

10 REASONS TO PARTNER WITH FORTINET®

1

The fastest and most secure solutions from a **CYBER SECURITY** market leader. With more than **3.6m devices** shipped to over **340,000** customers, Fortinet are the **MOST ADOPTED** network security solution.



2

To help you **BUILD PIPELINE**, we have a range of marketing tools for lead generation, EOL product replacement, competitor replacement and quarterly incentives to help ensure you have **PLENTY OF OPPORTUNITIES** under your belt



3

The **FORTINET SECURITY FABRIC** covers everything from **IOT TO THE CLOUD** providing a simple and cohesive architectural solution that is broad and automated.



4

TRY IT ON FOR SIZE ... The CTAP program enables customer trials, proof of concept, evaluations and demos which can all help **SHORTEN THE SALES CYCLE**



5

3rd PARTY CERTIFICATIONS from NSS Labs, Gartner, ICSA, AV Comparatives, Virus Bulletin and other independent testing organisations have **CONSISTENTLY VALIDATED** the effectiveness of Fortinet solutions.



6

Roll up your sleeves, throw your hat into the ring and you'll **BE REWARDED** for your commitment with **DEAL REGISTRATIONS** and **QUARTERLY FORTIREWARDS**



7

Gain **TECHNICAL KNOWLEDGE** on the Fortinet range. With extensive product expertise, you'll become a trusted advisor which will **UNZIP OPPORTUNITIES** to sell added value services and consulting.



8

A **COMPREHENSIVE PORTFOLIO** of products have allowed Fortinet to develop a visionary suite of **MADE TO MEASURE** solutions that address all types of environments.



9

STAND OUT FROM THE CROWD with our NSE training and assessment programme. Qualify as **A NETWORK SECURITY EXPERT** to help promote your partner status for bigger discounts and differentiate your company in a crowded marketplace.



10

IMPROVE PROFITABILITY and reduce the cost of sale. **GROW FASTER** and increase your sales value. Line your pockets and **MAKE MORE MONEY** more often while selling innovative, integrated security solutions.

