7 Cloud (1)
SPECIALIZATION Zero Trust Access	Zero Trust Sales Training (1)	NSE 5 FortiClient EMS (1) NSE 6 FortiNAC (1) NSE 6 FortiAuthenticator (1)
SPECIALIZATION     Operational     Technology	OT Security Training (1)	NSE 7 OT Security (1)
SPECIALIZATION Security Operations	Security Operations Sales Training (1)	NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)

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## RESOURCES

Partner Portal https://partnerportal.fortinet.com

Website https://www.fortinet.com

**NSE Learning Center** https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx

Support & Training Information https://www.fortinet.com/support-and-training.html

Product Information https://www.fortinet.com/products/index.html

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LATAM Channel Team latam\_partners@fortinet.com

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