

Be Rewarded with TradeUp Program

Terms and Conditions apply.



Fortinet is offering exciting incentives for our FortiPartners when your End-User is ready for renewal or end-of-life (support). Refresh your customers’ equipment to the latest technology to help them meet the growing demands of their infrastructure.

From July 1, 2021, till December 31, 2021, you are eligible to earn FortiRewards points for your up-selling efforts when you participate in the FortiRewards TradeUp program. Don’t miss this incredible opportunity to help your customers access the latest Fortinet solutions, bringing improved performance, updated security, and an advanced feature set whilst benefiting from real cost savings.

Visit [Fortinet Partner Portal](#) for the products eligible for TradeUp and Transfer of Support Subscriptions in the Program. Fortinet TradeUp Program shall adhere to standard TradeUp promotion as per country-based advertised and updated from time to time by Fortinet, at its discretion.

TradeUp Billing from now till December 31, 2021 (TradeUp ID accumulated within the Program Term)		FortiRewards Points
Greater than >	\$5,000-\$19,999	5,00-2,000
Greater than >	\$20,000-\$49,999	4,000-10,000
Greater than >	\$50,000-\$99,999	12,000-24,000
Greater than >	\$100,000 & onwards	30,000 and above

*1000 FortiRewards points = US\$100

**No CAP: FortiRewards points earned under this program are not capped to a certain amount.

*** TradeUp billings are calculated as hardware, hardware with bundle or FortiCare™ support & bundle subscriptions.

HOW FORTIREWARDS WITH TRADE-UP PROGRAM WORKS:

PART A: UPSELL using Trade-Up Program

1. FortiPartners have access to and can further check their End-Users respective installed base serial numbers that are up for renewal in Renewal Assets (Up-sell Opportunities) via Fortinet Partner Portal. Find out Fortinet products eligible for TradeUp and Transfer of Support Subscriptions.
2. FortiPartner shall, once a TradeUp claim approved internally by Fortinet pursuant to Fortinet’s then-current TradeUp program, approach a local distributor of its choice to create a Trade-Up ID in Fortinet Renewal Tracking area (Trade Up) via the Partner Portal.
3. In order to create a TradeUp ID, Distributor shall enter all the requested information regarding End-User, FortiPartner and the serial number(s) which will be replaced. For clarity, once a unit is traded up it shall no longer qualify further TradeUp or renewal.
4. Please note that any TradeUp ID which involve more than 10 units needs approval from apac_fortirewards@fortinet.com before the TradeUp transaction raised and further approved.

PART B: Submit FortiRewards Claim

1. To participate in the FortiRewards for the TradeUp program, you (a Fortinet current authorized Reseller “FortiPartner”) must opt-in to the **FortiRewards Program** under Sales/Marketing tab by accepting Fortinet Incentive Program Terms and Conditions.
2. The FortiRewards for TradeUp program is only available to selected FortiPartners in pre-approved APAC and Japan countries where FortiRewards program is available at Fortinet’s sole discretion.
3. Claims under the TradeUp program shall be submitted on the Promotions Page. Trade UP ID and End-User in-voice is required as part of submission claim.
4. FortiRewards points are converted into cash during the Quarterly Redemption Cycle. (see FAQ for more details).
5. Funds will be available 4-6 weeks after the Quarterly Redemption Cycle, via XTRM, our Third Party Settlement Organizations payment processor.



TERMS AND CONDITIONS

1. FortiRewards for TradeUp program begins on July 1, 2021 and ends on December 31, 2021 “Program Term”.
2. FortiPartner Company shall use Fortinet TradeUp program available in Fortinet Partner Portal and thus agrees to be bound by Fortinet then-current TradeUp Terms and Conditions to qualify for this program.
3. A TradeUp ID must be provided in the claim submission form.
4. All claims should be submitted on a timely manner, and shall, to be eligible to this Program during the Validity Period, be submitted by December 31, 2021.
5. Payment through our FortiRewards payment processor will be made after the end of the Program Term subject to Fortinet’s internal validation of the claim, at Fortinet’s sole discretion.
6. FortiPartners will receive equivalent of FortiRewards points as set out in the table in preamble, when sell through via Fortinet TradeUp program and provided all the requirements of Fortinet TradeUp program under FortiRewards met.
7. FortiPartner Company must enroll and opt-in to participate in the FortiRewards Program.
8. Fortinet reserves the right to reject any claim for completed assessments related to lab tests, improper deploy-ment/setup, and multiple assessments related to the same opportunity, etc.
9. Rewards are payable only to FortiPartner company.
10. By participating in this incentive, FortiPartner agrees and undertakes that (a) they have read, understand and approve FortiPartner’s participation in the program and (b) such participation does not violate FortiPartner’s policies.
11. Program is void where prohibited by law.
12. Government/Public sector and/or Government related end-customer accounts are not eligible for this TradeUp program.
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, FortiPartners understand and acknowledge that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between reseller and distributor.
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.

If you have any questions regarding the FortiRewards Program, email us at apac_fortirewards@fortinet.com.



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