



Fortinet EMEA Demo Program Policy Reseller Version

EMEA Demo Policy v15.1 (Effective April, 2024)

Let Our Products Do The Selling For You

One year of free services and support, plus 58% off hardware



Eligible Partners

Fortinet Resellers (hereinafter referred jointly as “Partners”) in EMEA.

Eligible Products:

This program applies to FortiADC, FortiAnalyzer, FortiAP, FortiAuthenticator, FortiCam, FortiDeceptor, FortiDDos, FortiEdge, FortiExtender, FortiFone, FortiGate, FortiIsolator, FortiMail, FortiManager, FortiNDR, FortiProxy, FortiRecorder, FortiSandbox, FortiSwitch, FortiTester, FortiVoice, FortiWeb, FortiWLM and FortiWiFi hardware products purchased only as demonstration (“Demo”) units and the SaaS SKUs listed below. Fortinet reserves the right to modify/change, from time to time and at its discretion, the Eligible Products list.

DEMO SaaS SKUs: This program applies to the below listed SaaS SKUs purchased only as demonstration (“Demo”) units. Fortinet reserves the right to modify/change, from time to time and at its discretion, the Eligible Products list

Demo SaaS Unit	Demo SaaS SKU
FortiCloud Premium	FC-15-CLDPS-219-02-12
FortiClient	FC1-10-EMS05-539-01-12
FortiDAST	FC-10-FPENT-236-02-12
FortiMail	FC1-10-FECLD-415-02-12
FortiWeb Cloud	FC1-10-WBCLD-654-02-12
Additional website (1) for FortiWeb	FC1-10-WBCLD-655-02-12
Additional websites (5) for FortiWeb	FC2-10-WBCLD-655-02-12

Policy Overview

Fortinet offers authorized and current Fortinet Partners a demonstration equipment purchase program which provides a special - recommended when applicable - discount to Partners on units purchased specifically and exclusively for demonstration purposes.

Purchase Restrictions

This program applies to all Eligible Products. Unless otherwise specified in a duly authorized and signed agreement between Fortinet and Fortinet Partners, the following quantity restrictions shall apply:

- FortiGate-30 Series through FortiGate-100 Series: up to Ten (10) units per Fortinet Partner per calendar year for Partner’s internal use only.
FortiGate-200 Series through FortiGate-7000 Series: up to Five (5) units per Fortinet Partner per calendar year for Partner’s internal use only.
- Non FortiGate Products: up to Ten (10) units per Fortinet Partner per calendar year for Partner’s internal use only.
- VM solutions (from the Eligible Product list) can also be purchased under the demo program. When placing the order, Partners should list the VM solution and the respective one year FortiCare/FortiGuard support contracts using the applicable demo discount.
- Demo SaaS SKUs up to Ten (10) units per Fortinet Partner per calendar year for Partner’s internal use only.
- MSSP core infrastructure and/or revenue product orders do not qualify.

If Fortinet’s internal reporting and billing systems reveal that Partner’s usage of Demo units has exceeded the purchase restrictions as set out above, Fortinet shall be entitled, without prejudice to any remedies available at law, to request the Partner to place a purchase order for the difference between the then-current non-Demo units’ sale price and the Demo units’ sale price, directly to Fortinet or with a Fortinet Authorized Distributor, as the case may be, for the excessive usage of the Demo units.



Which program discounts apply?

	Reseller recommended Discount*
Hardware (incl. 1 year of free services and support)	58%
VM	58%
1 year services and support (for VM only)	58%
SaaS	58%

* Fortinet is not the selling party and Fortinet publishes these discounts for information purposes only. The selling party is the applicable Fortinet authorized Distributor and all pricing is negotiated independently between the Distributor and the Reseller.

Additional Demo Program Rules

- Purchaser must be an authorized Fortinet Partner, or be authorized in writing by Fortinet, on a case by case basis and at Fortinet's sole discretion, to purchase demo units through the Fortinet channel.
- All demo purchase requests that deviate from the 'Purchase Restrictions' set forth above will require additional prior and written approvals by authorized representatives of Fortinet.
- All purchases are final.
- Discounts are calculated based upon the Fortinet regional Price List applicable to the Partner.
- Units MUST be processed and sold as 'Demo' when originally shipped from Fortinet or the Distributor. No other units qualify for complimentary services. Any unit not originally purchased as a Demo unit shall not later be converted into a Demo unit.
- Fortinet reserves the right to amend, modify, suspend, cancel or terminate this program at any time without notice.
- Partners may not combine this program with any other Fortinet offer or promotion.
- All orders are subject to review and approval by Fortinet.
- Fortinet reserves the right to audit or request additional information from the Partner to ensure the Partner's compliance with the terms and conditions of the Demo program.
- Fortinet reserves the right to terminate any Partner from participating in the Demo program for any reason.

Support, Maintenance and Subscriptions

- All Demo units include 24x7 FortiCare or 24x7 FortiCare and a suite of Bundle Subscription services for one (1) year at the time of shipment from Fortinet to the local authorized Distributor, excluding VM software products. VM Demo solutions are not bundled with 24x7 FortiCare or a suite of services. Please refer to section 'Purchase Restrictions' for the ordering process.
- Demo SaaS SKUs include a twelve (12) months license only.
- Any additional service or support contracts (not included in the Demo Bundle) shall be purchased apart from this Demo Program under standard sales discount
- After the initial one (1) year of services, renewals ('Renewals') shall be purchased apart from this Demo Program under standard discount through the regular distribution channel. For clarity, this paragraph is not applicable to the Demo SaaS SKUs part of this Program.
- Renewals for Demo units do not fall under the Continuous Service Policy (Only Renewals for Demo units are not back dated). Quotations can be provided by your local Fortinet Sales Office.



Resale of Demo Units

- All units purchased under the Demo program cannot be resold by the Fortinet Partner until twelve (12) months after the original shipping date. Upon the resale of any Demo unit, the Partner must notify Fortinet via a Customer Service ticket. Demo SaaS SKUs are not available for resale under Fortinet Demo Program.
- At the time of resale, and provided the twelve (12) month period from the original shipping date has elapsed, support, maintenance, and subscription services (FortiCare and FortiGuard) must be purchased as regular renewals by the purchaser of the resold unit and Continuous Service Policy applies unless otherwise agreed by Fortinet, at its discretion, on a case by case basis.
- Failure to notify Fortinet of the resale of a Demo unit shall be considered a breach of the terms and conditions of the Demo program policy. As a result of a breach, Fortinet shall be entitled to invoice the Fortinet Partner for all service subscriptions on the unreported and re-sold Demo unit as well as the cost differential between the Demo unit and non-Demo unit sale price.

Fortinet reserves its right to modify any aspect of – or to withdraw in its entirety from – the Demo Policy at any given time without prior notice. The Partners shall not be entitled to claim any accrued rights with respect to the Demo Policy to the extent that said policy has been modified or terminated.

