



Secure your customer's Cloud Journey

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Channel Account Manager, Greece

Thursday, 23/ 02/ 2023, 10.00-12.30

It's a Great Time to Be a Fortinet Engage Partner!

FORTINET

Fortinet Reports Fourth Quarter and FY 2022 Financial Results

https://investor.fortinet.com/news-releases/news-release-details/fortinet-reports-fourth-quarter-and-full-year-2022-financial?utm_source=social&utm_medium=linkedin-org&utm_campaign=sprinklr



Full Year 2022 Highlights

- Product revenue of \$1.78 billion, up 42% year over year
- Service revenue of \$2.64 billion, up 26% year over year
- Total revenue of \$4.42 billion, up 32% year over year
- Billings of \$5.59 billion, up 34% year over year¹
- Deferred revenue of \$4.64 billion, up 34% year over year
- GAAP operating income of \$969.6 million, up 49% year over year
- Non-GAAP operating income of \$1.21 billion, up 38% year over year¹
- GAAP operating margin of 21.9%
- Non-GAAP operating margin of 27.3%¹
- GAAP diluted net income per share attributable to Fortinet, Inc. of \$1.06, up 45% year over year²
- Non-GAAP diluted net income per share attributable to Fortinet, Inc. of \$1.19, up 49% year over year^{1 2}
- Cash flow from operations of \$1.73 billion
- Free cash flow of \$1.45 billion¹
- Cash paid for share repurchases of \$1.99 billion

SUNNYVALE, Calif., Feb. 07, 2023 (GLOBE NEWSWIRE) -- Fortinet® (Nasdaq: FTNT), a global leader in broad, integrated and automated cybersecurity solutions, today announced financial results for the fourth quarter and full year ended December 31, 2022.

"Total revenue grew 32% in 2022 and year-over-year to \$4.42 billion, and we generated GAAP net income of \$857.3 million. This marks the 14th consecutive year that we have been GAAP profitable, including every year since our 2009 IPO. Cash flow from operations was \$1.73 billion and free cash flow was a Fortinet record of \$1.45 billion for the year," said Ken Xie, Founder, Chairman and Chief Executive Officer. "Our market share gains are being driven by Fortinet's integrated and single platform approach to cybersecurity combined with FortiASIC technology, which lowers the management costs and the total cost of ownership for organizations. Given our cost-for-performance advantage, the convergence of security and networking, and the consolidation of products and vendors, we expect to continue our solid growth trajectory."

It's a Great Time to Be a Fortinet Engage Partner!

Greece & Cyprus 2022 Highlights

- YtD 46% Growth!
- 26M Revenue!
- 6,9M Q4/22
- 124% Target Overachievement!

Greece & Cyprus 2023 Goals

- Target: 35M!
- Increase Pipeline
- Increase product mix
- Upgrade MSSP partnerships
- Increase Specialized Partners
- Focus on CLOUD/ OT/ SECOPS/ SASE
- New Hires (SE/ BDM/ MAM/ CAM)



One OS for Networking and Security

Only vendor recognized as a leader across both SD-WAN and Network Firewall

Nov. 2021 Magic Quadrant for Network Firewalls

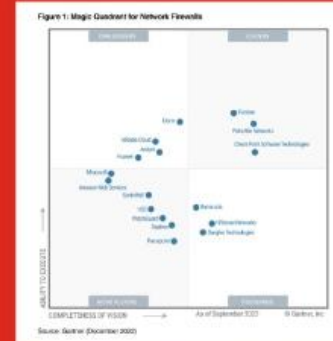
Fortinet Recognized as a Leader



FORTINET

A Leader Positioned Highest in Ability to Execute

Recognized in 2022 Gartner® Magic Quadrant™ for Network Firewalls for the 13th time.



Fortinet Named a Leader in the 2022 Gartner® Magic Quadrant™ for Network Firewalls, Placed Highest in Ability to Execute

Figure 1: Magic Quadrant for Network Firewalls



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One OS for Networking and Security

Only vendor recognized as a leader across both SD-WAN and Network Firewall

2020 Magic Quadrant



2021 Magic Quadrant



2022 Magic Quadrant (Latest)



Source: Gartner (September 2020)

Source: Gartner (September 2021)

Source: Gartner (September 2022)



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Fortinet Security Fabric

The industry's highest-performing integrated cybersecurity mesh platform



Product Matrix

Click on icons in this document for additional information



Fortinet Brochure
Highlighting our broad, integrated, and automated solutions, quarterly



Free Training
Fortinet is committed to training over 1 million people by 2025



FortiOS
The Heart of the Fortinet Security Fabric



Secure Networking



FortiGate
NGFW w/ SOC acceleration and industry-leading secure SD-WAN



FortiGate SD-WAN
Application-centric, scalable, and Secure SD-WAN with NGFW



FortiExtender
Extend scalable and resilient LTE and LAN connectivity



FortiAP
Protected LAN Edge deployments with wireless connectivity



FortiSwitch
Deliver security, performance, and manageable access to data



Linksys HomeWRK
Secure Work-from-Home solution for remote and hybrid workers



FortiNAC
Visibility, access control and automated responses for all networked devices



FortiProxy
Enforce internet, compliance and granular application control



Fortisolator
Maintain an "air-gap" between browser and web content



Cloud Security



FortiGate VM
NGFW w/ SOC acceleration and industry-leading secure SD-WAN



FortiDDoS
Machine-learning quickly inspects traffic at layers 3, 4, and 7



FortiCNP
Manage risk and compliance through multi-cloud infrastructures



FortiDevSec
Continuous application security testing in CI/CD pipelines



FortiWeb
Prevent web application attacks against critical web assets



FortiADC
Application-aware intelligence for distribution of application traffic



FortiGSLB Cloud
Ensure business continuity during Unexpected network downtime



FortiMail
Secure mail gateway to protect against SPAM and virus attacks



FortiCASB
Prevent misconfigurations of SaaS applications and meet compliance



Zero Trust Access



FortiSASE
Enforce dynamic network access control and network segmentation



ZTNA Agent
Remote access, application access, and risk reduction



FortiAuthenticator
Identify users wherever they are and enforce strong authentication



FortiToken
One-time password application with push notification



FortiClient Fabric Agent
IPSec and SSL VPN tunnel, endpoint telemetry and more



FortiConnect
Simplified guest access, BYOD, and policy management



Fabric Management Center: NOC



FortiManager
Centralized management of your Fortinet security infrastructure



FortiGate Cloud
SaaS w/ zero touch deployment, configuration, and management



FortiMonitor
Analysis tool to provide NOC and SOC monitoring capabilities



FortiAIOps
Network inspection to rapidly analyze, enable, and correlate



FortiExtender Cloud
Deploy, manage and customize LTE internet access



FNDN
Exclusive developer community for access to advanced tools & scripts



Fabric Management Center: SOC



FortiDeceptor
Discover active attackers inside with decoy assets



FortiNDR
Accelerate mitigation of evolving threats and threat investigation



FortiEDR
Automated protection and orchestrated incident response



FortiSandbox / FortiAI
Secure virtual runtime environment to expose unknown threats



FortiAnalyzer
Correlation, reporting, and log management in Security Fabric



FortiSIEM
Integrated security, performance, and availability monitoring



FortiSOAR
Automated security operations, analytics, and response



FortiTester
Network performance testing and breach attack simulation (BAS)



SOC-as-a-Service
Continuous awareness and control of events, alerts, and threats



Incident Response Service
Digital forensic analysis, response, containment, and guidance



Support & Mitigation Services



FortiCare Essentials*
15% of hardware, FG-80 & below



FortiCare Premium*
20% of hardware



FortiCare Elite**
25% of hardware



FortiConverter
25% of hardware

* FortiCare Premium is formerly 24x7 Support. Lower support price for Switches and APs

** Response time for High Priority tickets. Available for FortiGate, FortiManager, FortiAnalyzer, FortiSwitch, and FortiAP



FortiGuard Threat Intelligence

Powered by FortiGuard Labs



Open Ecosystem

The industry's most extensive ecosystem of integrated solutions



Fabric Connectors
Fortinet-developed



DevOp Tools & Script
Fortinet & community-driven



Fabric API Integration
Partner-led



Extended Ecosystem
Threat sharing w/ tech vendors

Communication and Surveillance



FortiFone
Application-centric, scalable, and Secure SD-WAN with NGFW



FortiVoice
Extend scalable and resilient LTE and LAN connectivity



FortiCamera
NGFW w/ SOC acceleration and industry-leading secure SD-WAN



FortiRecorder
Protected LAN Edge deployments with wireless connectivity



1

Define your own Partner Journey with Fortinet

What kind of relationship do you want to build with us?

Advocate

ENGAGE FORTINET ADVOCATE PARTNER

AD-HOC
Engagement

FPP Click Through approval
NO minim Revenue
NO Technical Certification

Recommended Discount
HW **25%** SW **15%**

Select

ENGAGE FORTINET SELECT PARTNER

Partner delivering
security solution

Advocate Promotion
Minimum Revenue*
Certification depends on the
Business Model(s)

Recommended Discount
HW **30%** SW **20%**

Advanced

ENGAGE FORTINET ADVANCED PARTNER

Partner supporting
our Fabric
technology vision

Select Promotion
Minimum Revenue*
Certification depends on the
Business Model(s)

Recommended Discount
HW **35%** SW **25%**

Expert

ENGAGE FORTINET EXPERT PARTNER

Partner holding the
ultimate level of security
and Fortinet expertise

Advanced Promotion
Minimum Revenue*
Certification depends on the
Business Model(s)

Recommended Discount
HW **45%** SW **30%**



2

Define your own Partner Journey with Fortinet

What kind of relationship do you want to build with us?

Advocate	ENGAGE FORTINET ADVOCATE PARTNER	Revenue Threshold < \$ 300K	Recommended Discount HW 25% SW 15%
Select	ENGAGE FORTINET SELECT PARTNER	Revenue Threshold \$ 300K+ Pipeline in SFDC (2x coverage) \$ 600K+	Recommended Discount HW 30% SW 20%
Advanced	ENGAGE FORTINET ADVANCED PARTNER	Revenue Threshold \$ 660K+ Pipeline in SFDC (2x coverage) \$ 1.2M+	Recommended Discount HW 35% SW 25%
Expert	ENGAGE FORTINET EXPERT PARTNER	Revenue Threshold \$ 2M+ Pipeline in SFDC (2x coverage) \$ 4M+	Recommended Discount HW 45% SW 30%

Effective from January 2023



3

Define your own Partner Journey with Fortinet

What business model are you using to structure your Growth?

Integrator

INTEGRATOR

You resell solutions & services via Distribution

Advocate: Eligible for COOP

Select: + FTNT CAM & Eligible for Specialization & Direct Access to Support

Advanced: + FTNT MKG Manager

Expert: + VIP Program

MSSP

MSSP

You have a substantial part of your revenue coming from Managed Services

Advocate: Access to MSSP Portfolio

Select: + Sell to specific discounting

Advanced: + Free FortinetFNDN Developer & Deploy Toolkit

Expert: Free Yearly Subscription to: FortiConverter License, Free FortiDeploy License & Free FortiPortal VM License

Cloud

CLOUD

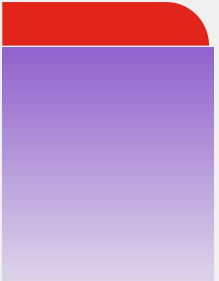
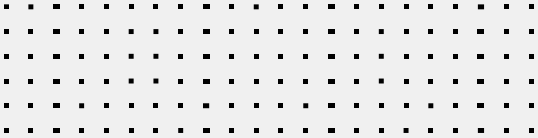
You deliver new consumption models through Cloud

Advocate: Access to Cloud Portfolio

Select: + Adapted training path

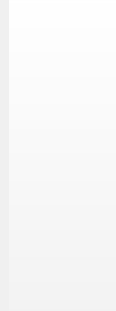
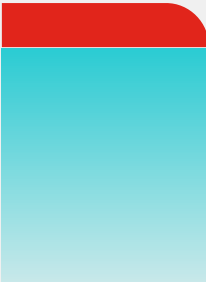
Advanced & Expert: + Free FortinetFNDN Developer & Deploy Toolkit & Free FortiCWP





FORTINET®

FortiREWARDS



Why FortiRewards?

FortiRewards program is designed to increase partner:



PROFITABILITY

- ✓ Closed Deals



EXPERTISE

- ✓ Technical Training



ENGAGEMENT

- ✓ CTAPs





FortiRewards - EMEA



Q1 2023 Reseller Partner Rewards

1st January, 2023 - 31st March, 2023



SMB BOOSTER

Our popular SMB Reward is back! For Q1, earn even more \$\$\$ with the Deal Registration Bonus

All Advocate and Select Partners closing a deal of minimum \$7,000:

- Every \$7,000* deal earns \$200 and \$50 more if Deal Registered - \$250 in total
- Every \$12,000* deal earns \$400 and \$100 more if Deal Registered - \$500 in total
- Every \$15,000* deal earns \$600 and \$150 more if Deal Registered - \$750 in total

*End-user value without VAT.



Proof of Performance Requested:

1. Reseller invoice to End-user dated between 1st January, 2023 and 31st March, 2023.
2. For Deal Registration extra bonus, please include a screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on the Partner Portal) displaying Deal Registration ID.

Eligibility:

One invoice per partner per End-user.

Claims must include End-user company name and invoice.

Maximum claim of 5 SMB Boosters per Partner Account.

Deal Registration ID can only be used to claim one Q1 FortiReward per partner.

Cannot be cumulated with Welcome to the Fortinet Family incentive.

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.



GET NSE 7 ENTERPRISE FIREWALL

Bring your Enterprise NGFW expertise at the next level and certify NSE 7 - Enterprise Firewall

- Earn \$400 when you achieve NSE 7 - Enterprise Firewall Certification

Proof of Performance Requested:

1. Proof of purchase of the NSE 7 voucher.
2. Copy of Fortinet NSE 7 - Enterprise Firewall Certificate achieved between 1st January, 2023 and 31st March, 2023.

Eligibility:

Up to a maximum of three claims per partner.



SECURE REMOTE WORKERS WITH FORTISASE

Wherever they work, make sure your remote workforce gets the highest level of security

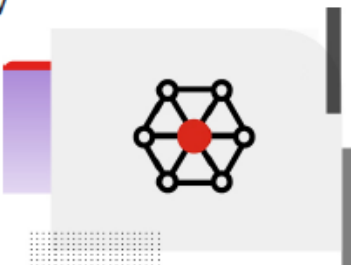
- Earn \$200 when you order FortiSASE SKU FC1-10-EMS05-553-01-DD during Q1.

Proof of Performance Requested:

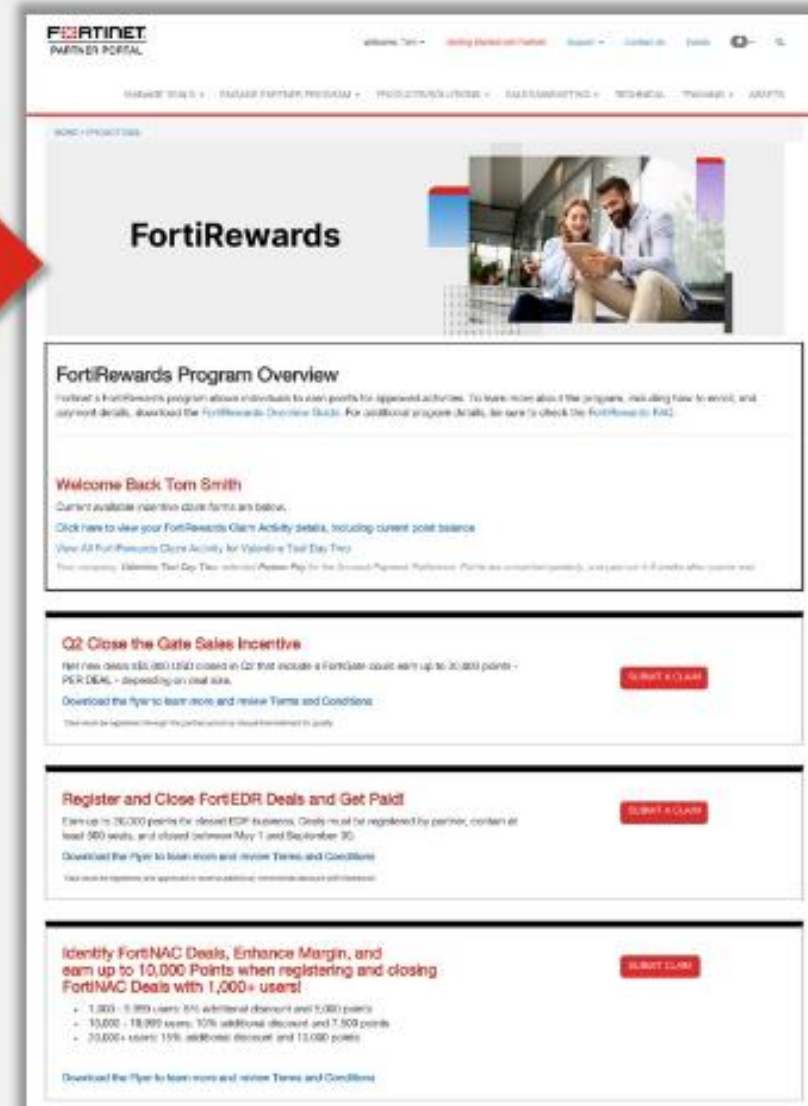
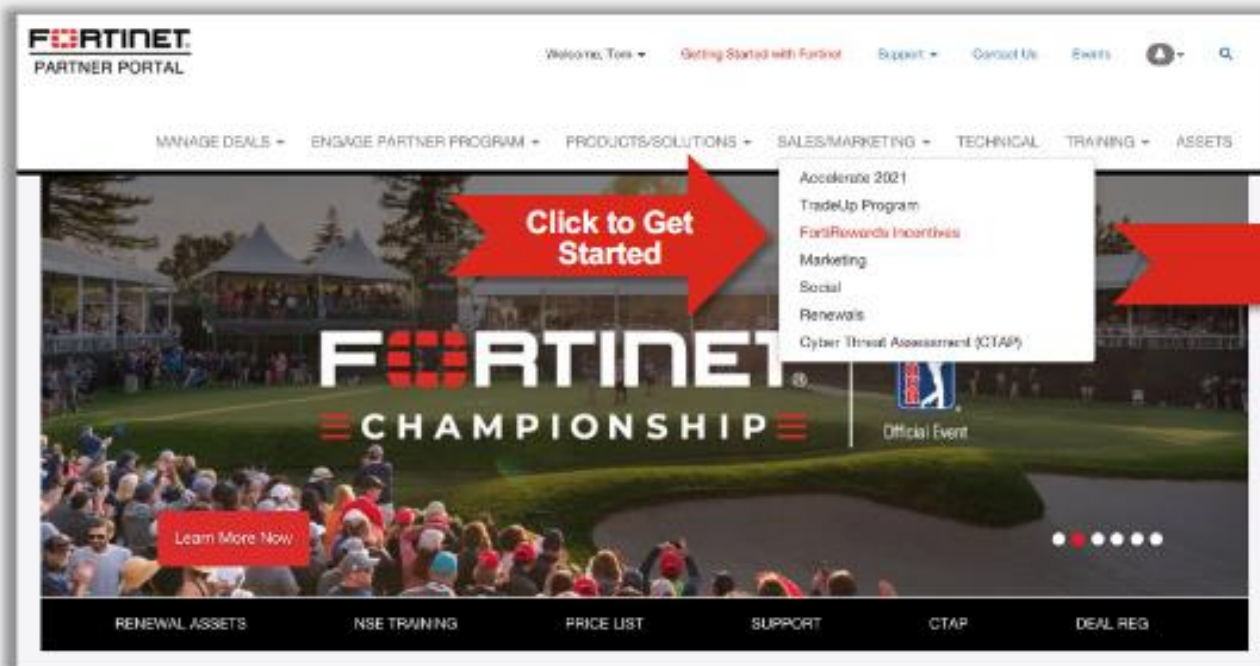
1. Reseller invoice to End-user including the SKU FC1-10-EMS05-553-01-DD and dated between 1st January, 2023 and 31st March, 2023.

Eligibility:

Maximum reward is \$600 per partner.



Get Started!



Contact the FortiRewards team:
fortirewards@fortinet.com



THANK YOU
FOR YOUR ATTENTION

FORTINET®