

# FortiEDR Program

Enjoy Up of 28%<sup>1</sup> Savings Plus Earn Up to US\$2,500 with FortiRewards for Selling FortiEDR

Terms and Conditions apply.

<sup>1</sup> Based on Recommended Reseller Discount.



Advanced attacks can take just minutes, sometimes even seconds, to compromise endpoints. The first-generation endpoint detection and response (EDR) tools require manual triage, resulting in slow responses and generating many alerts. Due to the limitations of older products, more than 50% of enterprises will switch to a combination of EPP and EDR solutions by 2023.

FortiEDR is a best-of-breed solution built from the ground up with EPP and EDR functionalities in one lightweight agent that hardens the endpoints and prevents malware. FortiEDR post-execution protection automatically detects suspicious processes and defuses threats in real-time by blocking malicious actions to protect organizations from attacks.

To help you get ahead of the growing opportunities, we are delighted to announce the FortiEDR (Endpoint Detection Response) special promotion of **up to 28%\* savings** for 100-seat and 500-seat or more subscriptions:

- 100-seat FortiEDR Discover, Protect & Respond and MDR Subscription, 24×7 FortiCare plus Best Practice Service
- 500-seat FortiEDR Discover, Protect & Response and 24×7 FortiCare plus Best Practice Service
- 500-seat FortiEDR Discover, Protect & Respond and MDR Subscription, 24×7 FortiCare plus Best Practice Service
- 500-seat FortiEDR Discover, Protect & Respond and XDR Subscription, 24×7 FortiCare plus Best Practice Services
- 500-seat FortiEDR Discover, Protect & Respond and Managed XDR Subscription, 24×7 FortiCare plus Best Practice Service

Likewise, the add-on of Year 2 to 5 renewal SKUs to the FortiEDR subscriptions are entitled to the savings.

\* Please note that this savings is recommended and for purely informative, indicative, and non-binding purpose only. For clarity, Fortinet does not sell to its resellers directly pursuant to its two tiers channel model; therefore, it cannot determine the selling price of the authorized distributor, and cannot agree discounts on behalf of the authorized distributor from which the reseller is purchasing Fortinet's Products. In consideration of the above, it is the reseller own responsibility to negotiate such discounts/prices with its respective local chosen authorized distributor.

Also, Partner is eligible to earn an incentive based on the total FortiEDR purchase amount in List Price after achieving the FortiEDR NSE 3 and FortiEDR NSE 5 certifications. Refer to Table 1 for the incentive payout:

Table 1

Total Purchase of FortiEDR during the validity Period	Incentive Payout
> US\$39,000 (List Price)	US\$400 (4,000 points)
> US\$100,000 (List Price)	US\$1,200 (12,000 points)
> US\$200,000 (List Price)	US\$2,500 (25,000 points)

## GETTING STARTED

1. Visit the [NSE Institute](#) on the Partner Portal. From here, you can access and enroll in any technical training course. Once you have completed and passed all exams required for the NSE certification during the validity period (May 1st to December 31st 2021) of the program, you are eligible to submit a claim if you qualify in meeting and/or exceeding the total purchase amount (List Price) of FortiEDR products stipulated in Table 1 .
2. Claims can be submitted on the [Promotions Page](#). Please note, your company must first agree to participate in FortiRewards, then you must opt-in to be able to submit claims.

## FORTIEDR INCENTIVE PROGRAM DETAILS

### SUBMITTING A CLAIM

1. Submit an online NSE claim form on the Fortinet Partner Portal [Promotions Page](#). Claims must include the NSE level name and completed date.
2. FortiEDR NSE 3 and FortiEDR NSE 5 must have been completed between May 1st and December 31st, 2021.
3. Partner can only submit one single claim for the reward incentive listed in Table 1.
4. Partner last date for claim submission should not be later than January 15th, 2022.
5. Points are converted into cash during the Quarterly Redemption Cycle as per FortiRewards Terms and Conditions. (see [FAQ](#) for details)
6. Funds will be available 4-6 weeks after the Quarterly Redemption Cycle, via XTRM, our Third Party Settlement Organizations payment processor.



## TERMS AND CONDITIONS

### DEFINITIONS

- **List Price:** means Fortinet's then-current USD APAC Distributor Price List.
- **Rewards:** means the 4,000 to 25,000 FortiRewards points gained for total amount of FortiEDR purchased from Fortinet authorized distributor with List Price worth more than US\$39,000 to US\$200,000 or more during the Validity Period and which are converted into US\$400 to US\$2,500 through the FortiRewards Payment Process pursuant to the program.
- **Validity Period:** means the period from May 1st 2021 to December 31st 2021.

### PROGRAM REQUIREMENTS

1. Claim must be submitted online via the Fortinet Partner Portal **FortiRewards Incentive Page**. Claims must include a valid Deal Registration ID, End-User Company name and invoice.
2. Approved Deal Registration and invoice date must be between May 1st and December 31st, 2021.
3. FortiEDR reseller incentive program is open to all partner level who are keen and competent to sell EDR solution.
4. FortiPartner is only eligible to submit a FortiRewards claim on the FortiEDR Incentive Program once the FortiPartner i) passed FortiEDR NSE3 and NSE 5 certification during the Validity Period and ii) accumulates sales of FortiEDR worth List Price US\$39,000 or more during May 1st – December 31st, 2021.
5. Partner must be a fully registered FortiPartner to participate to this Program.
6. This program is non stackable and cannot be combined to claim with other FortiRewards incentive programs. Partner is not allowed to submit claim based on multiple FortiRewards incentive programs.
7. Only FortiPartners with completed or valid FortiEDR NSE 3 and NSE 5 within the program period is eligible for the incentive reward. NSE 5 re-certifications achieved by completing NSE 7, 6 and/or 5 are expressly excluded from this program and thus not eligible under the program
8. FortiPartner legal entity must enroll, and the individual must opt-in to participate in the FortiRewards Program by accepting Fortinet Incentive Program Terms and Conditions on the Fortinet FortiPartner Portal at **Promotion Page under Sales/Marketing**.
9. Rewards are payable only to FortiPartners legal entity.
10. Fortinet reserves the right to reject any claim, at its sole discretion.
11. By participating in this incentive, Partner agrees that they have: (a) Read, understand and approve Partner's participation in the program and agree that such participation will not violate Partner's policies and (b) certifies that Partner is in no way affiliated with the government or with any government entity or affiliate.
12. Program is void where prohibited by law.
13. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel. Fortinet disclaims in full any guarantees.
14. Notwithstanding anything to the contrary, by participating in this program, partners understand and acknowledge that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between partner and the distributors.
15. FortiPartners further understand and acknowledge that Fortinet in no way controls or influences the pricing set between a distributor and reseller, which is set between those parties independently and in their sole and absolute discretion.
16. Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower amount of points awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.
17. Fortinet's calculations of any payments due under this program shall be final, and Fortinet shall have the right to modify the reporting and billing systems at its discretion without prior notice to the FortiPartner.

If you have any questions regarding the FortiRewards Program, please contact us at [apac\\_fortirewards@fortinet.com](mailto:apac_fortirewards@fortinet.com).



[www.fortinet.com](http://www.fortinet.com)