



# FortiRewards

## Partner Onboarding

EMEA Channel Operations, 2024

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# Why FortiRewards ?

FortiRewards program is designed to increase partner:



✓ Profitability (Closed deals)



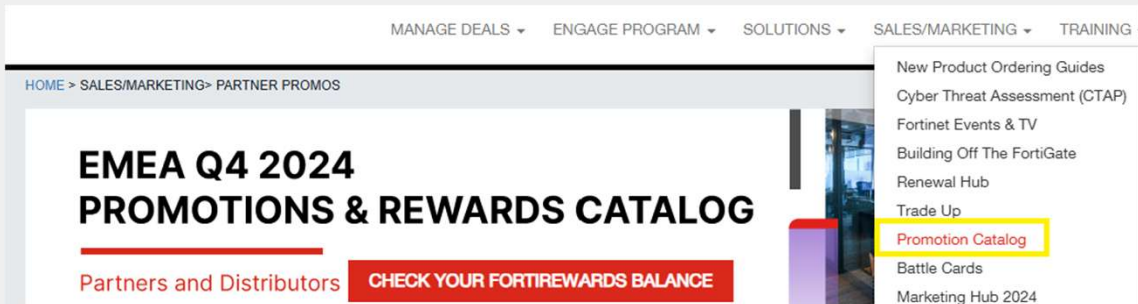
✓ Expertise (Technical training)



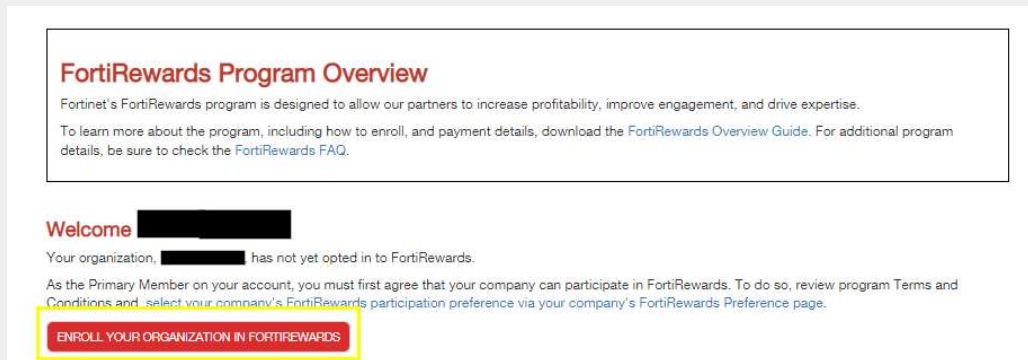
✓ Engagement (First sale)



# FortiRewards enrollment process – Account enrolls



- Primary member logs in to Partner portal
- FortiRewards page available by clicking Promotion Catalog under the tab Sales/Marketing
- Click on 'Check your FortiRewards balance'



- Primary to click on Enroll your organization



# FortiRewards enrollment process – Account enrolls

Please select [redacted] FortiRewards Participation Preference below

By selecting FortiRewards preferences below you certify that you have the authority to select [redacted] company-wide, FortiRewards participation and payment preferences. Once set via the form below, future changes will need to be made by contacting your CAM [redacted]

Individuals within [redacted] will not be able participate in FortiRewards until you, the Primary Member on the account, enroll your company by agreeing to the FortiRewards Terms and Conditions and selecting a company-wide payment preference below.

**FortiRewards Participation Preference:**

☐ **ACCEPT** Yes, I would like to enroll my company [redacted] to participate in FortiRewards by agreeing to the FortiRewards Terms and Conditions and selecting a payment preference (below)

☐ **DECLINE** No, I do not want individuals from [redacted] to be able to participate in FortiRewards.

**SUBMIT**

[Download the Fortirewards Terms and Conditions Agreement](#)

☒ I accept FortiRewards Account Participation Terms and Conditions

Please select your organization's FortiRewards Payment Preference.

Please note, payments on eligible points are made on a quarterly basis and take 4-6 weeks from the end of the quarter to process.

☐ **Individual Pay:** Employees of your organization will be paid directly for approved claims. Payments are made on a quarterly basis, via our third-party payment processor (XTRM). Individuals will need to create "personal" accounts at XTRM - with their corresponding work email address to receive funds. As the Primary Member on the account, you can view details of employee claims on the FortiRewards Claims Dashboard on the Partner Portal.

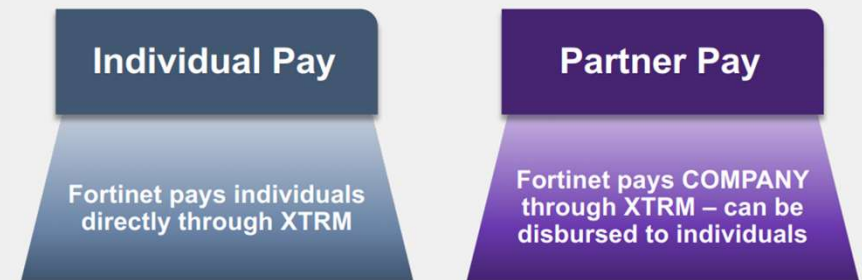
☐ **Partner Pay:** Your organization will receive a single payment for all approved claims submitted by your organization's employees. Payments are made on a quarterly basis, via our third-party payment processor (XTRM). Partner Pay is appropriate for organizations who do not allow individual reps to receive SPIFFs from vendors, or who wish to have control over disbursement of funds to individuals at their organization.

Prior to receiving any FortiRewards payments, your organization must establish a company account with XTRM

Once established, payments will need to be managed by the designated administrator of your company's XTRM account. Per your organization's incentive program(s) guidelines, funds can be disbursed to individual earners from within the XTRM interface and/or transferred to company account(s).

[Click here to learn more about how XTRM works](#)

- Primary to agree Terms and Conditions and to select Payment Preference



- If Partner pay, primary must choose also the claim submission preference, and if needed the Admin for Fortirewards

\* XTRM Administrator Name [text box] \* XTRM Administrator Email [text box] XTRM Company Account ID [text box]

\* FortiRewards Claim Submission Preference [dropdown menu] \* Please select FortiRewards Admin [dropdown menu]

Admin Submits Claims [selected in dropdown]

Individuals Submit Claims [option in dropdown]

Admin Submits Claims [option in dropdown]

PortiRewards.



# FortiRewards enrollment process – Individual Opt in

**FortiRewards Program Overview**

Fortinet's FortiRewards program is designed to allow our partners to increase profitability, improve engagement, and drive expertise.

To learn more about the program, including how to enroll, and payment details, download the [FortiRewards Overview Guide](#). For additional program details, be sure to check the [FortiRewards FAQ](#).

**Welcome** [REDACTED]

Your organization, [REDACTED] has enrolled in the FortiRewards program and selected Partner Pay as the payment preference.

[If you are ready to submit FortiRewards claims, please opt-in to participate.](#)

**OPT-IN TO PARTICIPATE IN FORTIREWARDS**

If you are interested in participating in FortiRewards, please read and accept the Individual Participation Opt-In agreement below and click "Enroll Now" button to sign up.

**FORTIREWARDS PROGRAM INDIVIDUAL PARTICIPATION OPT-IN AGREEMENT FOR:** [REDACTED]

Qualified Employee, the FortiPartner or anyone else.

13. Fortinet, FortiPartner, and FortiPartner Qualified Employees, shall not provide any form of consideration, whether monetary or otherwise, to any other entity or end-customer in exchange for the entity or end-customer purchasing Fortinet products or services or maintaining current business.

14. By accepting the terms and conditions herein, you represent and warrant that your participation in this program complies with FortiPartner's company policies.

15. You agree that these Terms and Conditions shall be governed by the laws of the State of California, without regards to the choice of law's provisions thereof and you hereby agree that any dispute related to these Terms and Conditions shall be resolved in Santa Clara County, California, USA, and you hereby consent to personal jurisdiction in Santa Clara County, California, USA.

[Download Individual Participation](#)

☒ I accept the FortiRewards Program Individual Participation Agreement and wish to enroll in the program.

**ENROLL NOW**

➤ Individuals can now enroll in FortiRewards via the FortiRewards page

➤ Individuals accept Individual Terms and conditions



# Claim submission

## START CLAIMING NOW

### WELCOME TO THE FORTINET FAMILY!

You are placing a Fortinet order for the very first time; get rewarded \$100 for every \$5,000 ordered

- From \$2000\* to \$5,000\* you **earn \$100**
- For every additional \$5,000\* you **earn additional \$100**

\*End user value without VAT.

#### Proof of Performance Requested:

1. Reseller invoice to End-user dated between 1st April, 2023 and 30th June, 2023.

#### Eligibility:

- One invoice per partner per End-user.
- Claims must include End-user company name and invoice.
- Maximum reward is \$500 per partner.
- Cannot be cumulated with the SMB Booster incentive.

WELCOME TO FORTINET FORM

### SECURE REMOTE WORKERS WITH FORTISASE

Wherever they work, make sure your remote workforce gets the highest level of security

- **Earn \$200** when you order FortiSASE SKU FC2-10-EMS05-547-02-DD (FortiTrust-SASE Subscription for 50-499 Users) during Q2.

#### Proof of Performance Requested:

1. Reseller invoice to End-user including the SKU FC2-10-EMS05-547-02-DD and dated between 1st April, 2023 and 30th June, 2023.

#### Eligibility:

- Maximum reward is \$600 per partner.

SECURE WITH FORTISASE FORM

### GET READY FOR THE NEW NSE PROGRAM

NEW NSE FORM

- FortiRewards page available by clicking Promotion Catalog under the tab Sales/Marketing
- Click on 'Check your FortiRewards balance'
- Click on the required form
- Ensure all required documents are uploaded by clicking on the upload button

*To avoid any upload issues, documents should be in pdf format and with a name not longer than 40 characters. For multiple documents, please compress into a single .zip file.*

- When all documents uploaded, click on submit



# Primary member options

- The primary user can view the claims submitted by other members

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Welcome back [REDACTED]

Important FortiRewards Program Information on Point Redemption:

Your company, [REDACTED], has selected the Partner Pay Participation Preference for FortiRewards.

If you have further questions, reach out to the FortiRewards team at [emea\\_partners@fortinet.com](mailto:emea_partners@fortinet.com).

Download the [FortiRewards Flyer Q2 2023](#) currently available for claiming.

Current available incentive claim forms are below.

[Click here to view your FortiRewards Claim Activity details](#)

[View All FortiRewards Claim Activity for 123edv Handels OG](#)

- If “Admin submits claim” as submission preference and “Partner pay” as payment preference, the admin can select the member of his team he is submitting the claim on behalf of

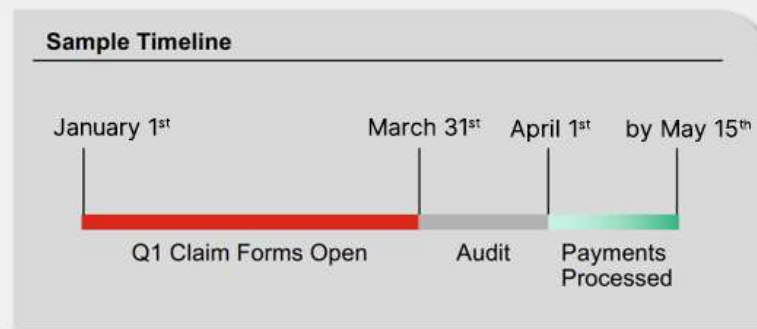
\* Please select member you are submitting this claim on behalf of

- Select One -



# Approved claim payment

- ✓ Points are automatically converted to cash during the Quarterly Redemption Cycle, which begins the first day after quarter close
- ✓ Approved claims are paid 4-6 weeks after the Quarterly Redemption Cycle
- ✓ Payments made via XTRM, third party payment processor





# Company Payment Preference

If “Partner Pay” chosen by the primary when enrolling the company in Fortirewards, an XTRM account for the company needs to be created on <http://fortinet.xtrm.com/>  
Company XTRM account ID is in SPNxxxxxx format.

If “Individual Pay” chosen, each user needs to create a Personal XTRM account which will be linked automatically to the email address used to submit a claim.  
Sign up a Personal account on <http://fortinet.xtrm.com/>

