

Secure & Earn Savings Promotion

Take advantage of unprecedented rewards on FortiGates, FortiAPs & FortiSwitches

✓ Best Features

✓ Lowest TCO

✓ Best Partner Profitability

Increase your Profitability when Selling Eligible SKUs to:

- [SMB](#)
- [Distributed Enterprise](#)
- [SD-Branch](#)
- [OT Infrastructure](#)



Receive up to \$175 per unit sold!

Process and Program Details

Step 1: Partner must be registered to [FortiRewards](#), have chosen "Partner Pay" preference and have a valid XTRM ID.

Step 2: Find qualifying FortiGates, FortiSwitches and FortiAPs opportunities. List of eligible SKUs below.

Step 3: Close the deal before December 31st and, after quarter end, check on your FortiRewards Account the amount you have earned!

Not enrolled in FortiRewards? Click [here](#) to start earning!

For more information, contact your dedicated Fortinet Channel Account manager

Why Fortinet?

Better price/performance helps your customers achieve better ROI

- Integrated NGFW, SD-WAN, Wi-Fi controller in one single appliance without additional product or licenses
- Powered by a patented ASIC delivering the industry's fastest application identification and steering for the best possible user experience.
- Named Network Firewall leader 13 times from Gartner Magic Quadrant

PROGRAM DETAILS

Valid from:

October 1st - December 31st, 2024

Partner eligibility:

EMEA Fortinet Partners

Product eligibility:

Eligible SKUs on page 2

Maximum FortiReward to be earned:

\$100K cap per partner during the quarter

DOUBLE DOWN!

When your customer purchases an AP-431F he will also receive a FREE Thin Edge SASE service for the rest of 2024.

[Click for more details](#)

Secure and Earn Eligible SKUs

FortiGates/FortiWifi		FortiRewards Payout per unit
FG-40F		\$50.00
FG-40F-BDL-950-12		\$50.00
FG-40F-BDL-950-36		\$50.00
FG-40F-BDL-950-60		\$50.00
FG-40F-BDL-809-12		\$50.00
FG-40F-BDL-809-36		\$50.00
FG-40F-BDL-809-60		\$50.00
FG-60F		\$65.00
FG-60F-BDL-950-12		\$65.00
FG-60F-BDL-950-36		\$65.00
FG-60F-BDL-809-12		\$65.00
FG-60F-BDL-809-36		\$65.00
FG-60F-BDL-809-60		\$65.00
FG-40F-3G4G		\$100.00
FWF-40F-3G4G		\$100.00
FortiSwitches		FortiRewards Payout per unit
FS-224D-FPOE		\$125.00
FS-224E		\$125.00
FS-224E-POE		\$125.00
FS-248E-FPOE		\$150.00
FS-248E-POE		\$150.00
FS-424E-FPOE		\$150.00
FS-M426E-FPOE		\$175.00
FS-548D-FPOE		\$175.00
FortiAPs*		FortiRewards Payout per unit
*Use the SKU with the Country Code available in your country		
FAP-831F		\$100.00
FAP-23JF		\$50.00
FAP-U231F		\$50.00
FAP-U234F		\$50.00
FAP-431F		\$50.00
FAP-U431F		\$50.00
FAP-U432F		\$75.00
FAP-U433F		\$50.00
FortiExtender		FortiRewards Payout per unit
FEX-311F		\$125.00

Secure and Earn Savings Promotion Terms and Conditions

1. This incentive:
 - a. is available to all EMEA Fortinet Partners
 - b. only applies to the products included in the SKU list on the previous page
 - c. is only valid for sales of the eligible products in EMEA during the Program term (October 1st, 2024 to December 31st, 2024)
 - d. requires that an eligible product is sold and invoiced from a Fortinet Authorized Distributor to Fortinet Partner from October 1st, 2024 to December 31st, 2024.
2. Incentive will be paid via FortiRewards, and:
 - a. Reward is payable only to Fortinet Partner that opted into the FortiRewards Program as of December 31st, 2024, have opted for Partner Pay preference and have a valid XTRM id
 - b. Partners doesn't have to submit any claim
 - c. The Reward is capped, for Partner Pay, at \$100,000 per quarter on all FortiRewards
3. Rewards Calculation and Payment
 - a. Fortinet will calculate the amount of the reward based on the Distributor POS (Point of Sales) reports received for the period of the program term (October 1st, 2024 to December 31st, 2024)
 - b. Partner must achieve, during the program term, a minimum amount of \$35k (List Price) on any Fortinet SKU reported on Distributor POS
 - c. The funds earned will be deposited directly on the Fortinet Partner XTRM account not before 5 weeks after the end of the Program Term on December 31st, 2024.
 - d. Distributed Enterprise project will be reviewed on a 1:1 basis and if highly Discounted will be excluded from the calculation
 - e. Fortinet's calculations of any payment due shall be final and Fortinet shall have the right to modify the reporting and billing systems at its discretion without prior notice to the FortiPartner.
4. By participating in this incentive, FortiPartner agrees that they have:
 - a. Read, understand and approve Partner's participation in the program and agree that such participation will not violate Fortinet Partner's policies
 - b. Certifies that Fortinet Partner is in no way affiliated with the government or with any government entity or affiliate
5. Fortinet reserves the right to amend or cancel this program at any time, to add or subtract eligible products, and to raise or lower amount of discount at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.
6. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel. Fortinet disclaims in full any guarantees
7. Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower amounts awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.
8. The FortiRewards Incentive Program is not valid in the following countries: Iran, Syria, the Crimea Region of Ukraine.
9. Program is void where prohibited by law