### BENEFITS

<table>
<thead>
<tr>
<th><strong>Sales Support</strong></th>
<th><strong>Technical Support</strong></th>
<th><strong>Marketing and Communications</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ADVOCATE</strong></td>
<td>• Fortinet Support Portal Access</td>
<td><strong>Plus all ADVOCATE benefits</strong></td>
</tr>
<tr>
<td><strong>SELECT</strong></td>
<td>• Access to Partner Portal, Webinars, Newsletters</td>
<td><strong>Plus all ADVOCATE benefits</strong></td>
</tr>
<tr>
<td><strong>ADVANCED</strong></td>
<td>• VM Solutions Available</td>
<td><strong>Plus All ADVANCED Benefits</strong></td>
</tr>
<tr>
<td><strong>EXPERT</strong></td>
<td>• Free Yearly Subscription to FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations</td>
<td><strong>Plus All ADVANCED Benefits</strong></td>
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### Integrator
- 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
- Exclusive Access to Fortinet MSSP Portfolio
- On-Premises Hardware
- Virtual Machines
- SaaS Solution

### MSSP (Plus all INTEGRATOR benefits)
- Ability to Purchase VM Solutions Via Distribution Which Can Be Installed in a Public Marketplace (BYOL)

### Marketplace (Plus all INTEGRATOR benefits)
- Exclusive Access to Fortinet MSSP Portfolio

### Technical Support
- Fortinet Support Portal Access
- On-Premises Hardware
- Virtual Machines
- SaaS Solution

### Marketing and Communications
- Access to Partner Portal, Webinars, Newsletters
- Access to Fortinet Partner Social tool

### Sales Support
- Eligible for Specialization
- Featured on Partner Locator
- "Sell-To" Specific Discounting for Internal Needs
- Eligible for Specialization
- Direct Access to Fortinet Support
- Direct Access to Fortinet Support
- "Sell-To" Specific Discounting for Internal Needs
- Eligible for Specialization
- Direct Access to Fortinet Support

### Technical Support
- Exclusive Invitations to Fortinet Technical Events
- 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

### Marketing and Communications
- Access to Partner Portal, Webinars, Newsletters
- Access to Fortinet Partner Social tool

1. Discount increases with partner level.  2. If compliant with NSE Certification.  3. The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks.  4. Requires approval by Fortinet and AWS.  5. Subject to region
## REQUIREMENTS

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<tr>
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<th>Integrator</th>
<th>MSSP</th>
<th>Marketplace</th>
</tr>
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</table>
| **Business Requirements** | • Fortinet Integrator Questionaire  
• Valid Partner Agreement  
• Primary Business Face-to-Face Selling Model | • Fortinet MSSP Questionaire  
• Valid Partner Agreement  
• 8x5 Security Operations Center  
• Test Lab Environment  
• Annual Sell To and Sell Through Revenue5  
• 12 Month Business Plan Review  
• POS Reporting  
• Annual Support Ticket Review  
• Business Review, 3 Month Prior to Contract Renewal | • Fortinet Marketplace Questionaire  
• Valid Partner Agreement  
• Proof of Existing Relationship with:  
  - Microsoft Cloud Service Provider  
  - AWS Select Partner  
• Sales Volume Requirement5 |
| **Training Requirements** | • 1 NSE 1, 1 NSE 2 | • 1 NSE 1, 1 NSE 2 | • 1 NSE 1, 1 NSE 2 |
| **Business Requirements** | • Fortinet Integrator Questionaire  
• Valid Partner Agreement  
• Primary Business Face-to-Face Selling Model  
• Sales Volume Requirement5  
• Provide Level 1 Support | • Fortinet MSSP Questionaire  
• Valid Partner Agreement  
• 8x5 Security Operations Center  
• Test Lab Environment  
• Annual Sell To and Sell Through Revenue5  
• 12 Month Business Plan Review  
• POS Reporting  
• Annual Support Ticket Review | • Fortinet Marketplace Questionaire  
• Valid Partner Agreement  
• Proof of Existing Relationship with:  
  - Microsoft Cloud Service Provider  
  - AWS Select Partner  
• Sales Volume Requirement5  
  |
SPECIALIZATION REQUIREMENTS

- SELECT
  - 1 SD-WAN Sales Training (Reseller or MSSP)
  - 1 SD-WAN Technical Training

- ADVANCED
  - 1 SD-WAN Sales Training (Reseller or MSSP)
  - 1 SD-WAN Technical Training

- EXPERT
  - 1 SD-WAN Sales Training (Reseller or MSSP)
  - 1 SD-WAN Technical Training

SPECIALIZATION BENEFITS

- 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
  - Marketing Support: Eligible for Joint PR Activity

5. Subject to regional availability.