Fortinet Engage has a singular goal for our partners:
Provide a valuable, flexible platform to build a profitable and highly-differentiated security practice that leverages the industry’s best solutions to drive customer success.

**Profitability Through Technology Differentiation**
Fortinet’s breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

**Business Success with Proven Credibility**
Fortinet’s innovation superiority with hundreds of patents and industry-leading threat intelligence, alongside our customer ratings and independent analyst reports leadership validates and differentiates your offerings.

**Long-Term, Sustained Growth**
We’re in this together! We have no direct sales team, and we offer sustained sales, marketing, and executive support so you can grow productive, predictable, and profitable relationships.
Fortinet Security Fabric

The Fortinet Security Fabric platform enables you to create new value as your customers embrace digital transformation for business agility, performance, and simplicity. The Fabric provides true integration and automation across an organization’s security infrastructure, delivering unparalleled protection and visibility to every network segment, device, and appliance, whether virtual, in the cloud, or on-premises.

At the same time, it unifies security solutions behind a single pane of glass, makes the growing digital attack surface visible, integrates AI-driven breach prevention, and automates operations, orchestration, and response. The end result is you, the partner, creating a successful business outcome that puts your customers ahead of the competition, securely.

1 ENGAGE
Define your level of engagement: Align our program to your level of experience and the benefits and billings requirements that fit your business.

<table>
<thead>
<tr>
<th>ADVOCATE</th>
<th>SELECT</th>
<th>ADVANCED</th>
<th>EXPERT</th>
</tr>
</thead>
<tbody>
<tr>
<td>You’re interested in starting a relationship with Fortinet. This level has limited requirements and benefits.</td>
<td>You’re committed to delivering superior security solutions that best fit small-to-medium business security concerns.</td>
<td>You have proven success delivering the full spectrum of Fortinet’s solutions with certified staff to handle various implementation requirements from your customers.</td>
<td>As part of this group of proven Fortinet solution experts, you have demonstrated consistently high revenue and can deliver the full range of Fortinet solutions, with experts on staff to manage complex deployments.</td>
</tr>
</tbody>
</table>

2 EXPAND
Select your business model: We know you transact in different ways, so we’ve built that flexibility into our program.

<table>
<thead>
<tr>
<th>INTEGRATOR</th>
<th>MSSP</th>
<th>CLOUD</th>
</tr>
</thead>
<tbody>
<tr>
<td>You’re primarily reselling to customers on-premises, but offer some managed services.</td>
<td>Most, if not all, of your billings come from selling managed security services.</td>
<td>You were born-in-the-cloud or are a cloud-certified partner</td>
</tr>
</tbody>
</table>

3 SPECIALIZE
Differentiate yourself with specializations: In a fast-moving industry, our specializations help you quickly elevate yourself in a crowded field with training, enablement, and targeted solutions so you can expand your capabilities and offerings while driving growth and profitability.

SPECIALIZATION SD-WAN
SPECIALIZATION LAN Edge and SD-Branch
SPECIALIZATION Data Center
SPECIALIZATION Adaptive Cloud Security
SPECIALIZATION Zero Trust Access
SPECIALIZATION Operational Technology
SPECIALIZATION Security Operations
### ADVOCATE

**Sales Support**
- Authorized to Resell Fortinet Solutions
- Access to Deal Registration Program and Additional Associated Discounts
- Access to Renewal Assets
- Eligible for Not for Resale Demo (NFR)
- Eligible for FortiRewards Program
- Competitive Recommended Discounts

**Technical Support**
- Fortinet Support Portal Access

**Marketing and Communications**
- Eligible for Joint Marketing Funds
- Access to Partner Portal, Webinars, Newsletters

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**All ADVOCATE Benefits Plus:**
- Eligible for Specialization
- Featured on Partner Locator

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**SELECT**

**Sales Support**
- Fortinet Channel Account Manager
- Fortinet Channel Marketing Manager
- Eligible for Vendor Incentive Program

**Technical Support**
- Direct Access to Fortinet Support

**Marketing and Communications**
- Preferential Access to Joint Marketing Funds

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**All SELECT Benefits Plus:**
- Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit
- Fortinet Channel Account Manager
- Fortinet Channel Marketing Manager
- Eligible for Vendor Incentive Program

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**ADVANCED**

**Sales Support**
- Access to Vendor Incentive Program

**Technical Support**
- Exclusive Invitations to Fortinet Technical Events
- Eligible for the Fast Track Instructor Development Program

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**EXPERT**

**Sales Support**
- Access to Vendor Incentive Program

**Technical Support**
- Free Yearly Subscription to: FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations
- FortiDeploy License: Enable zero-touch bulk provisioning for your FortiGate, FortiWiFi or FortiAP products
- FortiPortal VM License: Virtual machine which includes both wireless and security features of FortiPortal, includes management of 10 FortiGates and 100 FortiAPs. Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager
- Eligible for the Fast Track Instructor Development Program

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**Integrator**
- Exclusive Access to Fortinet MSSP Portfolio

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**MSSP**
- Ability to purchase VM Solutions via Distribution which can be installed in a Public Cloud (BYOL)
-Authorized to resell Fortinet’s published solutions via marketplaces (AWS, Microsoft, Google, Oracle, AliCloud)
- Discounts available:
  - BYOL - per Fortinet Partner level
  - PAYG/SaaS/Custom Private Offer
  - Via CP Programs (such as AWS CPPD/SPPO)

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**Cloud**
- All Integrator benefits plus:
# REQUIREMENTS

<table>
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<td><strong>Business Requirements</strong></td>
<td>• Fortinet Integrator Questionaire</td>
<td>• Fortinet MSSP Questionaire</td>
<td>• Fortinet Cloud Questionaire</td>
</tr>
<tr>
<td></td>
<td>• Valid Partner Agreement</td>
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</tr>
<tr>
<td></td>
<td>• Primary Business Face-to-Face Selling Model</td>
<td>• Minimum 8x5 Security Operations Center</td>
<td>• Existing relationship with cloud service provider</td>
</tr>
<tr>
<td></td>
<td>• Sales Volume Requirement¹</td>
<td>• Test Lab Environment</td>
<td>• Existing relationship with Microsoft Azure, AWS, Google Cloud, Oracle Cloud, Alibaba Cloud</td>
</tr>
<tr>
<td></td>
<td>• Provide Level 1 Support</td>
<td>• Annual Sell To and Sell Through Revenue¹</td>
<td>• Sales Volume Requirement and/or Cloud Business Plan¹</td>
</tr>
<tr>
<td><strong>Training Requirements</strong></td>
<td>• 1 NSE 1, 1 NSE 2</td>
<td>• 1 NSE 1, 1 NSE 2</td>
<td>• 1 Adaptive Cloud Sales Training</td>
</tr>
</tbody>
</table>

| **Business Requirements** | • Fortinet Integrator Questionaire | • Fortinet MSSP Questionaire | • Fortinet Cloud Questionaire |
| | • Valid Partner Agreement | • Valid Partner Agreement | • Valid Partner Agreement |
| | • Primary Business Face-to-Face Selling Model | • Minimum 8x5 Security Operations Center | • Existing relationship with cloud service provider |
| | • Sales Volume Requirement¹ | • Test Lab Environment | • Existing relationship with Microsoft Azure, AWS, Google Cloud, Oracle Cloud, Alibaba Cloud |
| | • Provide Level 1 Support | • Annual Sell To and Sell Through Revenue¹ | • Sales Volume Requirement and/or Cloud Business Plan¹ |
| **Training Requirements** | • 1 NSE 1, 1 NSE 2, 1 NSE 4 | • 1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam) | • 1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure) |

| **Business Requirements** | • Fortinet Integrator Questionaire | • Fortinet MSSP Questionaire | • Fortinet Cloud Questionaire |
| | • Valid Partner Agreement | • Minimum 8x5 Security Operations Center | • Valid Partner Agreement |
| | • Primary Business Face-to-Face Selling Model | • Test Lab Environment | • Existing relationship with cloud service provider |
| | • Sales Volume Requirement¹ | • Annual Sell To and Sell Through Revenue¹ | • Sales Volume Requirement and/or Cloud Business Plan¹ |
| | • Provide Level 1 Support | • 12 Month Business Plan Review | • 1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure) |
| **Training Requirements** | • 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 | • 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exam), 1 NSE 6 (exam), 1 NSE 7 | • 1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure) |

| **Business Requirements** | • Fortinet Integrator Questionaire | • Fortinet MSSP Questionaire | • Fortinet Cloud Questionaire |
| | • Valid Partner Agreement | • Valid Partner Agreement | • Valid Partner Agreement |
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| **Training Requirements** | • 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7 | • 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique exams), 2 NSE 7 | • 1 Adaptive Cloud Sales training, 1 NSE 4 certification or FortiGate Essentials training (recommended), 1 NSE 6 certification (NSE 6 AWS or NSE 6 Azure) |

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1. Subject to regional availability.  
2. Discount increases with partner level.  
3. If compliant with NSE Certification.  
4. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators and developers enhance and increase the effectiveness of Fortinet products. It can help integrate applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and more.  
5. NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS recommended)  
6. 12 Month Business Plan Review  
7. POS Reporting  
8. Semi-Annual Support Ticket Review  
9. Certain Percent of Revenue from Services - determined in region  
10. Other NSE exams recommended (FortiMail/FortiWeb recommended)
ENGAGE PARTNER SPECIALIZATIONS

Fortinet Partner Specializations designed to help your organization gain the knowledge and skills necessary to become a partner of distinction in one of several high-business demand areas. When individuals from your organization complete the training, your organization becomes eligible for designation. Once Specialized, you will receive a badge, official recognition on the Partner Locator, discounted not-for-resale kits designed for each Specialization, and exclusive access to events. Partners will also gain access to our communities where you can engage, learn, and network with other Fortinet enthusiasts. Each Specialization has customized Sales Training and Technical Exam requirements that must be completed before a partner organization becomes eligible for designation.

BENEFITS

- Specialization Badge and Featured on Partner Locator
- Discounted Specialization-Specific Not for Resale (NFR) Kit
- Access to Communities
- Eligible for 1 Exclusive Accelerate Pass
- Eligible for 1 Exclusive Xperts Academy Pass
- Eligible for Joint PR Activity

NOTE: Additional Discount for Specialized Partners might be available in your region, please check with your CAM.

REQUIREMENTS

Fortinet Specializations are available to Select and Above Partners who are compliant with the Engage partner program. Designations are given to partner accounts who meet the requirements listed here.

Sales Training | Technical Exams
--- | ---
SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* | NSE 7 SD-WAN (1)
SD-WAN Sales Training (1) Secure Access Sales Training (1) | NSE 7 SD-WAN (1) NSE 7 Secure Access (1)
Data Center Sales Training (1) Adaptive Cloud Sales Training (1) | NSE 4 (1) NSE 7 Cloud (1)
Zero Trust Sales Training (1) NSE 5 FortiEDR (1) NSE 6 FortiNAC (1) NSE 6 FortiAuthenticator (1)
Security Operations Sales Training (1) NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)

1. Subject to regional availability.
RESOURCES

Partner Portal
https://partnerportal.fortinet.com

Website
https://www.fortinet.com

NSE Learning Center
https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx

Support & Training Information
https://www.fortinet.com/support-and-training.html

Product Information

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EMEA Channel Team
emea_partners@fortinet.com

LATAM Channel Team
latam_partners@fortinet.com

North America Channel Team
partners@fortinet.com

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