

**SERVICE BRIEF**

# Fortinet Enterprise Agreement Program: Cost-effective and Efficient Licensing for Security Services and Support

## Introduction

Complexity is the enemy of security—and product licensing. Today's large enterprises undergoing digital transformation are rapidly adopting new technologies (which impact security), while under pressure to operate their data centers more efficiently and cost-effectively.

Fortinet is the only company with an architectural mesh approach that unifies the security technologies deployed across the network. Network, cloud, endpoint, email, and web application security products are integrated to operate as a single security system called the Fortinet Security Fabric. This not only delivers better protection and faster response to threats, but also enables unmatched cost savings and efficiency. With enterprise agreements (EAs), cost savings and efficiencies are extended to licensing as well.

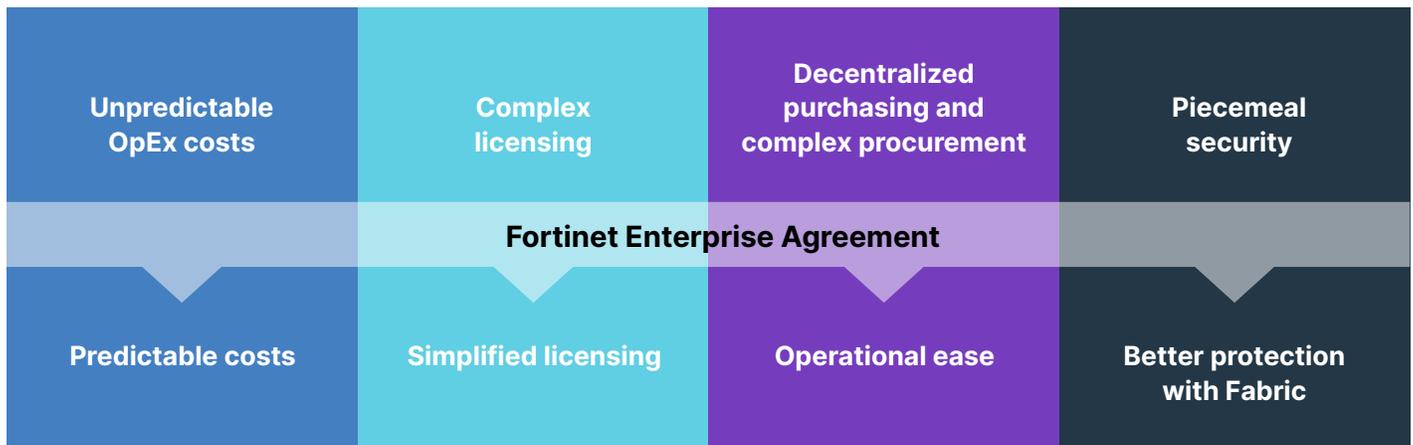
Without an EA, organizations purchase licenses and subscriptions on a per-unit basis. This eliminates the possibility of volume discounts. It also requires a lot of time to manage licenses and understand whether proper licensing is in place with every vendor. Inability to perfectly manage and track licenses often results in unexpected costs.

An EA helps solve the following challenges:

- Unpredictable operating costs make budgeting difficult.
- Complex licensing requires extra resources to manage.
- Decentralized purchasing and complex procurement processes make coordination harder.
- Disparate security products create the need to deal with multiple vendors and licenses.
- Inability to purchase new security products due to budget constraints increases risk exposure.

## Benefits of Fortinet EAs

- Easier procurement
- Simplified operations and license management with auto-registration and license of new hardware and single contract end date
- Account-based license entitlement for greater flexibility
- Ease of refresh and cloud migrations
- Predictable operating costs (OpEx)
- Greater value from Security Fabric architecture



## Fortinet EA

The Fortinet EAs offer account-based, comprehensive support and licenses for both the existing estate and projected purchases. This makes it ideal for large and/or growing security infrastructures.

Fortinet offers three options: Enterprise Support Agreement, Fabric Enterprise License Agreement, and Endpoint Enterprise License Agreement. They cover all existing products and projected purchases during the term. The term length can either be one, three, or five years with 15% growth allowance.

### Enterprise Support Agreement

The Enterprise Support Agreement includes:

- 24x7 FortiCare for all Fortinet hardware and virtual appliances
- Designated service delivery manager and technical account manager\*
- Training credits, service points, and priority tickets\*

\*Available option for large accounts

### Fabric Enterprise License Agreement

The Fabric Enterprise License Agreement includes:

- FortiGuard license subscriptions core to the Fabric
- A choice of license levels (IPS, ATP, UTP, and Enterprise) for your protection needs
- Account-level license coverage for consistent licensing
- FortiConverter license to aid with migrations

### Endpoint Enterprise License Agreement

The Endpoint Enterprise License Agreement covers FortiEDR and includes:

- Six subscription license options for flexibility
- 24x7 FortiCare support
- Managed and unmanaged options available

## Simplify Purchasing and Licensing Today

Fortinet's EAs deliver a number of benefits to large enterprises looking to operate more cost-effectively and efficiently. Email [EA@fortinet.com](mailto:EA@fortinet.com) for more information or if you have any questions.



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