Managed Security Service Provider Program

www.fortinet.com
Why the MSSP Program Is For You

Fortinet is a pioneer and leading provider of next generation multi-threat security solutions for the Managed Security Service Provider (MSSP) market. As the MSSP market has grown and evolved Fortinet has been a steady presence, providing new and innovative solutions to its MSSP partners to meet the security requirements of their customers.

Whether you are already established in the market, a System Integrator, ISP, or carrier providing managed security services to your customer base or a new entrant, the objective of the MSSP Program is to help you to successfully monetize your network assets and achieve unprecedented growth and profit by delivering superior, next generation managed security services to the market. Fortinet’s MSSP Program connects you to all of the resources needed to develop your expertise, grow your managed security service practice, increase customer satisfaction, and maximize your profitability.

Why Partner With Fortinet

To sum it up - technology and experience. Fortinet is a world leader in network security and has been a strong presence in the MSSP market since its inception.

This combined experience allows Fortinet to help you tailor your service offerings to better meet your customer’s needs and for a competitive advantage. Fortinet can help you to decide which implementation model is right for you and your customers and help you to define service levels, all with the objective of increasing your profitability.

The MSSP Program is tailored to:

- Established MSSP looking to grow their business with higher profit margins
- Systems integrators, ISPs and Carriers providing managed security services to their customer base
- New entrants to Managed Security Service Providers Business
**Fortinet MSSP Program Benefits**

<table>
<thead>
<tr>
<th>BENEFITS</th>
<th>SILVER PARTNER</th>
<th>GOLD MSSP PARTNER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SALES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Competitive recommended discounts across all Fortinet product families on Hardware and Services</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Renewal Tracking and alerting (Asset Tracking System)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Benefit from Not-For-Resale (NFR) demo program</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Free online sales training for the latest Fortinet products and solutions</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Eligibility for the MSSP Starter Kit</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to FortiSpecializations</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Participation to qualified lead hand-off program</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

| **MARKETING** | | |
| Presence on Fortinet website | ✓ | ✓ |
| Access to the Fortinet Partner Extranet, which hosts a full range of sales, marketing, support & training resources | ✓ | ✓ |

| **EDUCATION** | | |
| Special discounts on Training sessions | | ✓ |
| Access to Fortinet 40Minutes and special MSSP Webinar series for Sales and Technical audiences | ✓ | ✓ |
| Invitation to Gold Forum, Fast & Secure Carriers and MSSP Conference and MSSP events | | ✓ |

| **SUPPORT** | | |
| Direct access to Level 2 Technical Support if FortiGate Certified* | ✓ | ✓ |
| • Via phone using a personalized PIN code | ✓ | ✓ |
| • Via Partner Portal | | ✓ |
| Tier 3 technical resource access | ✓ | ✓ |
| Waive renewals continuous policy** | ✓ | ✓ |
| Access to Fortinet Services Program*** | ✓ | ✓ |

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Silver MSSP Partners have achieved proven success with Fortinet solutions and are committed to the continued adoption of Fortinet technologies in the marketplace. They deliver the full spectrum of Fortinet’s solution set and have Fortinet certified sales and sales engineers on staff to assist with a variety of implementation needs, whether it’s a small branch solution, core headquarters or a datacenter deployment.

Gold MSSP Partners are experts in delivering Fortinet’s superior, next generation multi-threat security solutions to their customers and have demonstrated success across all Fortinet technologies. They have full access to Fortinet’s solution set and can support any complex deployment requirements and deliver exceptional levels of support and service in both CPE and Cloud based managed security service deployments.

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* Level 2 support is defined as in-depth debugging and problem analysis requiring advanced product knowledge, in particular the capability to perform root-cause diagnostics, either within a live network or static lab environment.

** The Fortinet Renewal Continuous Policy can be found on the partner portal https://partners.fortinet.com/FortiPartnerPolicy. As a FortiPartner, a renewal team is available to answer any of your question. To waive the renewal continuous policy, a technical ticket must be open via the partner portal/support interface.

*** A Fortinet Support Program is available for high-performing partner demonstrating customer support and technical skills excellence.
What There Is To Gain

Increased Profit Margins And Recurring Revenues

“Make more money, more often while selling innovative managed security solutions” – this is the goal of the Fortinet MSSP Program. The Fortinet MSSP Program is designed to help your business provide unmatched multi-threat security services, while assuring a profitable contribution to your business. Increasing demand for managed security services offers a growing services market with high profit potential. Integrated FortiGuard subscriptions services include application control, intrusion prevention, web filtering and advanced threat protection. And you can centrally manage all customer subscription renewals via one system and one vendor.

Renewal Tracking And Alerting

The Fortinet MSSP Program includes automated subscription and service renewal tracking. This system allows you to easily track when your customers’ subscriptions are up for renewal — designed to ensure your customers are continually protected while giving you visibility to the renewable revenue available.

Education And Training

As a leading-edge managed security service provider, you need to be well-equipped to handle any selling engagement and support requirement. At Fortinet we take pride in our training programs and work hard to ensure you are armed with the knowledge necessary to win in the field and meet your service SLA. As a Fortinet MSSP, you benefit from a comprehensive suite of education and training programs for managed security service providers.

Channel Commitment

Fortinet is devoted to providing next generation multi-threat security solutions and support exclusively through qualified solution providers. All corporate and sales initiatives are designed to support you. You’ll find peace of mind with our dedication to channel success — whether it’s lead distribution, communication, promotions, sales resources, or marketing support, Fortinet is committed to making you successful.
The Fortinet Solution Advantage

### THE ULTIMATE IN MSSP PLATFORM CHOICE
- Supports all MSS business models; CPE, Cloud and Hybrid
- The most complete range of Unified Threat Management (UTM) and Next Generation Firewall (NGFW) security platforms, from SME and Distributed Enterprises to Large Enterprises’ gateways and datacenters, for CPE or Cloud based MSS with dedicated appliances
- High performance security platforms – appliances or chassis based - supporting up to 500 Virtual Domains, for centralized Cloud based deployments
- FortiGate virtual and physical appliances are the backbone of the Fortinet MSSP’s security portfolio; providing Application Control, IPS, Malware defense (Advanced Threat Protection), Web Content Filtering and Data Leak Prevention in a single platform
- Dedicated security solutions for Web based applications and servers, Email, WLAN and DDoS

### HIGH PERFORMANCE
- Powered by the security-hardened FortiOS operating system, ASIC based FortiGate platforms provide industry leading performance

### THE MSSP VIRTUALIZATION SOLUTION: FORTINET VIRTUAL DOMAINS (VDOM)
- A single appliance or blade FortiGate supports multiple VDOMs
- Each VDOM acts as a virtual FortiGate and supports independent services
- All security services are virtualized
- Each VDOM can support either a single or multiple customers (based on customer requirements or service features)

### TOTAL COST OF OWNERSHIP
- Easy and cost effective to install, operate and maintain. Simplified installation and deployment
- Scalable solutions: Broad product line of appliances and chassis-based meet the full range of all businesses security needs
- No complex licensing and no seat licenses: Unified, system-based licensing provides the most cost effective and efficient way to purchase, deploy and maintain
- Low cost cloud based management and logging service (FortiCloud) for smallest installations. For larger installations or greater functionality the FortiManager and FortiAnalyzer are recommended.

### SIMPLIFIED, INTEGRATED, INTELLIGENT MANAGEMENT AND REPORTING
- Easy-to-use GUI and exceptional analytical tools simplify security provisioning, operation and maintenance
- FortiManager & FortiAnalyzer Facilitate Automation of:
  - Customer Portal
  - Customer Reporting
  - Order Entry & Provisioning
  - Change Control
  - Alerting Functions/Ticketing Systems
  - Event Correlation
  - Security Updates & Threat Alerts

FortiManager and FortiAnalyzer work together to provide a single pane of glass management and comprehensive reporting; allowing Fortinet MSSP partners the ability to manage multi-tenant environments cost-effectively with reports that demonstrates a clear ROI for all your customers.
How To Become A Fortinet MSSP Partner

Step 1: Join The MSSP Program

Submit your application online. Go to www.fortinet.com/Partners/Become a Partner

Step 2: Complete The Fortinet Training And Become Certified

Fortinet training courses are designed to guide students through our technology through an extensive mix of hands-on labs, leader-led discussions and real-life scenarios and they cover everything you need to know when configuring, managing and even troubleshooting Fortinet products.

Complete training courses 201 and 301 in order to have your engineers Fortinet Certified.

Complete the Tailored Managed Security Service Provider Training:

- UTM and Policy Configuration
- VDOMs, VRFs and Cloud Firewall Set up
- Remote Access and IPsec VPN
- Common Support Tasks / Administration & Support

Complete these additional courses as well:

- 211 FortiAnalyzer Admin
- 241 FortiManager Centralized Device Management
- 303 Diagnostics and Troubleshooting
Step 3: Plan Your Security Service Portfolio

Choose The Best, Easiest And Most Affordable Solution: Pre-Defined Or Tailored

Fortinet understands your desire to become a trusted resource for your customers and provide the security expertise and resources they lack. We want to help you expand your business to deliver a wide range of leading managed security services to your customers.

## Service Pack Example

<table>
<thead>
<tr>
<th>MSSP SERVICE OFFERING</th>
<th>BASIC</th>
<th>ADVANCED</th>
<th>PREMIUM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic firewall services with limited policy change requests per month, services like stateful packet inspection, NAT, port address translation and an uptime SLA included</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Web filtering, application control and IPS are high value controls that tackle several pain points driving a higher price point</td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Read access or co-administration of web filtering</td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Reporting frequency and detail level</td>
<td>Monthly- Low</td>
<td>Monthly &amp; Weekly - Medium</td>
<td>Monthly &amp; Weekly - High</td>
</tr>
<tr>
<td>Visibility to logs</td>
<td></td>
<td>Access Logs</td>
<td>All Logs</td>
</tr>
</tbody>
</table>
Select The Best Solution For You

Fortinet has simplified the path to become a managed security service provider (MSSP) with our MSSP Starter Kits. We created this promotion of products and services to provide everything you need to get your MSSP business off the ground, with Fortinet’s best products and lowest offer.

1. FortiCloud

FortiCloud is a hosted Security Management and Log Retention service for the FortiGate® Next Generation Security platforms. It gives you a centralized reporting, traffic analysis, configuration and log retention tool without the need for additional hardware and software. It provides a subset of the FortiAnalyzer (Logs) and FortiManager feature set:

- Traffic and Application Visibility
- Real Time Log Monitoring and Alerting
- Hosted Log Retention
- Reporting and Analysis
- Configuration Management

The FortiCloud service has five main functions available:

- Dashboard System and Log Widgets plus Real Time Monitors
- Log Viewer Real time Log viewing with Filters and download capability
- Drilldown Analysis User and Network Activity Analysis
- Report Generator Create and Schedule Reports
- Device Management Configuration back-up (including firmware), Configuration History, Script Management, Alert Profiles for real time monitors
- AV Submission Reports the status of suspicious files uploaded to the cloud for analysis. Shows whether suspicious files are Pending, Clean or Malware

2. MSSP Starter Kits

OPTION 1 - BASIC MSSP STARTER KIT

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>SKU</th>
</tr>
</thead>
<tbody>
<tr>
<td>FortiManager 300D</td>
<td>FMG-300D</td>
</tr>
<tr>
<td>FortiCare 24x7</td>
<td>FC-10-M0300-311-02-12</td>
</tr>
<tr>
<td>FortiAnalyzer 300D</td>
<td>FAZ-300D</td>
</tr>
<tr>
<td>FortiCare 24x7</td>
<td>FC-10-L0300-247-02-12</td>
</tr>
</tbody>
</table>

OPTION 2 - VIRTUAL MSSP STARTER KIT

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>SKU</th>
</tr>
</thead>
<tbody>
<tr>
<td>FMG 100 Device Upgrade</td>
<td>FMG-VM-100-UG</td>
</tr>
<tr>
<td>FortiCare 24x7</td>
<td>FC2-10-M3004-248-02-12</td>
</tr>
<tr>
<td>FortiAnalyzer VM-Base</td>
<td>FAZ-VM-Base</td>
</tr>
<tr>
<td>FortiAnalyzer</td>
<td>FAZ-VM-Base</td>
</tr>
<tr>
<td>5 GB daily</td>
<td>FAZ-VM-5GB</td>
</tr>
<tr>
<td>FortiCare 24x7</td>
<td>FC2-10-LUSVM-248-02-12</td>
</tr>
</tbody>
</table>

FOR MORE INFORMATION PLEASE CONTACT INTERNATIONAL_PARTNERS@FORTINET.COM

3. A Tailored MSSP Solution

Contact Fortinet’s dedicated MSSP team for information on an MSSP solution tailored to your business needs.
About Fortinet

FortiGuard® Security Subscription Services deliver dynamic, automated updates for Fortinet products. The Fortinet Global Security Research Team creates these updates to ensure up-to-date protection against sophisticated threats. Subscriptions include antivirus, intrusion prevention, web filtering, antispam, vulnerability management, application control and database security services.

FortiCare™ Support Services provide global support for all Fortinet products and services. FortiCare support enables your Fortinet products to perform optimally. Support plans start with 8x5 Enhanced Support with “return and replace” hardware replacement or 24x7 Comprehensive Support with advanced replacement. Options include Premium Support, Premium RMA, and Professional Services. All hardware products include a 1-year limited hardware warranty and 90-day limited software warranty.

Fortinet® Developer Network is subscription-based advanced support for Fortinet products, geared towards application and integration developers. This service covers advanced topics like the FortiManager™ Web Portal and XML APIs. Includes best practices, example code, and community-built management tools.

AMERICAS HEADQUARTERS
1090 Kifer Road
Sunnyvale, CA 94086
United States
Tel +1.408.235.7700
Fax +1.408.235.7737
www.fortinet.com/sales

EMEA HEADQUARTERS
120 rue Albert Caquot
Sophia Antipolis
France 06560
Tel +33.4.8987.0510
Fax +33.4.8987.0501

APAC HEADQUARTERS
300 Beach Road 20-01
The Concourse
Singapore 199555
Tel +65.6513.3734
Fax +65.6295.0015

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