

# FORTINET

# BOOST 2021

## Incentive Program



Boost is available to all our Channel Partners in Australia. Earn a rebate on New Business and SD-WAN opportunities through Fortinet's Distribution Partners.

### How does it work?

Complete a Fortinet new business deal \$25,000 (net) or over and earn\* up to 3% in rebate.

Incentive is available from 1 January to 31 December 2021

2%

Earn 2% for a qualifying new business deal

1%

Earn an **additional 1%** if the deal includes Secure SD-WAN (min of 5 FortiGate devices in the same transaction)

### Getting started is easy



Register your deal through the Fortinet Partner Portal  
<https://partnerportal.fortinet.com/>



Fortinet qualifies, approves and tracks the opportunity throughout the incentive



Get paid quarterly on all closed deals through your distributor

### \*Things you should know:

- Fortinet Channel Partners can earn a total of 3% in rebates on every qualifying new business deal \$25,000 (net) AUD or over. 2% of the reseller purchase price on all qualifying new business and an additional 1% if the deal include Secure SD-WAN with 5 or more FortiGate devices in the same transaction ("Incentive").
- This Incentive is valid from 1 Jan to 31 Dec 2021 ("Incentive Dates").
- For a deal to be qualified, it must be a net new customer or net new business within a current customer account, that is registered on the [Fortinet Partner Portal](#) and accepted by Fortinet as a valid deal.
- The rebate will be calculated on reseller purchase price and will be paid out at the end of each quarter via the Distribution Partner.
- Rebate minimum billings (purchase order value) to distributor is \$25,000 (net) AUD ("Minimum Deal Value") per end user transaction and applies to Fortinet products only. Multiple deals adding up to the Minimum Deal Value will not apply.
- If the opportunity is an existing customer, Country Manager approval is required for 'net new business within a current customer account'.
- Fortinet reserves the right to review opportunities in competitive situations.
- Fortinet reserves the right to amend, suspend or terminate the promotion and these terms and conditions at any time without notice.

### What is the Deal Registration Program?

Deal registration is an opportunity-based program where Fortinet rewards Partners who find opportunities in new customer accounts.

Fortinet will award a deal registration authorisation number for the named opportunity based on a deal evaluation with our ISR and Management teams. This will be value and effort based, and not necessarily first in. Deal registration authorisation numbers are valid for 90 days from the date that Fortinet notifies the Partner ("Award Date"). Deal registration authorisation numbers can be extended through the same process by request and as long as the deal registration program parameters continue to be met.

Deal registration may not be available for public tenders, RFPs, RFQs, or other "auction-like" purchase unless the opportunity has been created by the Partner. Deal registration from a partner implies a Fortinet only response (no registration on dual bids).

The deal registration system is accessed via the Fortinet Partner Portal. Once logged on to the system, click on the '[Deal Registration](#)'

For more information Contact your distribution partner or [anz\\_partners@fortinet.com](mailto:anz_partners@fortinet.com)