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# Partner for Success

Grow Your Business with  
Fortinet's Engage Partner Program



## Solutions Built to Secure Customer Networks and Drive Partner Growth

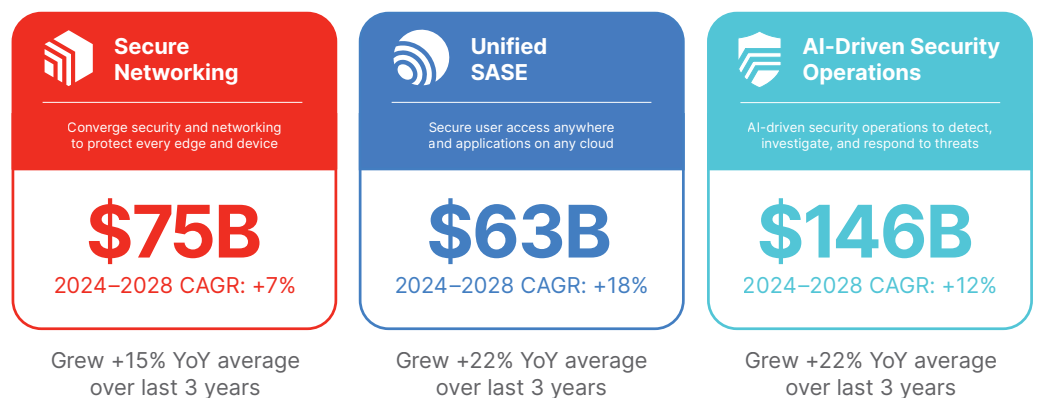
As cyber threats grow more sophisticated, customers increasingly rely on trusted advisors to reduce risk and drive meaningful business outcomes. Fortinet empowers partners to meet this demand through the Fortinet Security Fabric—delivering broad, integrated, and automated protection across the entire network.

### Converged security and networking: broad, integrated, automated protection

The Fortinet Security Fabric seamlessly unifies networking and security, enabling deep automation and real-time protection across devices, data, and applications. This integrated approach strengthens security while streamlining operations. With Secure Networking, Unified SASE, and AI-Driven Security Operations, customers benefit from comprehensive, intelligent protection—essential in today's rapidly evolving threat landscape.

### Partner with the most deployed, most patented, and most trusted cybersecurity vendor

With over 830,000 customers worldwide, 1,378 global patents, and the most firewalls shipped of any security vendor, Fortinet offers Engage partners access to the industry's highest-performing, most comprehensive cybersecurity platform. This positions partners to capitalize on a rapidly growing market projected to reach \$282B by 2028.



### Partners expand our reach—we accelerate your growth

Fortinet is a channel-first company, and our partners are a vital extension of our team. The award-winning **Engage Partner Program** is built to drive your success, offering competitive benefits, robust sales, marketing, and technical enablement, industry-recognized cybersecurity certifications, executive support, and exceptional opportunities for growth.



# Grow and Differentiate Your Business with Fortinet's Engage Partner Program

## Engage and grow

Through our broad portfolio, partners who invest in Fortinet grow their business faster, build better relationships with customers, and have access to more opportunities than any other vendor.

Partners who invest in Fortinet see exponential returns—and as you invest more in us, we invest more in you, with escalating benefits along your journey.

## Expand and specialize

The Engage Program has built-in flexibility to easily expand and specialize your offerings. As you invest with Fortinet, we invest in you with increasing access to program benefits including discounts, rebates, specialization designations, and channel team support to drive our success.

## Trust your vendor: channel-first model

With no direct sales team, Fortinet's business flows through the channel. We offer sales, marketing, and executive support to help you nurture predictable and profitable customer relationships.

## Engage: A Flexible Program that Adapts with our Partners



**Additional program opportunities for partners looking to deepen their investment with Fortinet**

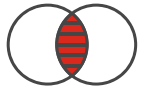
- **Regional and Global Program Engagement:** For partners with extended reach—whether within a region or across the globe—Fortinet offers Regional and Global engagement levels. These designations support flexible business transactions based on customer needs. Upon meeting additional certification and revenue requirements, partners unlock enhanced, tailored benefits.
- **Engage Preferred Services Partner (EPSP) Program:** Designed for partners who achieve elite levels of certification, service delivery, and support, the EPSP program empowers participants to deliver trusted security services, increase visibility, and drive sales. Benefits include exclusive accreditation, advanced training, and close collaboration with Fortinet.
- **Engage Tech Support Partner (ETSP) Program:** Designed for partners with advanced technical expertise and a commitment to exceptional customer support, the ETSP program enhances service capabilities through exclusive training, expedited access to Fortinet support, and deeper technical collaboration.



## Engage Program Requirements and Benefits by Business Model and Level

The Fortinet Engage Partner Program offers flexible business models to match your go-to-market approach—each with increasing benefits as you grow with us.

# Integrator



Business model for partners who primarily resell to customers on-premises; can offer some managed services.

## Benefits

Integrator Benefits by Level of Engagement	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Access to Deal Registration Program and Discounts <sup>1</sup>	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) <sup>1</sup>	✓	✓	✓	✓
Eligible for FortiRewards Program <sup>1</sup>	✓	✓	✓	✓
Competitive Recommended Discounts <sup>2</sup>	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Eligible for Channel Account Manager <sup>1</sup>		✓	–	–
Eligible for Joint Marketing Funds <sup>1</sup>		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds <sup>1</sup>			✓	✓
Fortinet Channel Marketing Manager <sup>1</sup>			✓	✓
Eligible for Vendor Incentive Program <sup>1</sup>			✓	✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP) (additional requirements must be met)				✓
Access to Engage Tech Support Partner (ETSP) (additional requirements must be met)				✓

# Integrator



Business model for partners who primarily resell to customers on-premises; can offer some managed services.

## Requirements

Integrator Business Requirements	Advocate	Select	Advanced	Expert
Fortinet Integrator Questionnaire	✓	✓	✓	✓
Valid Partner Agreement	✓	✓	✓	✓
Primary Business Face-to-Face Selling Model	✓	✓	✓	✓
Sales Volume Requirement		✓	✓	✓
Provide Level 1 Support		✓	✓	✓
Sales Forecasting			✓	✓
Lead Follow Up and Reporting			✓	✓
Quarterly Business Plan Review			✓	✓
Hold Co-Marketing End-User Events			✓	✓
Provide Level 2 Support				✓

Integrator Technical NSE Requirements	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	2	2
Fortinet Certified Associate (FCA)			1	2
Fortinet Certified Professional (FCP) <sup>i</sup>		1	1	1
Fortinet Certified Solution Specialist (FCSS) <sup>ii</sup>			1	2
Fortinet Certified Expert (FCX)				*

\*FCX Recommended for Expert

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement.





# MSSP (Managed Security Service Provider)



Designed for partners who are earning revenue primarily from managed services.

Unlock free licenses, toolkits, and special discounting.

## Benefits

MSSP Benefits by Level of Engagement	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Access to Deal Registration Program and Discounts <sup>1</sup>	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) <sup>1</sup>	✓	✓	✓	✓
Eligible for FortiRewards Program <sup>1</sup>	✓	✓	✓	✓
Competitive Recommended Discounts <sup>2</sup>	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Exclusive Access to Fortinet MSSP Portfolio	✓	✓	✓	✓
On-Premises Hardware ●	✓	✓	✓	✓
Virtual Machines ●	✓	✓	✓	✓
SAAS Solution ●	✓	✓	✓	✓
Eligible for Channel Account Manager <sup>1</sup>		✓	✓	✓
Eligible for Joint Marketing Funds <sup>1</sup>		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
"Sell To" Specific Discounting (for internal needs) <sup>1</sup> ●		✓	✓	✓
Free FortiCloud Premium License ●		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds <sup>1</sup>			✓	✓
Fortinet Channel Marketing Manager <sup>1</sup>			✓	✓
Eligible for Vendor Incentive Program <sup>1</sup>			✓	✓
Free Fortinet Developer Network (FNDN) Yearly Subscription, FNDN Developer Toolkit and FNDN Deploy Toolkit <sup>6</sup>			✓	✓
Eligible for Fast Track Instructor Development Program			✓	✓
FortiClient/ZTNA 25 internal-use license <sup>1</sup> ●			✓	✓
Invite to Fast and Secure community ●			✓	✓
Access to EBC's <sup>1</sup>			✓	✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP)(additional requirements must be met)				✓
Access to Engage Tech Support Partner (ETSP) (additional requirements must be met)				✓
Free Yearly Subscription to FortiConverter License, a multi-vendor configuration migration tool for building FortiOS configurations ●				✓
FortiDeploy License: Enable zero-touch bulk provisioning for your FortiGate, FortiWifi or FortiAP products ●				✓
FortiPortal VM License: Virtual machine8 includes wireless and security features of FortiPortal, and management of 10 FortiGates and 100 FortiAPs ●				✓
Preferred invitation, registration and access to Regional Fast and Secure Event <sup>1</sup> ●				✓
Eligible for an EA/Specialized Managed Services contract ●				✓
Enhanced support for multi-national organizations ●				✓
MSSP Batch RMA Service ●				✓
Channel Systems Engineer <sup>1</sup> ●				✓

● Indicates benefit available only to partners with the MSSP Business Model





# MSSP (Managed Security Service Provider)



Designed for partners who are earning revenue primarily from managed services.  
Unlock free licenses, toolkits, and special discounting.

## Requirements

MSSP Business Requirements	Advocate	Select	Advanced	Expert
Valid Partner Agreement	✓	✓	✓	✓
Fortinet MSSP Eligibility Survey	✓	✓	✓	✓
Certain percent <sup>1</sup> of revenue must come from services	✓	✓	✓	✓
Provide Level 1 Support		✓	✓	✓
Test Lab Environment		✓	✓	✓
Annual Sell To and Sell Through Revenue <sup>1</sup>		✓	✓	✓
12-Month Business Plan Review		✓	✓	✓
POS Reporting		✓	✓	✓
Business Review, 3 Months Prior to Contract Renewal		✓	✓	✓
Annual Support Ticket Review		✓	✓	✓
Minimum 8x5 Security Operations Center			✓	
24x7 Security Operations Center				✓
Provide Level 2 Support				✓
Semi-Annual Support Ticket Review				✓

MSSP Technical NSE Requirements	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	2	2
Fortinet Certified Associate (FCA)			1	2
Fortinet Certified Professional (FCP) <sup>i</sup>		2	1	1
Fortinet Certified Solution Specialist (FCSS) <sup>ii</sup>			2	3
Fortinet Certified Expert (FCX)				*

\*FCX Recommended for Expert

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement.

# Marketplace



Designed for partners focused on delivering through cloud marketplaces.

Eligible for private offers, discounted starter kits, and premium licenses.

## Benefits

Marketplace Benefits by Level of Engagement	Advocate	Select	Advanced	Expert
Authorized to Resell Fortinet Solutions	✓	✓	✓	✓
Access to Partner Portal, Webinars, Newsletter	✓	✓	✓	✓
Access to Deal Registration Program and Discounts <sup>1</sup>	✓	✓	✓	✓
Access to Renewal Assets	✓	✓	✓	✓
Eligible for Not for Resale Demo (NFR) <sup>1</sup>	✓	✓	✓	✓
Eligible for FortiRewards Program <sup>1</sup>	✓	✓	✓	✓
Competitive Recommended Discounts <sup>2</sup>	✓	✓	✓	✓
Fortinet Support Portal Access	✓	✓	✓	✓
Ability to purchase VM Solutions via Distribution which can be installed in a Public Cloud (BYOL) ●	✓	✓	✓	✓
Authorization to resell Fortinet's published solutions via marketplaces Microsoft Azure, AWS, Google Cloud, Oracle Cloud, AliCloud ●	✓	✓	✓	✓
Discounts available: ● <ul style="list-style-type: none"> <li>▪ BYOL—per Fortinet Partner level</li> <li>▪ PAYG/SaaS/Custom Private Offer</li> <li>▪ Via CP Programs (such as AWS CPPO/SPPO)</li> </ul>	✓	✓	✓	✓
Eligible for Channel Account Manager <sup>1</sup>		✓	✓	✓
Eligible for Joint Marketing Funds <sup>1</sup>		✓	✓	✓
Featured on Partner Locator		✓	✓	✓
Eligible for Specialization		✓	✓	✓
Assigned Channel Account Manager			✓	✓
Preferential Access to Joint Marketing Funds <sup>1</sup>			✓	✓
Fortinet Channel Marketing Manager <sup>1</sup>			✓	✓
Eligible for Vendor Incentive Program <sup>1</sup>			✓	✓
Access to our Cloud Starter Kit <sup>1</sup> ●			✓	✓
Free FortiGLB Cloud License <sup>1</sup> ●				✓
Exclusive invitations to Fortinet technical events				✓
Eligible for Fast Track Instructor Development Program				✓
Access to Engage Preferred Services Partner (EPSP) (additional requirements must be met)				✓
Access to Engage Tech Support Partner (ETSP) (additional requirements must be met)				✓
Dedicated Fortinet Cloud Expert ●				✓

● Indicates benefit available only to partners with the Marketplace Business Model

# Marketplace



Designed for partners focused on delivering through cloud marketplaces.

Eligible for private offers, discounted starter kits, and premium licenses.

## Requirements

Marketplace Business Requirements	Advocate	Select	Advanced	Expert
Valid Partner Agreement	✓	✓	✓	✓
Fortinet Cloud Eligibility Survey	✓	✓	✓	✓
Existing relationship with Cloud Service provider (AWS, Microsoft Azure, Google Cloud, Oracle Cloud, AliCloud)	✓	✓	✓	✓
Sales Volume Requirement		✓ <sup>1</sup>	✓	✓
Cloud Business Plan			✓	✓
Established cloud provider at AWS, Microsoft Azure, Google Cloud, Oracle Cloud, and/or AliCloud with either: ▪ Managed Partner Level ▪ Certified Cloud Engineer/Architect			✓	✓

Marketplace Technical NSE Requirements	Advocate	Select	Advanced	Expert
Fortinet Certified Fundamentals (FCF)	1	1	1	2
Fortinet Certified Associate (FCA)			1	1
Fortinet Certified Professional (FCP) <sup>i</sup>		1	1	1
Fortinet Certified Solution Specialist (FCSS) <sup>ii</sup>			1	2
Fortinet Certified Expert (FCX)				*
Public Cloud Security Specialization			1	1








\*FCX Recommended for Expert

PLEASE NOTE: FCX or any additional certification achieved beyond the required number can be used to cover a lower level requirement.

## Differentiate with Engage Partner Specializations

Fortinet Partner Specializations are designed to help your organization gain the knowledge and skills necessary to become a partner of distinction in one of several high-demand use cases. When individuals from your organization complete the requirements, your organization becomes eligible for designation. Once Specialized, you will receive a badge, official recognition on the Partner Locator, as well as access to additional benefits, including rebates (if available in your region).

Specialization Benefits	Select	Advanced	Expert
Specialization Badge	✓	✓	✓
Featured on Partner Locator	✓	✓	✓
Discounted Specialization-Specific Not for Resale (NFR) Kit <sup>1</sup>	✓	✓	✓
Eligible for Joint PR Activity			✓
Eligible for 1 Exclusive Accelerate Pass <sup>3</sup>			✓

Specialization	Description	Requirements
	Showcase your expertise with the Secure Networking Firewall Specialization—deliver centralized security, performance, and resilience across data centers, branches, and campuses to protect customers.	<ul style="list-style-type: none"> <li>Secure Networking Firewall Sales Training</li> <li>FCSS Enterprise Firewall exam:               <ul style="list-style-type: none"> <li>Select (1)</li> <li>Advanced (2)</li> <li>Expert (3) or FCX</li> </ul> </li> </ul>
	The Secure Networking LAN Specialization enables partners to deliver secure, scalable wired and wireless access while ensuring business continuity in IoT-ready environments.	<ul style="list-style-type: none"> <li>Secure Networking Firewall Sales Training</li> <li>FCSS LAN Edge Architect exam</li> </ul>
	The SASE Specialization equips partners to deliver secure, scalable access using Fortinet's SASE and ZTNA, protecting remote users and enhancing visibility, policy management, and operational efficiency across hybrid networks.	<ul style="list-style-type: none"> <li>Unified SASE Sales Training</li> <li>FCSS SASE exam</li> </ul>
	SD-WAN Specialized partners enhance application performance, reduce WAN costs, and secure hybrid networks with centralized management, zero-touch provisioning, and integrated security across distributed environments.	<ul style="list-style-type: none"> <li>SD-WAN Sales Training</li> <li>FCSS SD-WAN exam</li> </ul>
	Cloud Security Specialized partners deploy and manage Fortinet solutions in public clouds, improving security posture, automating deployments, and ensuring compliance across IaaS and CaaS environments.	<ul style="list-style-type: none"> <li>Public Cloud Sales Training</li> <li>FCSS Public Cloud Security Architect exam</li> </ul>
	Security Operations Specialized partners build and manage advanced SOC's with Fortinet's AI-driven portfolio, improving threat detection, incident response, and overall network protection.	<ul style="list-style-type: none"> <li>Security Operations Sales Training</li> <li>FCSS Security Operations Analyst exam or -</li> <li>FCSS Security Operations Architect exam</li> </ul>
	The OT Specialization enables partners to secure industrial systems using Fortinet OT-ready solutions, ensuring availability, integrity, and compliance across critical operational technology environments.	<ul style="list-style-type: none"> <li>Operational Technology Sales Training</li> <li>FCSS Operational Technology exam</li> </ul>

## Resources

### **Partner Portal**

<https://partnerportal.fortinet.com>

### **NSE Learning Center**

<https://partnerportal.fortinet.com/English/?rdir=/training/overview.aspx>

### **Fortinet Support**

<https://support.fortinet.com>

### **APAC Channel Team**

[apac\\_partners@fortinet.com](mailto:apac_partners@fortinet.com)

### **EMEA Channel Team**

[emea\\_partners@fortinet.com](mailto:emea_partners@fortinet.com)

### **LATAM Channel Team**

[latam\\_partners@fortinet.com](mailto:latam_partners@fortinet.com)

### **North America Channel Team**

[partners@fortinet.com](mailto:partners@fortinet.com)

### **Corporate Website**

<https://www.fortinet.com>

### **Product Information**

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

## Footnotes

### Program Benefits Footnotes

<sup>1</sup> Subject to regional variation or availability. Check with your local contact for details.

<sup>2</sup> Discount increases with partner level

<sup>3</sup> If compliant with Expert Level program requirements (NSE and Revenue) during eligibility period

<sup>4</sup> Discount increases with partner level

<sup>5</sup> If compliant with certification requirements

<sup>6</sup> The Fortinet Developer Network (FNDN) is a subscription-based community built to help administrators/developers enhance and increase the effectiveness of Fortinet products. It can help create applications to interact with Fortinet products like custom web portals, automated deployment and provisioning systems, and scripted tasks.

<sup>7</sup> FortiClient/ZTNA 25 internal-use license SKU FC1-10-EMS05-428-01-12

<sup>8</sup> Requires FortiGate as a wireless controller, FortiAnalyzer, and FortiManager

### Program Requirements Footnotes

<sup>i</sup> Requirement can be met with any Engage FCP designation

<sup>ii</sup> Requirement can be met with any Engage FCSS designation



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