

Alpha

VALUE PARTNER PROGRAM for FORTINET

«Always ahead in Business with ALSO and Fortinet»

An exclusive service provided by:

ALSO Switzerland AG



THE
TECHNOLOGY
PROVIDER

ALPHA VALUE PARTNER PROGRAM

by ALSO for Fortinet

Welcome to the world of Fortinet cybersecurity!

The Alpha Fortinet Value Partner Program is exclusively available to ALSO Switzerland customers.

Through the Alpha Program, we help both new and existing Fortinet partners to grow their business strategically, streamline processes, and increase profitability in a sustainable way. You benefit from a comprehensive distribution service package, including knowledge transfer, excellent stock availability, exclusive vendor conditions, high-level technical support, operational excellence, and dedicated personal assistance.

A complete solution from a single source – designed for you.

Your key benefits

- ▶ **Focused sales and technical training** to strengthen your capabilities
 - ▶ **Access to the Fortinet Wiki**, your central platform for training and documentation
 - ▶ **Use of Fortinet Labs** to deepen your practical technical expertise
 - ▶ **Project support** from Pre-Sales experts for tailored solutions
 - ▶ **Competitive project-based pricing support**
 - ▶ **Exclusive webshop conditions** on selected products and services
 - ▶ **Attractive NFR pricing** for internal testing and demos
 - ▶ **Access to exclusive events**, webinars, and trainings to expand your network
 - ▶ **Incentives and bonus programs** to drive your sales efforts
 - ▶ **White-label security awareness campaigns** to strengthen customer loyalty
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Participation gives you a real competitive edge

With the Alpha Program, you position yourself strategically in a dynamic, competitive market. You build expertise, unlock new business opportunities, increase wallet share with tailored cybersecurity offerings, and provide your customers with end-to-end security solutions – with Fortinet as your trusted partner.



Get in touch today and take your Fortinet business to the next level!



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