

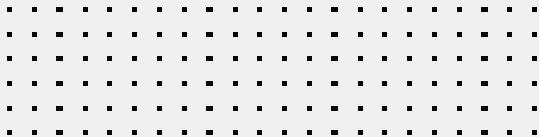


CLOUD PARTNER JOURNEY

Michal Najdecki – Cloud iCAM, CEE & Israel

Audience

Cloud customer landscape



Hybrid & Multi-cloud

Covering all on-premise and cloud security for hybrid deployment needs

Compliance

Industry requirements and GDPR

New Environment

More remote workers & increasing cyber-threats

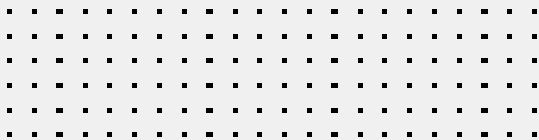
Trusted Relationship

Sharing organization`s data and processes with 3rd parties



Fortinet Value

How can we support you



Native Integration

With AWS, Azure, Google and Oracle

Broad Portfolio

Covering all on-premise and cloud security areas

Same Solution & Same Security

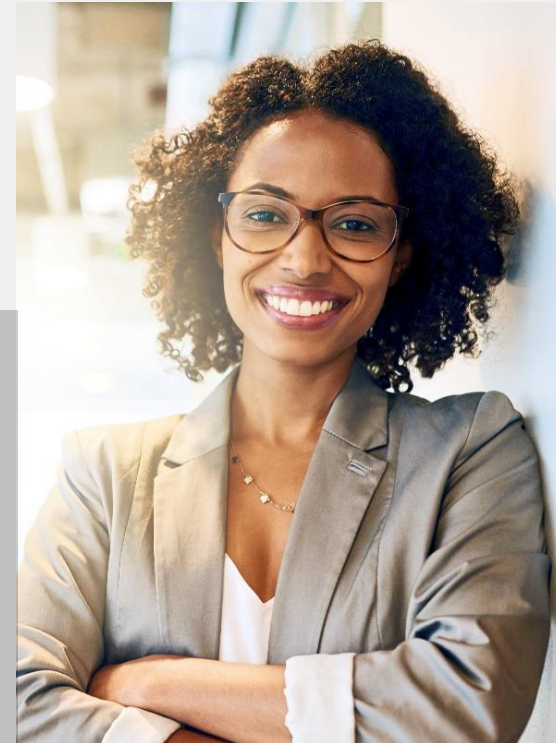
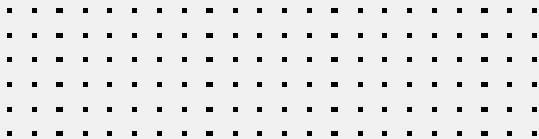
The SW and HW products are identical, One Security Policy

Local Support

In-country support for you and for your customers

ENGAGE

Fortinet's Partner Program for Cloud Resellers





Define your own Partner Journey with Fortinet

Quick Start with Cloud

Advocate	 AD-HOC Engagement Just started the Cloud Journey	Only one compliance requirement: Pass (1) Adaptive Cloud Security sales training (max 3hours to compete) <i>Recommended course (Optional)</i> FortiGate Essentials		
	Recommended Discount HW 25% SW 15%*	Authorized to resell PAYG license	Upgrade to Select	Eligible for COOP

*The recommended SW discount applies only for on-premise and BYOL licenses. The PAYG licenses has a different discount structure.





Define your own Partner Journey with Fortinet

Adaptive Cloud Security Sales Training

To [Adaptive Cloud Security Sales Training](#) course παρέχει τη βάση για την πώληση **Fortinet cloud security** λύσεων.

- Το training παρέχει υψηλού επιπέδου θεματολογία για το cloud computing και την αγορά υπηρεσιών ασφάλειας cloud.
 - Καλύπτει τις προκλήσεις της ασφάλειας στο cloud, το Security portfolio της Fortinet και τους λόγους για τους οποίους οι πελάτες επιλέγουν τις λύσεις της Fortinet.
 - Παρέχει καθοδήγηση στον συνεργάτη σχετικά με την τρόπο ανεύρεσης/ανάδειξης ευκαιριών για την πώληση λύσεων ασφάλειας στο cloud.
-
- Μετά την ολοκλήρωση θα μπορείτε να κατεβάσετε το πιστοποιητικό **(Certificate) - Adaptive Cloud Security Sales Training**.
 - Το Adaptive Cloud Security Sales Training είναι το πρώτο βήμα για την απόκτηση του **Fortinet Cloud Partner** status.





Define your own Partner Journey with Fortinet

Demonstrate your Commitment

Select	 Partner delivering cloud security solution Experienced Cloud resellers	Same as Advocate + One NSE 6 cloud certification: Cloud Security for Azure or Cloud Security for AWS + Cloud Business Plan <i>Recommended certification (Optional)</i> NSE 4 FortiGate		
	Recommended Discount HW 30% SW 20%*	Eligible for Specialization & FTNT CAM	Cloud Deal Registration booster	Eligible for Cloud Starter Kit

*The recommended SW discount applies only for on-premise and BYOL licenses. The PAYG licenses has a different discount structure.





Define your own Partner Journey with Fortinet

NEW Benefit for Cloud Partners

Cloud productivity kits with 80% discount

Cloud Starter Kit

Cloud Enterprise Kit

ELIGIBILITY

| Fully compliant **Select**, (Level of Engagement) **Cloud** (Business Model) partner

| Fully compliant **Advanced & Expert** (Level of Engagement) **Cloud** (Business Model) partner

SOLUTIONS



Pre-selected SKU pack of
FortiGate, FortiManager, FortiAnalyzer,
FortiWeb, FortiMail and FortiCASB



Pre-selected SKU pack of
FortiGate, FortiManager, FortiAnalyzer,
FortiWeb, FortiMail and FortiCASB,
FortiSandbox

RIGHTS

- | Eligible Cloud partners can purchase one Cloud Productivity Kit (renewable).
- | **Access specific products for Internal and Lab equipment.**



All licenses are valid for 12 months.

Engage Partner Program



Define your own Partner Journey with Fortinet

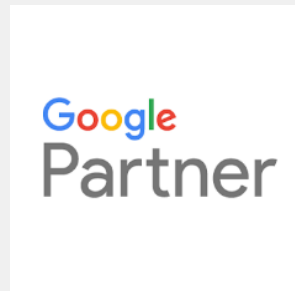
Accelerated Upgrade from Advocate to Select



FROM SELECT
CONSULTING



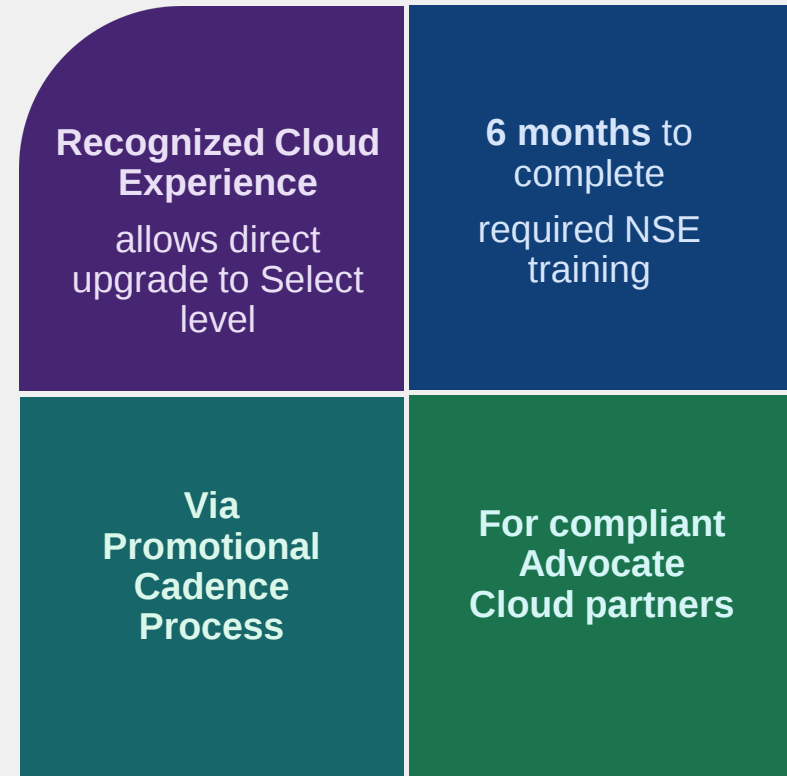
FROM SILVER
COMPETENCY



FROM GOOGLE
PARTNER



FROM CLOUD
SELL TRACK





Define your own Partner Journey with Fortinet

Maximize your Benefits

Advanced	ENGAGE FORTINET ADVANCED PARTNER Partner supporting our Fabric technology vision Value Added cloud resellers Recommended Discount HW 35% SW 25%*	Expert	ENGAGE FORTINET EXPERT PARTNER Partner holding the ultimate level of security and Fortinet expertise Industry specialized Cloud resellers Recommended Discount HW 45% SW 30%*	Same as Select + + One NSE 5 & One NSE 6 certification + Sales Volume Requirement <i>Recommended for Expert partners</i> One Specialization	
				FREE FNDN Subscriptions & FREE FortiCNP Licenses Eligible for VIP program	Eligible for MKTG Manager Eligible for Cloud Enterprise Kit

*The recommended SW discount applies only for on-premise and BYOL licenses. The PAYG licenses has a different discount structure.





Define your own Partner Journey with Fortinet

Detect Cloud Security Opportunity



FORTINET DEVELOPER NETWORK

Subscription based network for IT professionals

For IT Professionals like Admins, DevOps, and Engineers

Access to Fortinet solution APIs so partners can develop their own solutions that works with FTNT products



**Get FREE
subscriptions to
build your pipeline!**

Collaboration, shared best practices & real-life examples of configurations/automation

Exclusive access to community knowledge and "how to" documentations



FortiCNP

Cloud Workload Protection

- Resource Protection
- Workload Protection

- Regulatory Compliance Reporting
- Security Posture Assessment
- Automate Policies



**ONLY Accessible to fully compliant
Advanced/Expert partners**

ENGAGE
FORTINET ADVANCED PARTNER

ENGAGE
FORTINET EXPERT PARTNER

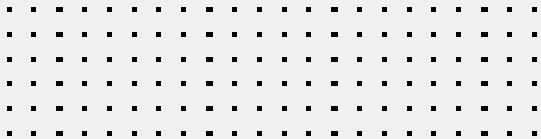


2

Define your own Partner Journey with Fortinet

What specific expertise would you like to be recognised for?

You want to stand out? Differentiate yourself from competition?
The Engage Partner Program Specialisations are tied to growth engines we believe will structure the Cybersecurity Market growth.



2

Define your own Partner Journey with Fortinet

What specific expertise would you like to be recognised for?



Network Security

Deliver Enterprise-grade protection and user experience across all network edges.



Zero-Trust Access

Know and control everybody and everything on and off your network.



AI Driven Security Operations

Accelerate prevention, detection, and response with AI and automation.



Cloud Security

Secure any application on any Cloud.



2

Define your own Partner Journey with Fortinet

Fortinet ENGAGE Specializations

Network Security



 SPECIALIZATION
Data Center

 SPECIALIZATION
SD-WAN

 SPECIALIZATION
**LAN Edge
and SD-Branch**

Zero-Trust Access



 SPECIALIZATION
**Zero Trust
Access**

 SPECIALIZATION
**Operational
Technology**

AI Driven Security Operations



 SPECIALIZATION
**Security
Operations**

Cloud Security



 SPECIALIZATION
Cloud Security



Secure any application on any Cloud

Sales Training

- [Adaptive Cloud Sales Training](#) (1)

Technical Exams

- [NSE 4](#) (1)
- [NSE 7 Public Cloud](#) (1)

For partners are having or building
multi-cloud expertise



2

Define your own Partner Journey with Fortinet

Fortinet ENGAGE Specialization Benefits

[VISIT OUR DEDICATED WEBSITE FOR MORE INFORMATION](#)



Partner of Choice

Our preferred partner to deal with our Direct Touch Team on large and strategic deals



Discount

Receive +3% additional discount on Deal Registration



NFR

Access specific NFR Kits for Internal and Lab equipment



Recognition

Official recognition on Fortinet website partner locator



FORTIREWARDS

FORTINET

FortiRewards - EMEA



Q1 2023 Reseller Partner Rewards

1st January, 2023 - 31st March, 2023

EXTEND YOUR SECURITY FABRIC EXPERTISE

This incentive is for individuals having a valid NSE 4 certification and extending their expertise with NSE 5 and NSE 6 exams

- Earn \$400 when you pass any NSE 5 or NSE 6 Certification Exam

Proof of Performance Requested:

1. Proof of purchase of the NSE 5 or NSE 6 voucher.
2. Copy of exam certification achieved between 1st January, 2023 and 31st March, 2023.

Eligibility:

Up to a maximum of two claims per partner.



**All reward offers are valid from
1st January, 2023 to 31st March, 2023***

Rewards are payable to either the Partner company or individuals, depending on how the Partner opted into the Fortinet Rewards Program. Q1 claims available until 31st March, 2023.

* except the Welcome to Fortinet Family incentive which is valid until 30th June 2023.

Not Yet Registered for Rewards?

It's easy. Register at: <https://partnerportal.fortinet.com>

For more details, contact your Fortinet Sales Team or

Email: EMEA_partners@fortinet.com



FORTINET®