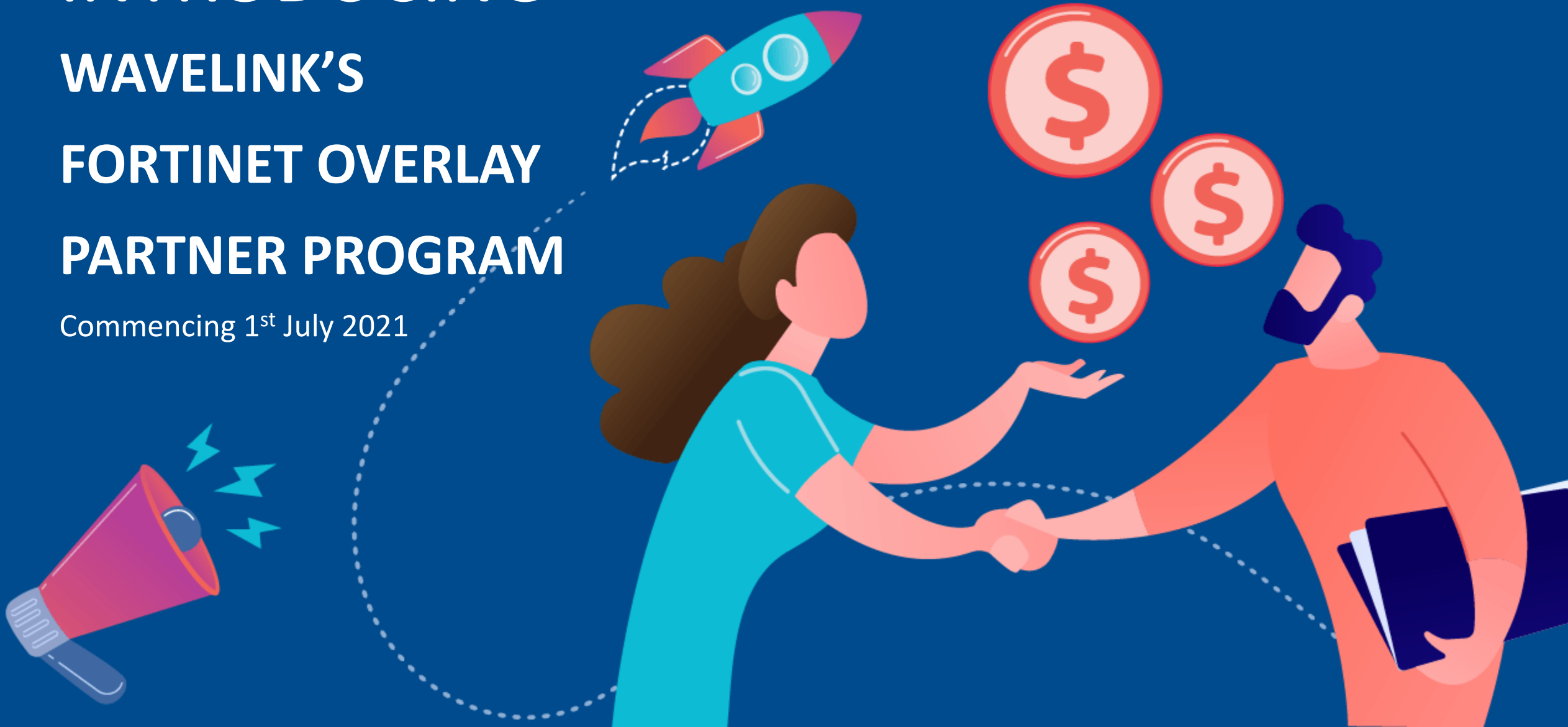


INTRODUCING WAVELINK'S FORTINET OVERLAY PARTNER PROGRAM

Commencing 1st July 2021



Congratulations!

We're thrilled to have you to take part in our new partner program, which is coming into effect 1st July 2021.

Program	Fortinet overlay
Based on	Complimentary to Fortinet Engage 2.0
Tiers	4 tiers
Qualification	Complimentary to Fortinet Engage 2.0

Why did we change?

- Identify and reward performing partners.
- Provide additional benefits in addition to the standard Fortinet Engage 2.0 program.
- Point of differentiation from other distributors.

Our program was designed with partners in mind to help you grow your business, increase your market share and reward you for performance.

What's changed?

Overall

- More emphasis on certifications
- Deal registration
- Lead referrals
- Improve tech support at Wavelink (More qualified resources to leverage)
- Introduction of a dedicated marketing team, supported by the right backend engines such as Marketo

Dedicated

- Support for specialisations

Wavelink's Fortinet Overlay Partner Program

Category (Fortinet Engage)	Partner Type	Discounts	NSE Technical Certification Requirements	Deal Registration	Partner Specialisations	Credit Account	Account Management	Lead Referral	12 Month Joint Plan	Credit Card Surcharge	Freight Charges	Marketing Resource Support	Access to Wavelink Online Store (e-Commerce Platform)	Staging / Pro Services Access	Enablement Programs	Technical Support																										
Fortinet Engage 2.0 Program						Wavelink Fortinet Overlay Partner Program																																				
Advocate		As per Fortinet Engage program the next most competitive recommended discounts	NSE technical certifications i.e. NSE 4 + subsidised exam vouchers sponsored	As per Fortinet Engage (Eligible for Fortinet Boost Incentive Program)	Not available for Advocate partners	On Request	Inside Sales	Subject to specialisation or geographic location	No	0% Visa/Mastercard, 1% AMEX	No change	Access to broader Wavelink programs	Yes	Access based on availability	Remote access to NSE certified resources based on availability	Provided to all certified partners at no charge																										
Select	Integrator	MSSP	Cloud	As per Fortinet Engage program the next most competitive recommended discounts	As per Fortinet Engage (Min 1 NSE4)	As per Fortinet Engage (Eligible for Fortinet Boost Incentive Program)	<table border="1"> <thead> <tr> <th colspan="2">Sales Training</th> <th>Technical Exams</th> </tr> </thead> <tbody> <tr> <td> SPECIALIZATION SD-WAN</td> <td>SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* * Either or</td> <td>NSE 7 SD-WAN (1)</td> </tr> <tr> <td> SPECIALIZATION LAN Edge and SD-Branch</td> <td>Secure Access Sales Training (1)</td> <td>NSE 7 Secure Access (1)</td> </tr> <tr> <td> SPECIALIZATION Data Center</td> <td>Data Center Sales Training (1)</td> <td>Select: NSE 7 (any) (3) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)</td> </tr> <tr> <td> SPECIALIZATION Adaptive Cloud Security</td> <td>Dynamic Cloud Sales Training (1)</td> <td>NSE 4 (1) NSE 7 Cloud (1)</td> </tr> <tr> <td> SPECIALIZATION Zero Trust Access</td> <td>Zero Trust Sales Training (1)</td> <td>NSE 5 FortiEDR (1) NSE 6 FortiNAC (1) NSE 8 FortiAuthenticator (1)</td> </tr> <tr> <td> SPECIALIZATION Operational Technology</td> <td>OT Security Training (1)</td> <td>NSE 7 OT Security (1)</td> </tr> <tr> <td> SPECIALIZATION Security Operations</td> <td>Security Operations Sales Training (1)</td> <td>NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)</td> </tr> </tbody> </table>	Sales Training		Technical Exams	SPECIALIZATION SD-WAN	SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* * Either or	NSE 7 SD-WAN (1)	SPECIALIZATION LAN Edge and SD-Branch	Secure Access Sales Training (1)	NSE 7 Secure Access (1)	SPECIALIZATION Data Center	Data Center Sales Training (1)	Select: NSE 7 (any) (3) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)	SPECIALIZATION Adaptive Cloud Security	Dynamic Cloud Sales Training (1)	NSE 4 (1) NSE 7 Cloud (1)	SPECIALIZATION Zero Trust Access	Zero Trust Sales Training (1)	NSE 5 FortiEDR (1) NSE 6 FortiNAC (1) NSE 8 FortiAuthenticator (1)	SPECIALIZATION Operational Technology	OT Security Training (1)	NSE 7 OT Security (1)	SPECIALIZATION Security Operations	Security Operations Sales Training (1)	NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)	N30	Region based Channel Account Manager	Yes	Yes	0% Visa/Mastercard, 1% AMEX	No change	Access to broader Wavelink programs	Yes	Priority Access	Access to NSE certified resources	Provided to all certified partners at no charge
Sales Training				Technical Exams																																						
SPECIALIZATION SD-WAN				SD-WAN Sales Training (1)* SD-WAN MSSP Sales Training (1)* * Either or	NSE 7 SD-WAN (1)																																					
SPECIALIZATION LAN Edge and SD-Branch				Secure Access Sales Training (1)	NSE 7 Secure Access (1)																																					
SPECIALIZATION Data Center	Data Center Sales Training (1)	Select: NSE 7 (any) (3) Advanced: NSE 7 (any) (3) Expert: NSE 8 (1)																																								
SPECIALIZATION Adaptive Cloud Security	Dynamic Cloud Sales Training (1)	NSE 4 (1) NSE 7 Cloud (1)																																								
SPECIALIZATION Zero Trust Access	Zero Trust Sales Training (1)	NSE 5 FortiEDR (1) NSE 6 FortiNAC (1) NSE 8 FortiAuthenticator (1)																																								
SPECIALIZATION Operational Technology	OT Security Training (1)	NSE 7 OT Security (1)																																								
SPECIALIZATION Security Operations	Security Operations Sales Training (1)	NSE 5 FortiEDR (1) NSE 7 Advanced Analytics (1) NSE 7 FortiSOAR Design and Development (1)																																								
Advanced	As per Fortinet Engage program the next most competitive recommended discounts	As per Fortinet Engage (Min 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7)	As per Fortinet Engage (Eligible for Fortinet Boost Incentive Program)	SPECIALIZATION Data Center	N60	Region based Channel Account Manager	Yes	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Priority remote or onsite access to NSE certified resources	Provided to all certified partners at no charge																											
Expert	As per Fortinet Engage program the most competitive recommended discounts	As per Fortinet Engage (Min 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7)	As per Fortinet Engage (Eligible for Fortinet Boost Incentive Program)	SPECIALIZATION Adaptive Cloud Security	N60	National Account Manager	Yes	Yes	No	No	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Priority Access / Subsidised costs	Priority remote or onsite access to NSE certified resources	Provided to all certified partners at no charge																											

Wavelink Benefits: **ADVOCATE**

Account Management	Access to our e-Commerce Platform	Marketing Resource Support	Lead Referral	Staging / Pro Services Access	Enablement Programs	Technical Support	Credit Account	Credit Card Surcharge	Freight Charges
Inside Sales	Yes	Access to broader Wavelink programs	Subject to your specialisation or geographic location	Yes	Remote access to NSE certified resources based on availability	Provided to all certified partners at no charge	On Request	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300

Integrator

MSSP all Integrator benefits plus:

Cloud all Integrator benefits plus:

Fortinet Benefits

ADVOCATE



Sales Support

- Authorized to Resell Fortinet Solutions
- Access to Deal Registration Program and Additional Associated Discounts¹
- Access to Renewal Assets
- Eligible for Not for Resale Demo (NFR)¹
- Eligible for FortiRewards Program¹
- Competitive Recommended Discounts²

- Exclusive Access to Fortinet MSSP Portfolio

- Ability to Purchase VM Solutions Via Distribution Which Can be Installed in a Public Cloud (BYOL)



Technical Support

- Fortinet Support Portal Access

- On-Premises Hardware
- Virtual Machines
- SAAS Solution



Marketing and Communications

- Eligible for Joint Marketing Funds¹
- Access to Partner Portal, Webinars, Newsletters

- Eligible for Joint Marketing Funds¹

Fortinet Requirements

ADVOCATE



Business Requirements

- Fortinet Integrator Questionnaire
- Valid Partner Agreement
- Primary Business Face-to-Face Selling Model

- Fortinet MSSP Questionnaire
- Valid Partner Agreement

- Fortinet Cloud Questionnaire
- Valid Partner Agreement
- Proof of Existing Relationship with:
 - Microsoft Registered
 - AWS Registered



Training Requirements

- 1 NSE 1, 1 NSE 2

- 1 NSE 1, 1 NSE 2

- 1 Adaptive Cloud Sales Training






Wavelink Benefits: SELECT

Account Management	Access to our e-Commerce Platform	Marketing Resource Support	Lead Referral	Staging / Pro Services Access	12 Month Joint Plan	Enablement Programs	Technical Support	Credit Account	Credit Card Surcharge	Freight Charges
Region based Channel Account Manager	Yes	Access to broader Wavelink programs	Yes	Yes	Yes	Access to NSE certified resources	Provided to all certified partners at no charge	N30	0% Visa/Mastercard, 1% AMEX	\$20 ex on orders under \$300

Integrator

MSSP all Integrator benefits plus:

Cloud all Integrator benefits plus:

	Plus All ADVOCATE Benefits	Plus All ADVOCATE Benefits	Plus All ADVOCATE Benefits
SELECT  Sales Support	<ul style="list-style-type: none"> Eligible for Specialization Featured on Partner Locator 	<ul style="list-style-type: none"> "Sell-To" Specific Discounting (for Internal Needs)¹ Eligible for Specialization Featured on Partner Locator 	<ul style="list-style-type: none"> Ability to Purchase Directly from Public Cloud/Private Cloud Provider or Distributor Cloud Eligible for Specialization Featured on Partner Locator PayG Discount: <ul style="list-style-type: none"> - 15%: AWS CPPO, Azure, GCP, OCI, AllCloud - 20% AWS SPPO
SELECT  Technical Support	<ul style="list-style-type: none"> Direct Access to Fortinet Support³ 	<ul style="list-style-type: none"> Direct Access to Fortinet Support³ 	
SELECT  Marketing and Communications	<ul style="list-style-type: none"> Preferential Access to Joint Marketing Funds¹ 		
SELECT  Business Requirements	<ul style="list-style-type: none"> Fortinet Integrator Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model Sales Volume Requirement¹ Provide Level 1 Support 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement Minimum 8x5 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ 12-Month Business Plan Review POS Reporting Annual Support Ticket Review Business Review, 3 Months Prior to Contract Renewal 	<ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> - Microsoft Cloud Service Provider - AWS Select Partner Sales Volume Requirement¹
SELECT  Training Requirements	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2, 1 NSE 4 	<ul style="list-style-type: none"> 1 NSE 1, 1 NSE 2, 1 NSE 3, 1 NSE 4, 1 NSE 5 (exam) 	<ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training, 1 NSE 4 (recommended), 1 NSE 6 (exam, FortiMail/FortiWeb*), 1 NSE 7 (Cloud)

Fortinet Benefits

Fortinet Requirements

Wavelink Benefits: **ADVANCED**

Account Management	Access to our e-Commerce Platform	Marketing Resource Support	Lead Referral	Staging / Pro Services Access	12 Month Joint Plan	Enablement Programs	Technical Support	Credit Account	Credit Card Surcharge	Freight Charges
Region based Channel Account Manager	Yes	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Yes	Yes	Access to NSE certified resources	Provided to all certified partners at no charge	N60	No	No

Fortinet Benefits

Fortinet Requirements

	Integrator	MSSP <small>all Integrator benefits plus:</small>	Cloud <small>all Integrator benefits plus:</small>
	Plus All SELECT Benefits	Plus All SELECT Benefits	All SELECT Benefits Plus:
ADVANCED	<ul style="list-style-type: none"> Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program¹ 	<ul style="list-style-type: none"> Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit⁴ Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program¹ 	ADVANCED/EXPERT <ul style="list-style-type: none"> Eligible for Vendor Incentive Program¹ Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, OCI, AllCloud) BYOL Discount: Same as Integrator Dedicated Cloud Expert VM Solutions Available Business Requirements <ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> - Microsoft Cloud Service Provider - AWS Select Partner Sales Volume Requirement¹ Training Requirements <ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training, 1 NSE 4 (recommended), 1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS*), 2 NSE 6 (unique exams, FortiMail/FortiWeb*), 2 NSE 7 (Cloud)
ADVANCED	<ul style="list-style-type: none"> Fortinet Integrator Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model Sales Volume Requirement Sales Forecasting Lead Follow Up and Reporting Quarterly Business Plan Review Hold Co-Marketing End-User Events Provide Level 1 Support 	<ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement Minimum 8x5 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ 12 Month Business Plan Review POS Reporting Annual Support Ticket Review 	
	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 2 NSE 4, 1 NSE 5 (exam), 1 NSE 7 	<ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 2 NSE 4, 2 NSE 5 (exams), 1 NSE 6 (exam), 1 NSE 7 	
	<ul style="list-style-type: none"> Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program¹ 	<ul style="list-style-type: none"> Free Fortinet Developer Network (FNDN) Yearly Subscription—FNDN Developer Toolkit and FNDN Deploy Toolkit⁴ Fortinet Channel Account Manager Fortinet Channel Marketing Manager Eligible for Vendor Incentive Program¹ 	

Wavelink Benefits: **EXPERT**

Account Management	Access to our e-Commerce Platform	Marketing Resource Support	Lead Referral	Staging / Pro Services Access	12 Month Joint Plan	Enablement Programs	Technical Support	Credit Account	Credit Card Surcharge
National Account Manager	Yes	Proactive marketing engagement for bespoke activities + access to Wavelink programs	Yes	Yes	Yes	Priority remote or onsite access to NSE certified resources	Provided to all certified partners at no charge	N60	No

Integrator

MSSP all Integrator benefits plus:

Cloud all Integrator benefits plus:

	Integrator	MSSP	Cloud
EXPERT	Sales Support <ul style="list-style-type: none"> Access to Vendor Incentive Program¹ Exclusive Invitations to Fortinet Technical Events¹ 	Sales Support <ul style="list-style-type: none"> Access to Vendor Incentive Program¹ 	ADVANCED/EXPERT <ul style="list-style-type: none"> Eligible for Vendor Incentive Program¹ Access to Pay-as-You-Go Direct Purchase from Cloud Marketplace (AWS, Azure, GCP, OCI, AllCloud) BYOL Discount: Same as Integrator Dedicated Cloud Expert VM Solutions Available Business Requirements <ul style="list-style-type: none"> Fortinet Cloud Questionnaire Valid Partner Agreement Proof of Existing Relationship with: <ul style="list-style-type: none"> Microsoft Cloud Service Provider AWS Select Partner Sales Volume Requirement¹ Training Requirements <ul style="list-style-type: none"> 1 Adaptive Cloud Sales Training, 1 NSE 4 (recommended), 1 NSE 5 exam (FortiSIEM, FortiManager, FortiAnalyzer, FortiEMS*), 2 NSE 6 (unique exams, FortiMail/FortiWeb*), 2 NSE 7 (Cloud)
	Technical Support <ul style="list-style-type: none"> 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 	Technical Support <ul style="list-style-type: none"> 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 	
Business Requirements <ul style="list-style-type: none"> Fortinet Integrator Questionnaire Valid Partner Agreement Primary Business Face-to-Face Selling Model Sales Volume Requirement Sales Forecasting Lead Follow Up and Reporting Quarterly Business Plan Review Hold Co-Marketing End-User Events Provide Level 2 Support 	Business Requirements <ul style="list-style-type: none"> Fortinet MSSP Questionnaire Valid Partner Agreement 24x7 Security Operations Center Test Lab Environment Annual Sell To and Sell Through Revenue¹ Certain Percent of Revenue from Services - determined in region 12 Month Business Plan Review POS Reporting Semi-Annual Support Ticket Review 		
Training Requirements <ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 3 NSE 4, 2 NSE 5 (exams), 2 NSE 6 (unique exams), 1 NSE 7 	Training Requirements <ul style="list-style-type: none"> 2 NSE 1, 2 NSE 2, 1 NSE 3, 4 NSE 4, 3 NSE 5 (exams), 2 NSE 6 (unique exams), 2 NSE 7 		

Fortinet Benefits

Fortinet Requirements

Questions?

- [Wavelink Fortinet Overlay Partner Program FAQ](#)

Or chat with your local Wavelink representative today!