



EMEA Q3 2024

# Promotions & Rewards Catalog

For Partners and Distributors

[GET STARTED](#)

Last Updated August 1<sup>st</sup>, 2024



# At a Glance

	Distributor	Advocate	Select	Advanced	Expert
<b>BACKEND REBATE - SECURE AND EARN</b>   Earn up to <b>\$100K</b> when selling eligible SKU! <b>NEW</b>		●	●	●	●
<b>BACKEND REBATE - ADVANCED/EXPERT/REGIONAL/GLOBAL REWARD PROGRAM</b>   Up to <b>3% backend rebate</b> on selected solutions				●	●
<b>FREE! - THIN-EDGE SASE</b>   <b>FREE</b> FortiSASE Service on FortiAP 431F for the rest of 2024	●	●	●	●	●
<b>FREE! - HIGH AVAILABILITY</b>   Deliver FortiGuard Services High availability for <b>FREE</b> on your second FortiGate	●	●	●	●	●
<b>FREE! - CERTIFICATION</b>   Your Fortinet Secure Access Service Edge, Security Operations and OT Security certifications are <b>FREE</b>		●	●	●	●
<b>TAKE OUT - QRADAR SIEM DISPLACEMENT</b>   Up to <b>70% discount</b> on FortiSIEM and FortiSOAR software <b>NEW</b>	●	●	●	●	●
<b>TAKE OUT - VMWARE SD-WAN</b>   Get <b>62% off</b> to replace VMWARE SD-WAN solution	●	●	●	●	●
<b>TAKE OUT - REFRESH F5 BIG-IP iSERIES</b>   Get up to <b>55% off</b> when you refresh the F5 Big-IP iSeries	●	●	●	●	●
<b>UPFRONT DISCOUNT - PARTNER EDR PROMO</b>   Up to <b>66% off</b> eligible FortiEDR SKUs   Up to <b>50% off</b> Best Practices Service SKUs <b>NEW</b>	●	●	●	●	●
<b>FORTINET ENGAGE PARTNER PROGRAM</b>   Build your cybersecurity journey with Fortinet.					

## You have a Question?

Reach out to your Fortinet Channel Account Manager or contact your local distributor

- **Secure and Earn**
- Advanced/Expert/Regional/Global Reward Program



# Secure and Earn NEW

**Valid from:** July. 1<sup>st</sup> - Sept. 30<sup>th</sup> 2024

**Open to:** All Fortinet Partners



## Partner Benefits

- Earn up to **\$100K** when selling eligible SKU!
- Take advantage of unprecedented rewards on FortiGates, FortiAPs, FortiSwitches and FortiExtender

Eligible Product and Rewards	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ <b>FortiGate:</b> FG-40F   FG-40F-BDL-950-12   FG-40F-BDL-950-36   FG-40F-BDL-950-60 FG-40F-BDL-809-12   FG-40F-BDL-809-36   FG-40F-BDL-809-60 → <b>\$100.00</b> FG-60F   FG-60F-BDL-950-12   FG-60F-BDL-950-36   FG-60F-BDL-809-12 FG-60F-BDL-809-36   FG-60F-BDL-809-60 → <b>\$125.00</b> FG-70F   FG-70F-BDL-950-12   FG-70F-BDL-950-36   FG-71F   FG-71F-BDL-950-12   FG-71F-BDL-950-36 → <b>\$200.00</b></li> <li>▪ <b>FortiSwitches:</b> FS-124F-POE   FS-148E   FS-224D-FPOE   FS-224E   FS-224E-POE → <b>\$125.00</b> FS-248E-FPOE   FS-248E-POE   FS-424E-FPOE → <b>\$200.00</b></li> <li>▪ <b>FortiAPs:</b> FAP-U231F-X* → <b>\$25.00</b> FAP-U234F-X*   FAP-431F-X*   FAP-U431F-X*   FAP-U433F-X* → <b>\$50.00</b> FAP-U432F-X* → <b>\$75.00</b> FAP-831F-X* → <b>\$100.00</b></li> <li>▪ <b>FortiExtender:</b> FEX-311F → <b>\$125.00</b></li> </ul> <p><small>* Replace X with the Country Code available in your country.</small></p>	<ul style="list-style-type: none"> <li>▪ Receive <b>up to \$200</b> per unit sold!</li> <li>▪ Partner must be registered to FortiRewards and have chosen "Partner Pay" option.</li> <li>▪ Find qualifying FortiGate, FortiAP, FortiSwitch and FortiExtender opportunities (see eligible product tab).</li> <li>▪ Close the deal before September 30<sup>th</sup> 2024 and check on your FortiRewards account the amount you have earned! (no claim required)</li> <li>▪ <a href="#">Access Promo Flyer</a></li> </ul>	<ul style="list-style-type: none"> <li>▪ Register or connect to your <a href="#">FortiRewards account</a></li> </ul>	<ol style="list-style-type: none"> <li>1. Register for <a href="#">FortiRewards</a> and opt for "Partner Pay" preference</li> <li>2. Maximum backend rebate a partner can earn within the FortiRewards program is \$100K per quarter per partner.</li> </ol> <p><b>Eligibility:</b></p> <ul style="list-style-type: none"> <li>▪ All Fortinet Partners</li> <li>▪ <a href="#">Access full T&amp;Cs</a></li> </ul>

Backend rebate calculation is final, solely at Fortinet discretion and no details will be provided.

The FortiRewards Incentive Program is not valid in the following countries: Iran, Syria, the Crimea Region of Ukraine. The Incentive Program is for qualifying Fortinet Resellers only, Distributors are not eligible. Notwithstanding anything to the contrary, this program is subject in full to the Fortinet Partner terms & conditions included on the Registration site. © 2024 Fortinet, Inc. All rights reserved. Fortinet and the Fortinet Logo are trademarks of Fortinet, Inc.

- Secure and Earn
- **Advanced/Expert/Regional/Global Reward Program**



# Advanced/Expert/Regional/Global Reward Program

**Valid from:** Jan. 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** Advanced, Expert, Regional and Global Partners only



## Partner Benefits

- Get backend rebates for developing high-growth security markets:
  - Expert/Regional/Global Partners: **3%**
  - Advanced Partners: **2%**

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ SKUs belonging to the following Product Families:               <ul style="list-style-type: none"> <li>▪ <a href="#">FortiSASE</a></li> <li>▪ <a href="#">FortiSOAR</a></li> <li>▪ <a href="#">FortiSIEM</a></li> <li>▪ <a href="#">FortiEDR/FortiXDR</a></li> <li>▪ <a href="#">FortiGate SOCaaS</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ EMEA Partners* holding the Advanced, Expert, Regional or Global Partner Level can participate once registered to <a href="#">FortiRewards program</a></li> </ul> <p>* By Reseller ID</p>	<ul style="list-style-type: none"> <li>▪ Register or connect to your <a href="#">FortiRewards account</a></li> <li>▪ Partner must be registered to FortiRewards and have chosen "Partner Pay" option.</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>Eligibility:</b> Starting from \$60K List Price minimum order(s) value per quarter on the Eligible Products</li> <li>▪ <b>Backend rebate calculation:</b> Will be based on the value net to Fortinet (Not Public Price) taking into account the following exclusions:               <ul style="list-style-type: none"> <li>» Highly Discounted Business</li> <li>» Renewal &amp; Co-Terms (including ELA related)</li> <li>» 50% of the total billing for 5 years support services contracts</li> </ul> </li> <li>▪ After Quarter end, check your account balance to know the amount you have earned.</li> <li>▪ Maximum backend rebate a partner can earn within the FortiRewards program is \$100K per quarter per partner.</li> </ul>

Backend rebate calculation is final, solely at Fortinet discretion and no details will be provided.

The FortiRewards Incentive Program is not valid in the following countries: Iran, Syria, the Crimea Region of Ukraine. The Incentive Program is for qualifying Fortinet Resellers only, Distributors are not eligible. Notwithstanding anything to the contrary, this program is subject in full to the Fortinet Partner terms & conditions included on the Registration site. © 2024 Fortinet, Inc. All rights reserved. Fortinet and the Fortinet Logo are trademarks of Fortinet, Inc.

- **Thin-Edge SASE**
- High Availability
- Free Certification

# Thin-Edge SASE

**Valid from:** Jan. 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** Distributors and Partners



## Partner Benefits

- **FREE** FortiSASE Service on FortiAP 431F for the rest of 2024
- Unlock New SASE opportunities for Micro Branches - Home offices - Headless locations

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ <b>FortiAP 431F with FortiCare SKU, either:</b> <ul style="list-style-type: none"> <li>» FC-10-F431F-247-02-12</li> <li>» FC-10-F431F-284-02-12</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Download the <a href="#">Channel Brochure: Unlock New Business opportunities with Promo AP431F</a></li> <li>▪ Fortinet's Thin Edge SASE solution provides unique agentless comprehensive protection and simplified management for thin edge locations (home office, retail stores, IoT/OT, ATM, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>▪ To redeem this promotion, customers or partners must acquire the following:           <ul style="list-style-type: none"> <li>» FortiAP 431F with associated support contract</li> <li>» Optional power solutions</li> </ul> </li> <li>▪ There is no need to quote the service. Customers may activate the free FortiSASE subscription for cloud-managed FortiAP with bandwidth included by entering the promo code: <b>2024-SASE-AP</b> on the FortiCloud portal.</li> <li>▪ Watch the following <a href="#">video</a>, which explains the process step by step</li> </ul>	<ul style="list-style-type: none"> <li>▪ Program begins April 15, 2024 and ends on December 31, 2024</li> <li>▪ Only available when Customer purchases FortiAP 431F through Fortinet authorized channel</li> <li>▪ New business only; renewals are not eligible</li> <li>▪ Please <a href="#">review flyer</a> for all program terms</li> </ul>

- Thin-Edge SASE
- **High Availability**
- Free Certification

# High Availability

**Valid from:** Jan. 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** Distributors and Partners



## Partner Benefits

- Deliver FortiGuard Services High availability for **FREE** on your second FortiGate!

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ <b>FortiGate:</b> <a href="#">40F</a>, <a href="#">60F</a>, <a href="#">61F</a>, <a href="#">80F</a>, <a href="#">81F</a>, <a href="#">100F</a>, and <a href="#">101F</a> appliances with any of the following AI-powered FortiGuard services:               <ul style="list-style-type: none"> <li>» Advanced Threat Protection (ATP)</li> <li>» Unified Threat Protection (UTP)</li> <li>» Enterprise Protection (ENT)</li> </ul> </li> </ul> <p>For 1 year, 3 years, or 5 years of subscriptions</p>	<ul style="list-style-type: none"> <li>▪ Free FortiGuard Services on the second FortiGate when FortiGate NGFWs are purchased with FortiGuard bundles in an High Availability pair.</li> <li>▪ More info on FortiGate High Availability.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Contact your Fortinet Rep / Channel Account manager to request a FTQ quote, which has to include :               <ul style="list-style-type: none"> <li>» 2 FortiGates</li> <li>» 1 FortiGuard services bundle for the first, plus one free for the second.</li> </ul> </li> <li>▪ The FTQ Quote Number will have to be referenced on Distributor order to Fortinet</li> </ul>	<ul style="list-style-type: none"> <li>▪ Promotion is only valid for High Availability pair purchases (two FortiGate appliances with FortiGuard services subscriptions for each FortiGate).</li> <li>▪ Can be combined with Deal Registration incentive.</li> <li>▪ Only valid on new back to back orders, not from stock.</li> </ul>

- Thin-Edge SASE
- High Availability
- Free Certification



# Free certifications

**Valid from:** Jan. 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** All Fortinet Partners



## Partner Benefits

- During 2024, your Fortinet [Secure Access Service Edge](#), [Security Operations](#) and [OT Security](#) certifications are **FREE**

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ For Security Operations:               <ul style="list-style-type: none"> <li>» <a href="#">FCSS—Advanced Analytics 6.7 Architect</a></li> </ul> </li> <li>Or</li> <li>» <a href="#">FCSS—Security Operations 7.4 Analyst</a></li> <li>▪ For FortiSASE:               <ul style="list-style-type: none"> <li>» <a href="#">FCSS Secure Access Service Edge 23 Administrator</a></li> </ul> </li> <li>And</li> <li>» <a href="#">NSE 7 SD-WAN 7.2</a></li> <li>▪ For OT Security:               <ul style="list-style-type: none"> <li>» <a href="#">NSE 7 OT Security 7.2</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Pass the designated exam by the end of 2024 and get it reimbursed through <a href="#">FortiRewards Program</a>.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Register or connect to your <a href="#">FortiRewards account</a></li> </ul>	<ol style="list-style-type: none"> <li>1. Register for <a href="#">FortiRewards</a></li> <li>2. Submit your claim and include the mandatory proof of performance</li> <li>3. Proof of performance requested (all documents are compulsory):           <ul style="list-style-type: none"> <li>» Proof of purchase of the exam voucher</li> <li>» Copy of final certification achieved between: Jan. 1<sup>st</sup> - Dec. 31<sup>st</sup>, 2024</li> </ul> </li> </ol> <p><b>Eligibility:</b></p> <ul style="list-style-type: none"> <li>▪ Maximum payout a partner can earn within the FortiRewards program is \$100K per quarter per partner.</li> <li>▪ Maximum of 3 claims (\$1,200 per partner per quarter) per Partner.</li> <li>▪ One claim per certification is required.</li> </ul>

The FortiRewards Incentive Program is not valid in the following countries: Iran, Syria, the Crimea Region of Ukraine. The Incentive Program is for qualifying Fortinet Resellers only, Distributors are not eligible. Notwithstanding anything to the contrary, this program is subject in full to the Fortinet Partner terms & conditions included on the Registration site. © 2024 Fortinet, Inc. All rights reserved. Fortinet and the Fortinet Logo are trademarks of Fortinet, Inc.



- **QRadar SIEM Displacement**

- VMware SD-WAN
- Refresh F5 Big-IP iSeries

# QRadar SIEM Displacement **NEW**

**Valid from:** July 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** All Partners



## Partner Benefits

- Up to **70% off** FortiSIEM and FortiSOAR software when displacing IBM QRadar SIEM software (min. \$50K list)
- Up to **50% off** 2-days Professional Services (min. \$100K)
- Up to 4 **FREE** FortiSIEM/FortiSOAR hands-on lab and/or exams\* (min \$100K List)

*\* 2 per individual, no more than 4 vouchers total per end-user account*

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ FortiSIEM and FortiSOAR software SKUs sold as perpetual or subscription licenses.</li> <li>▪ Contact Fortinet if your customer requires SaaS.</li> </ul>	<ul style="list-style-type: none"> <li>▪ IBM QRadar SIEM SaaS business sale and overall product uncertainty is causing the installed base of over 10,000 to evaluate change.</li> <li>▪ Leverage this promotion, training, and sales tools to convert QRadar customers to Fortinet.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Promo requires an FTQ from Fortinet Sales Representative, quote justification must reference "QRadar SIEM Displacement".</li> <li>▪ The FTQ must be referenced in the PO order.</li> <li>▪ <a href="#">Download the flyer</a> for a detailed overview of the promotion.</li> </ul>	<ul style="list-style-type: none"> <li>▪ This promotion only eligible when a QRadar takeout has been validated with the end-user.</li> <li>▪ Up to 70% discount requires a minimum of \$50,000 list price in FortiSIEM / FortiSOAR software SKUs.</li> <li>▪ Large Deal Additional Incentives require a minimum \$100,000 list price FortiSIEM / FortiSOAR software SKUs and include: <ul style="list-style-type: none"> <li>» Professional Services: up to 50% promotional discount for 2-days of professional services (i.e. a \$250,000 deal would be eligible for 4 days of professional services at 50% off)</li> <li>» Training: Up to 4 free FortiSIEM/FortiSOAR hands-on lab(s) and/or exam(s), any combination of the below: <ul style="list-style-type: none"> <li>- FortiSIEM Lab SKU: FT-FSM-LAB</li> <li>- FortiSOAR Lab SKU: FT-FSR-LAB</li> <li>- FortiSIEM or FortiSOAR exam SKU: NSE-EX-FTE2</li> </ul> </li> </ul> </li> <li>▪ This promotion is for new sales only, future renewals are not eligible.</li> <li>▪ The FTQ Quote Number will have to be referenced on Distributor Order to Fortinet.</li> <li>▪ Promotional discount cannot be cumulated with Deal Registration incentive.</li> </ul>



- QRadar SIEM Displacement
- **VMware SD-WAN**
- Refresh F5 Big-IP iSeries

# VMware SD-WAN



## Partner Benefits

- Get **62% off** to replace VMWARE SD-WAN solution

**Valid from:** July 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** Distributors and Partners

Eligible Product	Program Details	Access the Promo	Terms and Conditions
<ul style="list-style-type: none"> <li>▪ <b>All FortiGate, FortiManager, FortiAnalyzer solutions</b></li> <li>▪ All form factors : appliance or virtual machine (VM), or as a Cloud solution.</li> <li>▪ <a href="#">Fortinet Secure SD-WAN solutions</a></li> </ul>	<ul style="list-style-type: none"> <li>▪ As a result of Broadcom's acquisition, the development of VeloCloud SD-WAN is somewhat uncertain, as is the current VMware Partner Program.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Promo requires an FTQ from Fortinet Sales Representative, quote justification must reference "VMware VeloCloud Displacement".</li> <li>▪ The FTQ must be referenced in the PO order.</li> </ul>	<ul style="list-style-type: none"> <li>▪ New customer.</li> <li>▪ A special quote is requested to access the promotion.</li> <li>▪ Renewal is excluded.</li> <li>▪ The FTQ Quote Number will have to be referenced on Distributor Order to Fortinet.</li> <li>▪ Promotional discount cannot be cumulated with Deal Registration incentive.</li> </ul>

- QRadar SIEM Displacement
- VMware SD-WAN
- Refresh F5 Big-IP iSeries

# Refresh F5 Big-IP iSeries

**Valid from:** Jan. 1<sup>st</sup> - Sept. 30<sup>st</sup> 2024

**Open to:** Distributors and Partners



## Partner Benefits

- Get up to **55% off** when you refresh the F5 Big-IP iSeries, which went EOS on January 1<sup>st</sup> 2024
- Offer your customer a higher performance alternative to F5 BIG-IP EOS

Eligible Product	Program Details	Access the Promo	Terms and Conditions						
<ul style="list-style-type: none"> <li>▪ <a href="#">FortiADC</a> product family. All form factors: appliance, virtual machine (VM), software or SaaS solution.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Upgrade to FortiADC Promotion:           <table border="1" data-bbox="636 975 960 1161"> <tr> <td>Hardware</td> <td>-55%*</td> </tr> <tr> <td>VM, Software &amp; Service</td> <td>-50%*</td> </tr> <tr> <td>SaaS</td> <td>-45%*</td> </tr> </table> <p><i>* Recommended Discount to Partner - upon availability at the Distributor</i></p> </li> <li>▪ Access the <a href="#">Promo flyer</a></li> <li>▪ The promotional discounts apply on any SKU of the FortiADC product category, but renewal is excluded.</li> </ul>	Hardware	-55%*	VM, Software & Service	-50%*	SaaS	-45%*	<ul style="list-style-type: none"> <li>▪ Distributors must request an FTQ from Fortinet Sales Representative, using the following promo code: <b>FORTIADC-24-EMEA</b></li> <li>▪ On the Distributor order, the approved FTQ number is mandatory.</li> </ul>	<ul style="list-style-type: none"> <li>▪ A special quote is requested to access the promotion.</li> <li>▪ Renewal is excluded.</li> <li>▪ The FTQ Quote Number will have to be referenced on Distributor Order to Fortinet.</li> <li>▪ Promotional discount cannot be cumulated with Deal Registration incentive.</li> </ul>
Hardware	-55%*								
VM, Software & Service	-50%*								
SaaS	-45%*								

# Partner EDR Promo NEW

## Discounts for EDR and Services

**Valid from:** Aug. 1<sup>st</sup> - Dec. 31<sup>st</sup> 2024

**Open to:** All Partners



### Partner Benefits

- FortiEDR Discover, Protect & Respond:  
Partners get **up to 66% off** any eligible SKU
- FortiEDR Best Practices Service:  
Partners get **up to 50% off** any eligible SKU

Eligible Product	Program Details	Access the Promo	Terms and Conditions														
<ul style="list-style-type: none"> <li>▪ FortiEDR Discover, Protect &amp; Respond Cloud Subscription and FortiCare Premium: <table border="1"> <tr> <td>25 Endpoints</td> <td>FC1-10-FEDR1-348-01-36</td> </tr> <tr> <td>500 Endpoints</td> <td>FC2-10-FEDR1-348-01-36</td> </tr> <tr> <td>2,000 Endpoints</td> <td>FC3-10-FEDR1-348-01-36</td> </tr> </table> <p><i>It is only permitted to use the FC1 SKU for 25 seats for odd-numbered seat counts above 500 or 2000 (examples: 550, 1750, or 2175 seats). Using the FC1 SKU to quote under 500 seats is prohibited (examples: 25, 175, or 450 seats).</i></p> </li> <li>▪ FortiEDR Best Practices Service: All new customer orders (first order only) must include one of the Best Practices SKU's. Select the package that matches the total number of Endpoint deployments: <table border="1"> <tr> <td>Up to 500 Endpoints</td> <td>FC0-10-EDBPS-310-02-12</td> </tr> <tr> <td>Up to 1,000 Endpoints</td> <td>FC1-10-EDBPS-310-02-12</td> </tr> <tr> <td>Up to 3,000 Endpoints</td> <td>FC2-10-EDBPS-310-02-12</td> </tr> <tr> <td>Up to 10,000 Endpoints</td> <td>FC3-10-EDBPS-310-02-12</td> </tr> </table> </li> </ul>	25 Endpoints	FC1-10-FEDR1-348-01-36	500 Endpoints	FC2-10-FEDR1-348-01-36	2,000 Endpoints	FC3-10-FEDR1-348-01-36	Up to 500 Endpoints	FC0-10-EDBPS-310-02-12	Up to 1,000 Endpoints	FC1-10-EDBPS-310-02-12	Up to 3,000 Endpoints	FC2-10-EDBPS-310-02-12	Up to 10,000 Endpoints	FC3-10-EDBPS-310-02-12	<ul style="list-style-type: none"> <li>▪ Partners get: <ul style="list-style-type: none"> <li>- <b>up to 66% discount</b> on eligible FortiEDR SKUs</li> <li>- <b>up to 50% discount</b> on eligible Best Practices Services SKU.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Distributors must request an FTQ from Fortinet Sales Representative, using the following promo code: <b>PARTNER_EDR</b></li> <li>▪ On the Distributor order, the approved FTQ number is mandatory.</li> </ul>	<ul style="list-style-type: none"> <li>▪ This promotion is for the newly expanded Discover and Protect band of FortiEDR SKUs and for net new FortiEDR logos only.</li> <li>▪ The minimum order quantity (MOQ) remains 500 seats and can only be ordered in quantities of 2,000, 500 and/or 25 seats. Orders for 10K seats or more can be handled case by case. The term of the license purchased through the promotion is 36 months.</li> <li>▪ All new customer orders (first order only) must include one of the Best Practices SKU's.</li> <li>▪ The promotional discount granted with this promotion cannot be combined with the Deal Registration Program or any other Fortinet special pricing.</li> <li>▪ This promotion can be cumulated with the Advanced/Expert/Regional/Global Reward Program Backend Rebate.</li> </ul>
25 Endpoints	FC1-10-FEDR1-348-01-36																
500 Endpoints	FC2-10-FEDR1-348-01-36																
2,000 Endpoints	FC3-10-FEDR1-348-01-36																
Up to 500 Endpoints	FC0-10-EDBPS-310-02-12																
Up to 1,000 Endpoints	FC1-10-EDBPS-310-02-12																
Up to 3,000 Endpoints	FC2-10-EDBPS-310-02-12																
Up to 10,000 Endpoints	FC3-10-EDBPS-310-02-12																

# Fortinet ENGAGE Partner Program

Tap into huge opportunity with the most deployed, most patented, and most validated cybersecurity vendor that is **100% committed to channel.**

Within Fortinet's unified platform, three solutions redefine cybersecurity, enabling our partners to sell into to an ever-evolving cybersecurity landscape and meet constantly accelerating business needs. The solution to simplifying complex networks, distributed users, and hybrid applications is the convergence and consolidation of security, all with flexible consumption models to make buying easy.

Since day one, Fortinet has been dedicated to our partners' profitability – our 100% commitment to the channel means we place a high value on investing in long-term growth relationships with our partners.

From your first appointment through the entire customer lifecycle, Fortinet's puts our partner's profitability first, incentivizing each stage of the sales cycle. We are dedicated to ensuring your profitability across a set of products and solutions that are tightly integrated and span endpoint, network, and cloud edges.

As you grow your investments with Fortinet and move up within our program, you unlock differentiated, comprehensive designations and further increase your profitability – up to 50% more money back on comparably priced deals when you lead with Fortinet.

