



## H2 2023 Reseller Partner Rewards

1st July, 2023 - 31st December, 2023



### FORTIPARTNER SPECIALIZATION INVESTMENT

The program has been extended. FortiPartner currently with no specialization could be rewarded up to USD 5,500 for achieving Fortinet FortiPartner Specialization as per detailed in the below table.

Achieved Specialization during Validity Period	Incentive Payout (USD)
SD-WAN	\$500 (5,000 points)
Data Center	\$500 (5,000 points)
Operational Technology	\$500 (5,000 points)
LAN Edge and SD-Branch	\$1,000 (10,000 points)
Zero Trust Access	\$1,000 (10,000 points)
Security Operations	\$1,000 (10,000 points)
Adaptive Cloud Security	\$1,000 (10,000 points)

#### Proof of Performance Required:

FortiPartner will be notified by Fortinet to submit reward claim when FortiPartner achieved specialization within program period. (i.e., between 1st July 2023 to 31st Dec 2023)

#### Eligibility:

- Select, Advanced, Expert and Global FortiPartner only.
- FortiPartner earn up to US\$1,000 for each specialization listed in payout table shown above.
- FortiPartner earn up to US\$5,500 once achieved all 7 specializations within program period.
- Limited to first 65 approved claims.
- Limited to 1 claim for each specialization per FortiPartner within program period.



### NETWORK SECURITY EXPANSION CHALLENGE

The Fortinet NSE program is designed to tackle the ever-changing threat landscape, enabling partners to build trust and lasting connections with prospects and clients.

With the Fortinet Network Security Expert (NSE) program set to undergo significant enhancements on 1st Oct 2023. Our primary objective with these updates is to satisfy both current and future requirements, ensuring that the NSE Certification program remains at the forefront of network security expertise.

Partner engineers can earn FortiRewards Dollars when they achieve the Fortinet Certified Professional, Fortinet Certified Engineer and Fortinet Certified Expert certification.

Proficiency Level	Certification Level	Payout (USD)
Fortinet Certified Professional (FCP)	All FCP Certifications	\$500 (5,000 points)
Fortinet Certified Engineer (FCE)	All FCE except FCE Network Security	\$600 (6,000 points)
Fortinet Certified Engineer (FCE)	FCE Network Security	\$800 (8,000 points)
Fortinet Certified Expert (FCX)	FCX Cyber Security	\$2000 (20,000 points)



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### Proof of Performance Required:

Copy of the NSE exam certification achieved between 1st July 2023 to 31st Dec 2023.

### Eligibility:

- Each FortiPartner company is only eligible to submit 3 claims within the program period.
- Program is open to Select, Advanced and Expert Partners
- Partner engineers can claim a higher proficiency level. For example, a partner who has a valid FCP in Network Security and achieved an FCE in Network Security on 1st July will be eligible for the FCE Network Security Claim of \$600.
- The last exam pass date for the new NSE certification must be on or after 1st July 2023 to be eligible. For example, you've a valid NSE 4 and you must pass the second elective exam on or after July 2023 to be eligible for the claim.
- The program will cease once the maximum 50 partner claims are successfully submitted and approved.



## SELECT UPSELL WITH DEAL REGISTRATION

**SELECT FortiPartners earn up to 10,000 points when upsell with Security Fabric Solution. Leverage on Deal Registration and earn more!**

Customers trust our FortiPartners to provide the optimal solutions and services to protect their business. Become a true customer advocate by choosing the tools that will power your customer's digital transformation and technology consolidation initiatives and help them stay ahead of today's evolving threat landscape.

H2 2023	Payout (USD)	Additional Payout (USD)
List Price (USD)	FG with Security Fabric products Payout	FG with Security Fabric products and approved Deal Reg Payout
\$20K - \$49,999	\$200 (2,000 points)	\$300 (3,000 points)
\$50K - \$99,999	\$300 (3,000 points)	\$400 (4,000 points)
\$100K - \$299,000	\$500 (5,000 points)	\$700 (7,000 points)
\$300K and above	\$800 (8,000 points)	\$1,000 (10,000 points)

### Proof of Performance Required:

FortiPartner will be notified to submit reward claim when target and requirement is met and eligible for payout within the program period (i.e., between 1st July 2023 to 31st December 2023)

### Eligibility:

- For Select FortiPartners only.
- Each SELECT FortiPartner can only submit up to 3 claims during the stated program period.
- All Deal Registration claims must include a valid Deal Registration ID with Closed/Won screenshot.
- Excludes renewals, co-terms, training, professional services, and RFPs. Excludes high discount deals.
- Deal Registrations cannot be split & is only valid for deals registered in APAC countries.
- Program will cease once all claims' limits are successfully submitted and approved.



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### BE REWARDED WITH OT SPECIALIZATION

OT specialization FortiPartner is rewarded with up to USD 5,000 incentive in selling Fortinet product in OT use cases.

Customers trust our FortiPartners to provide the optimal solutions and services to protect their business. Become a true customer advocate by choosing the tools that will power your customer's digital transformation and technology consolidation initiatives and help them stay ahead of today's evolving threat landscape.

Total Purchase in OT during Validity Period	Incentive Payout (USD)
>= US\$100,000 (List Price)	\$1,000 (10,000 points)
>= US\$200,000 (List Price)	\$2,000 (20,000 points)
>= US\$500,000 (List Price)	\$5,000 (50,000 points)

#### Eligibility:

- FortiPartner who has achieved OT specialization
- Excludes high discount deals
- Limited to first 30 approved claims
- Limited to 1 claim per FortiPartner within program period



### EARN MORE CASH SELLING SECURITY OPERATIONS

Fortinet Security Operations solutions deliver consistently top-rated protection, detection and response integrated across the expanding digital attack surface to keep pace. Organizations are able to deploy solutions for automation in the SOC, including brand new network detection and response.

FortiPartner is rewarded with up to USD 2,000 incentive in selling Fortinet Security Operation product listed in below table:

Total Purchase during Validity Period	Eligible Product List	Incentive Payout (USD)
>= US\$200,000 (List Price)	FortiAnalyzer	\$2,000 (20,000 points)
	FNDN	
	FortiDeceptor	
	FortiEDR	
	FortiSIEM	
	FortiSOAR	
	FortiRecon	
FortiSandbox		



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### Eligibility:

- This program is eligible for all partners.
- FortiPartner could earn up to US\$2,000 for > \$200K List price of product sold as per above table.
- FortiPartner who only sold FortiAnalyzer and/or FortiSandbox without other Security Ops product during program period will not be eligible.
- Limited to first 20 approved claims.
- Limited to 1 claim per FortiPartner within program period.



## EARN UP TO \$5,000 SELLING FORTISASE!

Scalable Cloud-Delivered Security and Networking for Hybrid Workforce.

A Secure Access Services Edge (SASE) architecture converges networking and security, enabling secure access and high-performance connectivity to users anywhere. Fortinet's Single-Vendor SASE approach empowers organizations to consistently apply enterprise grade security and superior user experience across all edges converging networking and security across a unified operating system and agent. FortiSASE extends FortiGuard security services across Thin Edge, Secure Edge, and remote users enabling secure access to users both on and off the network.

Fortinet is rewarding partners for their efforts who have sold FortiSASE to their customers.

Total FortiSASE products purchase during Validity Period	Incentive Payout (USD)
>=\$10,000 (List Price)	\$250 (2,500 points)
>=\$20,000 (List Price)	\$500 (5,000 points)
>=\$40,000 (List Price)	\$1,000 (10,000 points)
>=\$60,000 (List Price)	\$1,500 (15,000 points)
>=\$100,000 (List Price)	\$2,500 (25,000 points)
>=\$200,000 (List Price)	\$5,000 (50,000 points)

### Eligibility:

- Program is open to all FortiPartners.
- FortiPartner can submit multiple end user claims but only one claim per end user during promotion period.
- Program will cease once the maximum of 30 FortiPartner claims are successfully submitted and approved.



## TRADEUP PROGRAM - FORTIPARTNER INCENTIVE

Be Rewarded with TradeUp Program – The Program has been extended!!

From 1st July till 31st December 2023, FortiPartners are eligible to earn FortiRewards points for your upselling efforts when you participate in the FortiRewards TradeUp program.

Visit Fortinet FortiPartner Portal for the Products Eligibility and Transfer of Support/Subscriptions in the Program.



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	TradeUp Billing Brackets	Incentive Payout (USD)	FortiRewards Points
Greater than >	\$5,000-\$19,999	\$100	1,000
Greater than >	\$20,000-\$49,999	\$400	4,000
Greater than >	\$50,000-\$99,999	\$700	7,000
Greater than >	\$100,000 & onwards	\$1,000	10,000

### Proof of Performance Required:

- A TradeUp ID must be provided in the claim submission form.

### Eligibility:

- Program is open to all FortiPartners.
- FortiPartners will receive FortiRewards points where sell thru via TradeUp program (mandatory). Payout is calculated based on the total TradeUp Billing Bracket.
- Incentive is paid per FortiPartner. FortiPartner can submit 1 claim during program period & can accumulate their TradeUp Billing for higher incentive \$ payout.
- Program will cease once the **maximum of 80 claims** are successfully submitted and approved.



## ADVOCATE STEP UP

Advocate FortiPartners earn up to 20,000 points when selling Fortinet Solution.

When armed with a broad portfolio of integrated solutions, tools, and platforms available in any form factor, and solutions designed to operate natively in and between any networked environments, partner have the opportunity to change the nature of their relationship with customer radically. This significantly expand business and revenue opportunities. We are encouraging all Advocates to Step Up and earn more incentives!

Program Criteria	Payout (USD)
Advocate partner to sell US\$100K List Price in H2 2023	\$1,000 (10,000 points)
Advocate partner to sell US\$200K List Price in H2 2023	\$2,000 (20,000 points)

### Proof of Performance Required:

FortiPartner will be notified to submit reward claim when target and requirement is met and eligible for payout within the program period (i.e., between 1st July 2023 to 31st December 2023)

### Eligibility:

- Program period: H2 2023 (1st July 2023 to 31st December 2023)
- For Advocate partners only
- Existing Advocates need to have minimum US\$200K list price with Fortinet in order to be eligible for this incentive
- Need to attain FCP status by end of 31st December 2023
- Each Advocate partner can only submit max 1 claim during the stated program period.





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### FortiRewards Claiming Details

- All claims should be submitted in a timely manner, and shall, to be eligible to this Program during the Validity period. Payment through our FortiRewards third-party payment processor will be made after the end of the quarter in which the claim was made subject to Fortinet's internal validation of the claim and at Fortinet's sole discretion.
- FortiPartner last date for claim submission should not be later than January 15, 2024.
- Incentive is paid to the Fortinet's Partner company for the incentive claim submitted by Fortinet's Partner under Fortinet Partner Incentive Programs and approved by Fortinet.
- FortiRewards Points are converted to cash and paid out at the end of each Quarter. Funds will be available 4-6 weeks after quarter end and are paid via XTRM, our third-party payment processor.
- Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle.
- For more information, please refer to 2H FY2023 FortiRewards program flyer in the [Fortinet Partner Portal](#).

### Terms and Conditions

- This program is non stackable and cannot combine claim with other FortiRewards incentive programs.
- Rewards are payable to FortiPartner company after FortiPartner opted into the Fortinet FortiRewards - Terms and Conditions. Fortinet's calculations of any payments due 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.
- Fortinet reserves the right to reject any claim, at its sole discretion.
- By participating in this incentive, FortiPartner agrees that they have: (a) Read, understood and approved FortiPartner's participation in the Program and agree that such participation will not violate FortiPartner's policies and (b) certified that FortiPartner is not a government entity and is, in no way, affiliated with the government or with any government entity or affiliate.
- Program is void where prohibited by law.
- 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.
- Notwithstanding anything to the contrary, by participating in this Program, FortiPartners understands and acknowledges that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between partner and the distributors.
- FortiPartners further understands and acknowledges 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.
- 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.
- 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.

### Not Yet Registered for Rewards?

It's easy. Register at: <https://Partnerportal.fortinet.com> For more details, contact your Fortinet Sales Team or email to [apac\\_fortirewards@fortinet.com](mailto:apac_fortirewards@fortinet.com).