



Federal Partner Program
NORTH AMERICA

Federal Program Pillars

The goal of the Fortinet Federal Partner Program is to power your business and enable unprecedented growth and profit by exclusively focusing on delivering *security without compromise*. Security that gives customers seamless protection across the expanding attack surface and the power to take on the ever-increasing performance requirements of a borderless network – today and into the future.

Fortinet's partner program delivers results, from the start:

Empowering Your Business

Make more money while selling innovative, comprehensive security solutions. Our partner program is designed to help your business provide unmatched multi-threat security solutions, while assuring a profitable contribution to your business. Our focus is on long-term growth and success for our partners, helping you leverage programs like incentives, promotions, and deal registrations – all with the aim of driving your profits.

Enabling Your Growth

A 100% channel model means that our partners are an extension of the company, so we're constantly creating marketing and enablement programs specifically designed to drive demand. You can easily use these programs to leverage Fortinet's strong industry reputation, driving pipeline and landing more prospects who are looking for the kind of seamless, intelligent, and powerful security solutions Fortinet offers.

Leading the Industry

In today's world, organizations are reevaluating their existing security strategies to deliver a consistent, seamless, edge-to-endpoint threat posture. With Fortinet, customers get industry-leading threat intelligence and advanced threat protection from the inside out, for full visibility and control.

Fortinet's training and enablement programs help you capture customer mindshare by providing you with the sophisticated knowledge you need to win in today's marketplace. As a Fortinet partner, you'll benefit from a comprehensive suite of educational and training programs – including our Network Security Expert (NSE) Learning Center, along with instructive webinars geared towards the issues that matter most.

Partner Resources

Website

www.fortinet.com

Partner Portal

Log in via: <http://partnerportal.fortinet.com/>

NSE Learning Center

<https://gm1.geolearning.com/geonext/fortinet/myhome.geo?nav=OrganizerHome>

Training Information

<http://www.fortinet.com/training/certifications/index.html>

Product Information

<http://www.fortinet.com/products/index.html>

Marketing and Programs Information

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The Fortinet Federal Partner Program

Federal agencies face an ever-expanding threat landscape, and need high-performing cyber security solutions to combat these threats. Fortinet's Federal Partner Program aims to provide the Federal government the ability to evaluate and purchase industry-leading, edge-to-endpoint security solutions from a channel who is focused on their unique requirements.



Because of these unique requirements, we encourage our Federal partners to maintain customer relationships that have been established through knowledgeable account managers, well-trained security solution specialists, and dedicated pre- and post-sales support. And as a partner, we'll provide you with the marketing tools, technical training, and sales support resources to help you meet your goals and continue to grow your business.

Additionally, you have access to free technical certification training that works to arm you with the knowledge necessary to handle any selling engagement. And, we offer you access to deal registration protection on more complex product solutions and qualified opportunities. We do all of this to reward your investment and commitment, help you leverage your relationship with us, and ultimately, grow your business.

Security Without Compromise

Fortinet believes that security must be comprehensive, intelligent, and still allow the network to support the ever-increasing speed of business. We focus on building security solutions that focus on three key themes:



Seamless

Today's enterprise networks are too complex, and complexity is the enemy of security.

Only Fortinet can deliver a seamless, comprehensive security infrastructure across the entire attack surface. From the edge to the endpoint, Fortinet's industry-leading suite of products and tools address every phase of the attack cycle, including prevention, detection, and remediation.

With a complete solution from Fortinet, customers achieve more control, greater visibility, and less complexity – and ultimately less vulnerability and risk.

Intelligent

Today's threats come from aggressive, well-funded professionals that seek to exploit weaknesses in today's borderless networks.

Fortinet delivers intelligent, adaptive threat protection that allows customers to employ more advanced security strategies within their organization. Access to the largest global threat intelligence network allows customers to go from "alert to containment" in just minutes.

Fortinet allows customers to create smarter networks, and take their security strategy to the next level.

Powerful

Slow is broken. The demand on a network is unprecedented; and the security solution your customers deploy must have the power and performance to meet demands now, and it has to expand as needs expand.

Fortinet's unrivaled performance enables customers to run more transactions across bandwidth-intensive applications and run more security services without compromising their ability to deliver network performance to end users.

Independent Validation of Our Products

Fortinet is committed to voluntarily submitting our broad portfolio of products to the most rigorous third party testing and evaluation in an effort to arm customers with the independent research needed to properly evaluate solutions that can deliver the security performance they need. Fortinet solutions consistently demonstrate superior effectiveness, advanced features, and top performance when put to the test. In fact, Fortinet is currently the only vendor with an ATP solution that is NSS Labs Recommended from the data center to the edge to the endpoint.



Program Overview

BENEFITS	Platinum	Gold
Sales Support		
Deal Registration	✓	✓
Preferred Pricing at Distribution	✓	✓
Renewal Tracking and Alerting	✓	✓
Not for Resale Demo Program*	✓	✓
Promotions and Rewards	✓	✓
Channel Manager	✓	✓
Access to GSA Discounts Through Distribution	✓	✓
Technical Support		
Knowledge Base Access	✓	✓
Beta Program Participation	✓	✓
Marketing Support		
Eligible for MDF Program	✓	✓
Access to Joint Marketing Programs	✓	✓
Provided Qualified Leads	✓	
Access to FortiExpress	✓	✓
Eligible for Partner Advisory Council	✓	✓
Invited to Elite Partner Events	✓	
Channel Marketing Manager	Dedicated	Shared
Communications		
Newsletters	✓	✓
Webinars	✓	✓
Partner Portal	✓	✓
REQUIREMENTS		
Sales, Marketing, and Operations		
Federal Partner Agreement	✓	✓
Sales Volume Requirement**	500K	250K
Sales Forecasting	✓	✓
Lead Follow-up and Reporting	✓	
Quarterly Business Plan	✓	✓
Provide Level 1 Support	✓	
Certifications		
NSE Sales Certification 1&2	3	2
NSE Advanced Technology Sales Certification 3	0	0
NSE Technical Certification 4***	3	2
NSE Technical Certification 5	2	1
NSE Advanced Technology Technical Certification 6	1	0
NSE Technical Certification 7	1	1
NSE Technical Certification 8	1	0
PRODUCT ACCESS		
TAA Compliant Hardware	✓	✓
Certified Product	✓	✓

Benefits

*Not for Resale Demo Program provides partner ability to purchase discounted NFR units and extended evaluation equipment

Requirements

**Sales volume measured annually

Certifications

***Individuals achieving NSE 4 certification are provided technical support
 Certification of NSE 3 requires completion of 4 of the 9 modules
 NSE 1-3 are sales professional requirements
 NSE 4-8 are systems engineering requirements
 Compliance of program requirements reviewed annually
 Additional details on certification program can be found at:
<http://www.fortinet.com/training/certifications/index.html>



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