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**
Fortinet’s industry-leading Security Fabric offers the flexibility to build solutions that align with your customers’ security needs and consumption models—opening up opportunities for you to become a critical component of your customers’ success. The program is built to maximize your profitability and expertise.

**Business Success**
Engage gives you the opportunity to choose how you transact, how you support your customers, and how you engage with Fortinet. “Your program, on your terms” means you can build a security practice that achieves your business goals while driving success for your customers.

**Differentiation**
How your customers choose to consume and leverage technology is revolutionizing the cybersecurity industry—and that revolution is happening quickly and constantly. Engage sets you up for success with a quick path to expertise and profitability for the solutions that are driving demand in the market. So while you’re embedding yourself with customers, the competition is busy catching up.
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.

Getting Started: It’s as Easy as 1-2-3

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.

ADVOCATE
You’re interested in starting a relationship with Fortinet. This level has limited requirements and benefits.

SELECT
You’re committed to delivering superior security solutions that best fit small-to-medium business security concerns.

ADVANCED
You have proven success delivering the full spectrum of Fortinet’s solutions with certified staff to handle various implementation requirements from your customers.

EXPERT
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.

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

INTEGRATOR
You’re primarily reselling to customers on-premises, but offer some managed services.

MSSP
Most, if not all, of your billings come from selling managed security services.

MARKETPLACE
You were born-in-the-cloud or are a cloud-certified partner.

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.
## BENEFITS

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**ADVANCEDEXPERT**

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# Requirements

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- Valid Partner Agreement  
- Primary Business Face-to-Face Selling Model | - Fortinet Integrator Questionaire  
- Valid Partner Agreement  
- Primary Business Face-to-Face Selling Model  
- Sales Volume Requirement  
- Provide Level 1 Support | - Fortinet Integrator Questionaire  
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- Primary Business Face-to-Face Selling Model  
- Sales Volume Requirement  
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- Primary Business Face-to-Face Selling Model  
- Sales Volume Requirement  
- Provide Level 2 Support |
| **Training Requirements** | **Training Requirements** | **Training Requirements** | **Training Requirements** |
| • 1 NSE 1, 1 NSE 2 | • 1 NSE 1, 1 NSE 2 | • 1 NSE 1, 1 NSE 2, 1 NSE 4 | • 1 NSE 1, 1 NSE 2, 1 NSE 4, 1 NSE 5 (exam) |
| • 1 NSE 1, 1 NSE 2 | • 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 NSE 2, 1 NSE 4 (recommended), 1 NSE 5 (exam), 1 NSE 7 (Cloud) |
| **Business Requirements** | **Business Requirements** | **Business Requirements** | **Business Requirements** |
| - Fortinet Integrator Questionaire  
- Valid Partner Agreement  
- Primary Business Face-to-Face Selling Model  
- Sales Forecasting  
- Lead Follow Up and Reporting  
- Quarterly Business Plan Review  
- Hold Co-Marketing End-User Events  
- Provide Level 1 Support | - Fortinet Integrator Questionaire  
- Valid Partner Agreement  
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- Sales Forecasting  
- Lead Follow Up and Reporting  
- Quarterly Business Plan Review  
- Hold Co-Marketing End-User Events  
- Provide Level 1 Support | - Fortinet MSSP Questionaire  
- Valid Partner Agreement  
- Minimum 8x5 Security Operations Center  
- Test Lab Environment  
- Annual Sell To and Sell Through Revenue  
- 12 Month Business Plan Review  
- POS Reporting  
- Annual Support Ticket Review  
- Business Review, 3 Months Prior to Contract Renewal | - Fortinet MSSP Questionaire  
- Valid Partner Agreement  
- Minimum 8x5 Security Operations Center  
- Test Lab Environment  
- Annual Sell To and Sell Through Revenue  
- 12 Month Business Plan Review  
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### SPECIALIZATION REQUIREMENTS

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<td>- 2 NSE 7 (any)</td>
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<td>- 1 Data Center Sales Training</td>
<td>- 1 Dynamic Cloud Sales Training</td>
</tr>
<tr>
<td></td>
<td>- 1 SD-WAN Technical Training</td>
<td>- 1 NSE 7 Secure Access</td>
<td>- 3 NSE 7 (any)</td>
<td>- 1 NSE 4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- 1 NSE 7 (Cloud)</td>
<td>- 1 NSE 7 (Cloud)</td>
</tr>
<tr>
<td><strong>EXPERT</strong></td>
<td>- 1 SD-WAN Sales Training (Reseller or MSSP)</td>
<td>- 1 Secure Access Sales Training</td>
<td>- 1 Data Center Sales Training</td>
<td>- 1 Dynamic Cloud Sales Training</td>
</tr>
<tr>
<td></td>
<td>- 1 SD-WAN Technical Training</td>
<td>- 1 NSE 7 Secure Access</td>
<td>- 1 NSE 8</td>
<td>- 1 NSE 4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- 1 NSE 7 (Cloud)</td>
<td>- 1 NSE 7 (Cloud)</td>
</tr>
</tbody>
</table>

Specializations only available to compliant Select and above partners.

### SPECIALIZATION BENEFITS

<table>
<thead>
<tr>
<th>Level</th>
<th>Benefits</th>
</tr>
</thead>
</table>
| **SELECT** | - Sales Support: Specialization Badge and Featured on Partner Locator  
- Technical Support: Discounted Specialization-Specific Not for Resale (NFR) Kit, Access to Communities  
- Plus All SELECT Benefits |
| **ADVANCED** | - Sales Support: Eligible for 1 Exclusive Accelerate Pass  
- Technical Support: Eligible for 1 Exclusive Xperts Academy Pass  
- Plus All ADVANCED Benefits |
| **EXPERT** | - Sales Support: Eligible for Joint PR Activity  
- Technical Support: Eligible for 1 Exclusive Xperts Academy Pass  
- Marketing Support: Eligible for Joint PR Activity  
- Plus All EXERT Benefits |

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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latam_partners@fortinet.com

North America Channel Team
partners@fortinet.com

Get started:
fortinet.com/partners.html