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)

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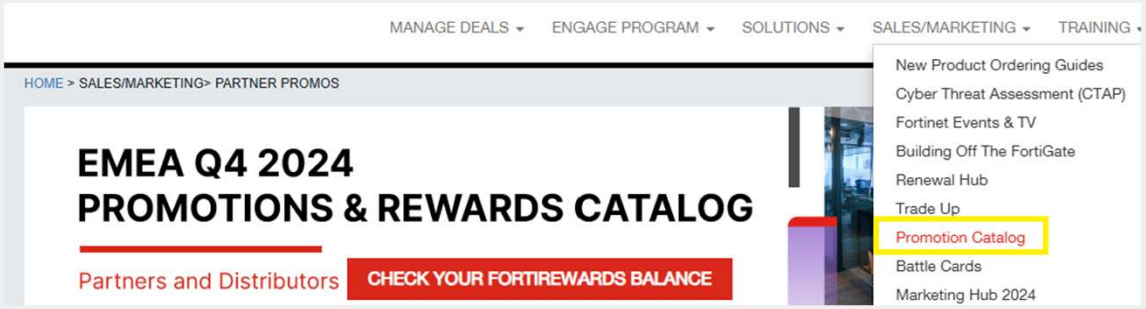
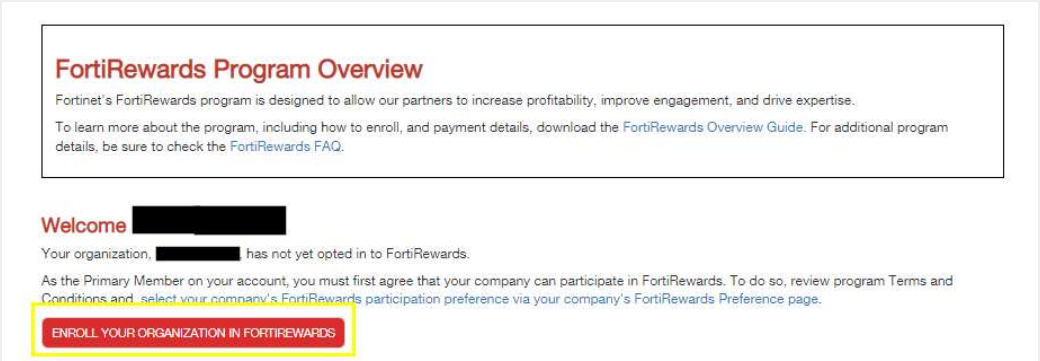
FortiRewards enrollment process – Account enrolls



- 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

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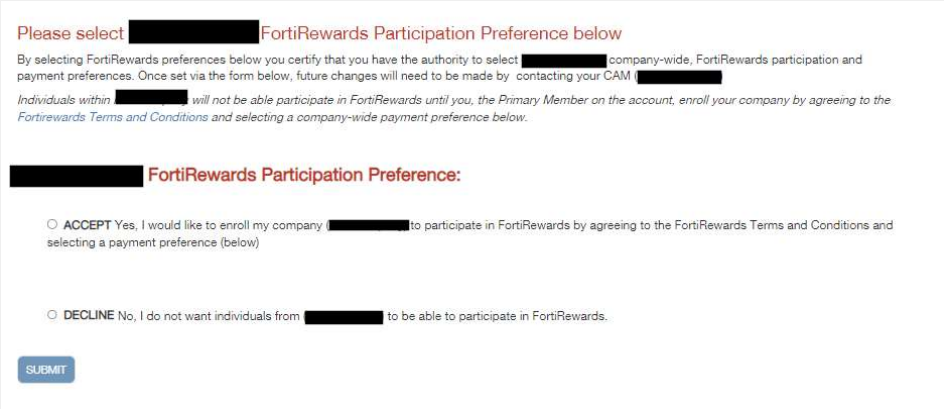
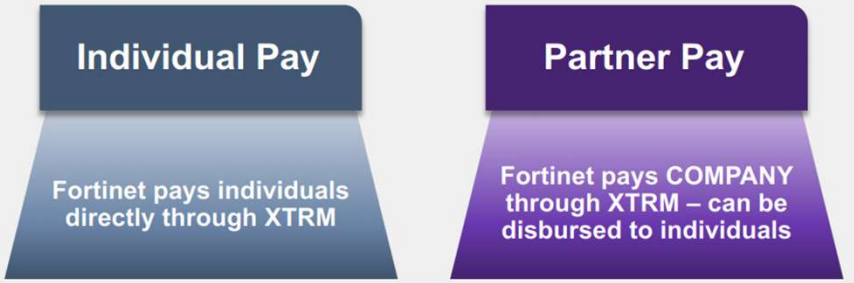
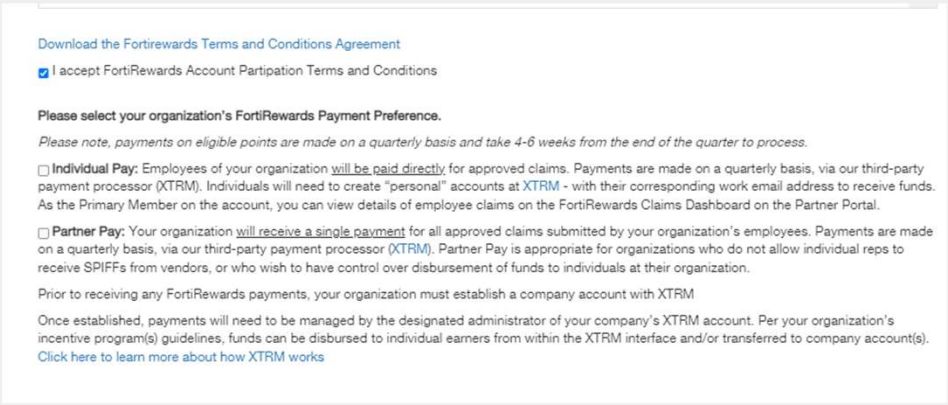
FortiRewards enrollment process – Account enrolls

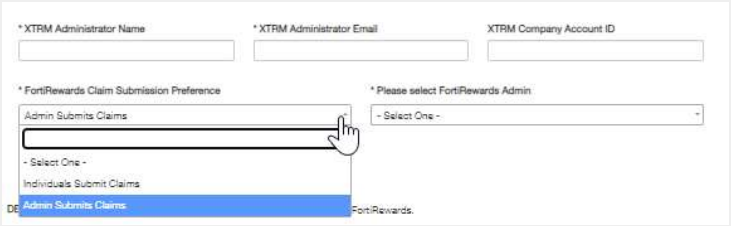


- Primary to agree Terms and Conditions and to select Payment Preference





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



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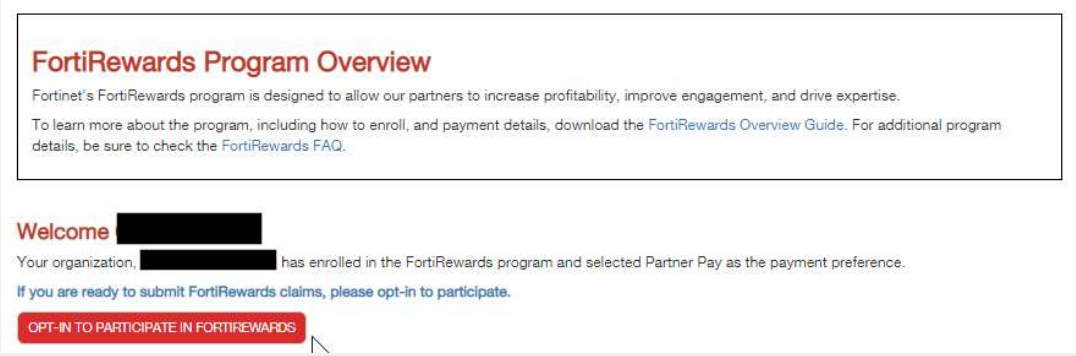
FortiRewards enrollment process – Individual Opt in



- Individuals can now enroll in FortiRewards via the FortiRewards page
- Individuals accept Individual Terms and conditions

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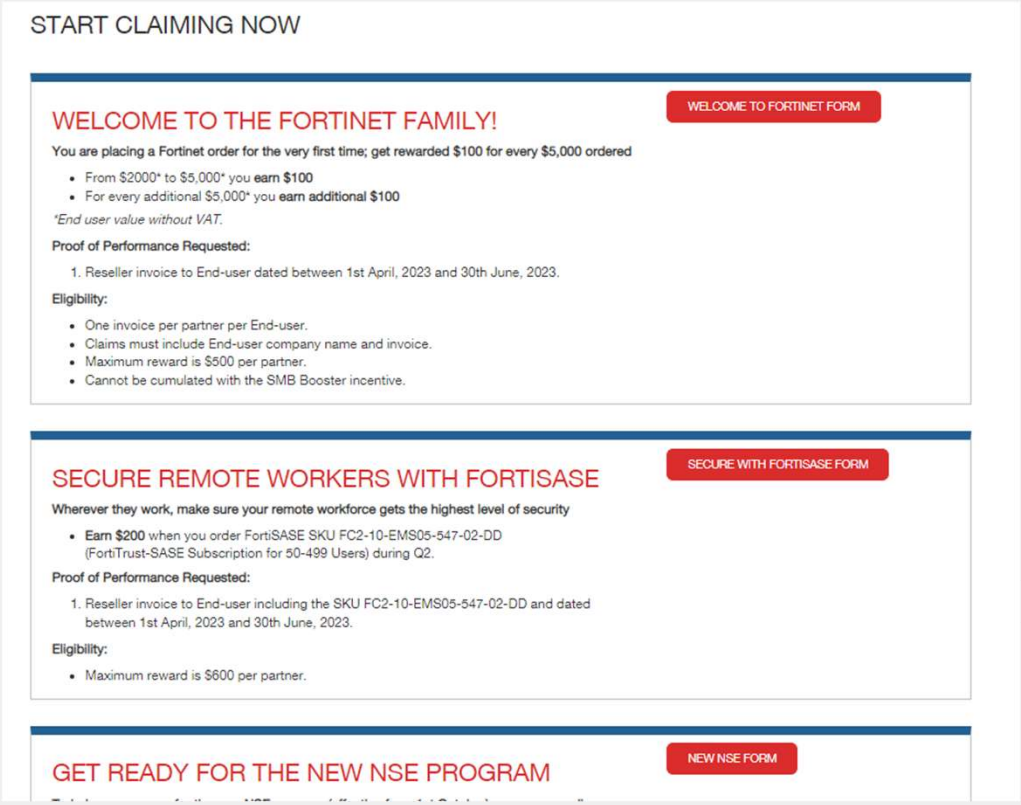
Claim submission



- 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

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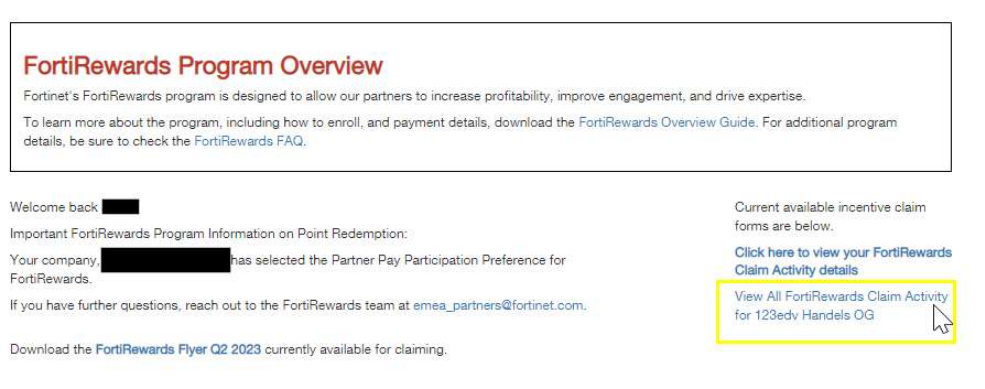
Primary member options

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



- 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

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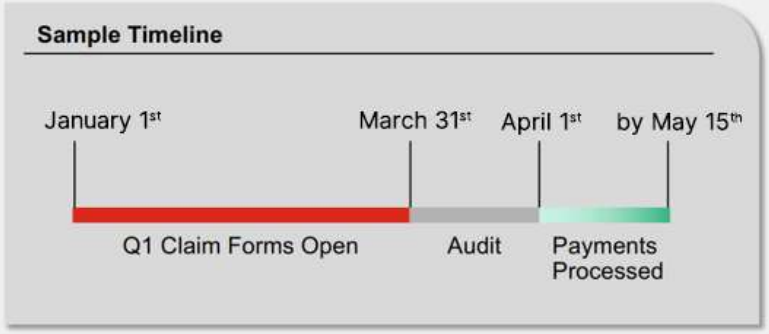
Approved claim payment

- ✓ 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



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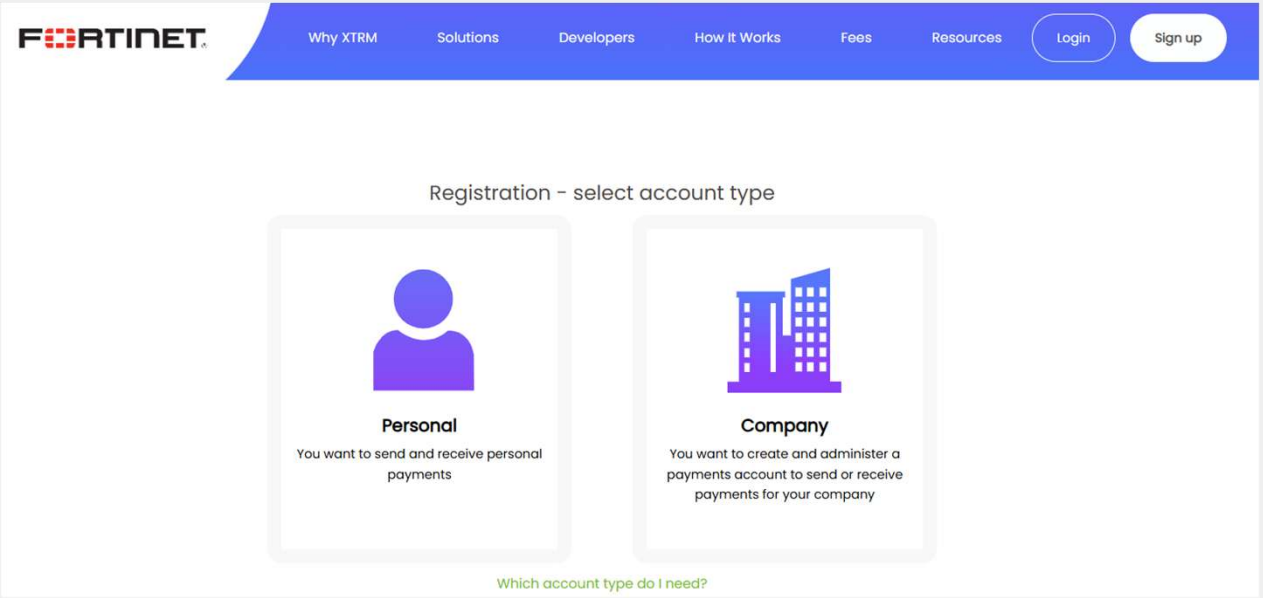
Company Payment Preference

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/



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