











Requirements & Benefits Matrix



BENEFITS

Integrator

		Integrator	
ADVOCATE	 Sales Support	<ul style="list-style-type: none"> • Authorized to Resell Fortinet Solutions • Access to Deal Registration Program and Additional Associated Discounts¹ • Access to Renewal Assets • Eligible for Not for Resale Demo (NFR)¹ • Eligible for FortiRewards Program¹ • Competitive Recommended Discounts² 	
	 Technical Support	<ul style="list-style-type: none"> • Fortinet Support Portal Access 	
	 Marketing and Communications	<ul style="list-style-type: none"> • Eligible for Joint Marketing Funds¹ • Access to Partner Portal, Webinars, Newsletters 	
All ADVOCATE Benefits Plus:			
SELECT	 Sales Support	<ul style="list-style-type: none"> • Eligible for Specialization • Featured on Partner Locator 	
	 Technical Support	<ul style="list-style-type: none"> • Direct Access to Fortinet Support³ 	
	 Marketing and Communications	<ul style="list-style-type: none"> • Preferential Access to Joint Marketing Funds¹ 	
All SELECT Benefits Plus:			
ADVANCED	 Sales Support	<ul style="list-style-type: none"> • Fortinet Channel Account Manager • Fortinet Channel Marketing Manager • Eligible for Vendor Incentive Program¹ 	
	 Technical Support		
All ADVANCED Benefits Plus:			
EXPERT	 Sales Support	<ul style="list-style-type: none"> • Access to Vendor Incentive Program¹ 	
	 Technical Support	<ul style="list-style-type: none"> • Exclusive Invitations to Fortinet Technical Events¹ • Eligible for the Fast Track Instructor Development Program 	

MSSP *all Integrator benefits plus:*

Cloud *all Integrator benefits plus:*

- Exclusive Access to Fortinet MSSP Portfolio

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

- On-Premises Hardware
- Virtual Machines
- SAAS Solution

- Eligible for Joint Marketing Funds¹

All ADVOCATE Benefits Plus:

All ADVOCATE Benefits Plus:

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

- Eligible for Specialization
- Featured on Partner Locator

- Direct Access to Fortinet Support³

All SELECT Benefits Plus:

All SELECT Benefits Plus:

- Free Fortinet Developer Network (FNDN) Yearly Subscription— FNDN Developer Toolkit and FNDN Deploy Toolkit⁴
- Fortinet Channel Account Manager
- Fortinet Channel Marketing Manager
- Eligible for Vendor Incentive Program¹

- Eligible for Vendor Incentive Program¹
- 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, compliance reporting and analytics
- Free Fortinet Developer Network (FNDN) Yearly Subscription
 - FNDN Developer Toolkit and FNDN Deploy Toolkit⁴
 - Eligible for the Fast Track Instructor Development Program

All ADVANCED Benefits Plus:









- Access to Vendor Incentive Program¹

- 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

ADVANCED/EXPERT

REQUIREMENTS

Integrator

ADVOCATE	 Business Requirements	<ul style="list-style-type: none"> • Fortinet Integrator Questionnaire • Valid Partner Agreement • Primary Business Face-to-Face Selling Model
	 Training Requirements	<ul style="list-style-type: none"> • 1 NSE 1, 1 NSE 2
SELECT	 Business Requirements	<ul style="list-style-type: none"> • Fortinet Integrator Questionnaire • Valid Partner Agreement • Primary Business Face-to-Face Selling Model • Sales Volume Requirement¹ • Provide Level 1 Support
	 Training Requirements	<ul style="list-style-type: none"> • 1 NSE 1, 1 NSE 2, 1 NSE 4
ADVANCED	 Business Requirements	<ul style="list-style-type: none"> • Fortinet Integrator Questionnaire • Valid Partner Agreement • Primary Business Face-to-Face Selling Model • Sales Volume Requirement • Sales Forecasting • Lead Follow Up and Reporting • Quarterly Business Plan Review • Hold Co-Marketing End-User Events • Provide Level 1 Support
	 Training Requirements	<ul style="list-style-type: none"> • 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7
EXPERT	 Business Requirements	<ul style="list-style-type: none"> • Fortinet Integrator Questionnaire • Valid Partner Agreement • Primary Business Face-to-Face Selling Model • Sales Volume Requirement • Sales Forecasting • Lead Follow Up and Reporting • Quarterly Business Plan Review • Hold Co-Marketing End-User Events • Provide Level 2 Support
	 Training Requirements	<ul style="list-style-type: none"> • 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7

MSSP

Cloud

- Fortinet MSSP Questionnaire
- Valid Partner Agreement

- Fortinet Cloud Questionnaire
- Valid Partner Agreement
- Existing relationship with cloud service provider

- 1 NSE 1, 1 NSE 2

- 1 Adaptive Cloud Sales Training

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- Minimum 8x5 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue¹
- 12-Month Business Plan Review
- POS Reporting
- Annual Support Ticket Review
- Business Review, 3 Months Prior to Contract Renewal

- Fortinet Cloud Questionnaire
- Valid Partner Agreement
- Existing relationship with Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud
- Sales Volume Requirement and/or Cloud Business Plan¹

- 1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam)

- 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)

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- Minimum 8x5 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue¹
- 12 Month Business Plan Review
- POS Reporting
- Annual Support Ticket Review

Business Requirements

- Fortinet Cloud Questionnaire
- Valid Partner Agreement
- Established cloud provider at AWS, Microsoft Azure, Google, OCI, and/or AliCloud with:
 - Managed Partner level
 - or-
 - Certified Cloud Engineer/Architect
- Sales Volume Requirement and/or Cloud Business Plan¹

- 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (exam), 1 NSE 7

Training Requirements

- 1 Adaptive Cloud Sales training
- 1 NSE 4 certification or FortiGate Essentials training (recommended)
- 1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS recommended)
- 2 NSE 6 exams:
 - 1 NSE 6 – either NSE 6 AWS or 1 NSE 6 Azure
 - 1 additional NSE 6 (FortiMail/FortiWeb recommended)

- Fortinet MSSP Questionnaire
- Valid Partner Agreement
- 24x7 Security Operations Center
- Test Lab Environment
- Annual Sell To and Sell Through Revenue¹
- Certain Percent of Revenue from Services - determined in region
- 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

ADVANCED/EXPERT

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 Pass¹

















- Eligible for 1 Exclusive Xperts Academy Pass¹
- Eligible for Joint PR Activity

NOTE: Additional Discount¹ for Specialized Partners might be available in your region, please check with your CAM.

¹ . 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
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>SD-WAN</p> </div>	SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* <i>* Either or</i>	NSE 7 SD-WAN (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>LAN Edge and SD-Branch</p> </div>	Secure Access Sales Training (1)	NSE 7 Secure Access (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>Data Center</p> </div>	Data Center Sales Training (1)	Select: NSE 7 (any) (2) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>Adaptive Cloud Security</p> </div>	Dynamic Cloud Sales Training (1)	NSE 4 (1) NSE 7 Cloud (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>Zero Trust Access</p> </div>	Zero Trust Sales Training (1)	NSE 5 FortiClient EMS (1) NSE 6 FortiNAC (1) NSE 6 FortiAuthenticator (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>Operational Technology</p> </div>	OT Security Training (1)	NSE 7 OT Security (1)
 <div style="border: 1px solid black; padding: 5px;"> <p> SPECIALIZATION</p> <hr/> <p>Security Operations</p> </div>	Security Operations Sales Training (1)	NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)



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>

APAC Channel Team

apac_partners@fortinet.com

EMEA Channel Team

emea_partners@fortinet.com

LATAM Channel Team

latam_partners@fortinet.com

North America Channel Team

partners@fortinet.com