



## Q3 2022 Reseller Partner Rewards

1<sup>st</sup> July, 2022 - 30<sup>th</sup> September, 2022

### DIVERSIFY YOUR REVENUE WITH MANAGED SERVICES

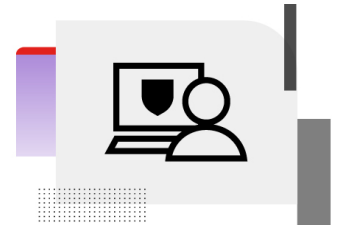
**Achieve a NSE 5 certification to be recognized as a Fortinet MSSP Select Partner, get rewarded with extra \$\$\$ and receive 1 year of free FortiCloud Premium service**

It has never been easier to become a MSSP Select Partner with Fortinet! As a Select or Advocate Integrator Partner, all you need to do is to achieve a NSE 5 certification\*.

- Achieve any NSE 5 certification and earn \$400
- Plus as a Select MSSP Partner, you will receive 1 year of free FortiCloud Premium service to help you ramp up your MSSP services.
- All Select and Advocate Integrator Partners eligible.

\* as long as you are fully NSE compliant with the Select Integrator status.

\*\* Only 1 FortiReward on NSE 5 certification allowed per Partner



#### Proof of Performance Requested:

Official Fortinet Certificate of NSE 5 certification, completion date between 1st July, 2022 and 30st September, 2022

### SMB BOOSTER

**Our popular SMB Reward is back! For Q3, 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



#### Proof of Performance Requested:

Reseller invoice to End-user dated between 1<sup>st</sup> July, 2022 and 30<sup>th</sup> September, 2022.

Claims must include End-user company name and invoice.

For Deal registration extra bonus, please include a screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal ID.

Maximum claim of 5 SMB Booster per Partner Account.

Deal Registration rewards are not cumulative.

Deal Registration ID can only be used to claim 1 Q3 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.



## Q3 2022 Reseller Partner Rewards

1<sup>st</sup> July, 2022 - 30<sup>th</sup> September, 2022

## GET READY TO BECOME A FORTINET SPECIALIZED PARTNER

Gain the knowledge and skills necessary to become a partner of distinction in one of several high-business demand areas.

- Earn \$400 when you achieve any of the following NSE 7 Certificates:  
SD-WAN, Operational Technology, Secure Access, Public Cloud, Security Orchestration (SOAR) or Advanced Analytics\*

- Open to all Select and above Fortinet Partners

\* Only one rewarded per partner

### Proof of Performance Requested:

Official Fortinet Certification of completion for one of the following NSE 7 Certificates

SD-WAN, OT, Secure Access, Public Cloud, Security Orchestration (SOAR) or Advanced

Analytics dated between 1st July, 2022 and 30th September, 2022.



## REWARDING PARTNER LED BUSINESS

A partner-led opportunity doesn't require our sales or SE teams to be in touch directly with end customers.

Successfully close a Partner Led opportunity and place your order by end of Q3 to earn up to \$1,000

- from \$15K - \$25K earn \$500
- from \$25K - \$50K earn \$1000

### Proof of Performance Requested:

Deal registration ID: A screenshot of Closed Won Opportunity Registration Section (from Deal Registration Dashboard on Partner Portal) displaying Deal ID.

In our system the opportunity will have to be tagged as Partner Led – to be checked by our team.

Renewal excluded.

One single PO must be placed at the distributor.

Deal Registration rewards are not cumulative.

Deal Registration ID can only be used to claim 1 Q3 Fortireward per partner.

Choose from SMB Deal Registration Bonus Reward or Rewarding Partner Led Business Reward.



## Claiming Details

Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q1 claims can be submitted until the end of Q1; claims submitted in Q2 will fall into next cycle). Funds will be available 4-6 weeks after the Quarterly Redemption Cycle. To access your funds, create a [XTRM](#) account – [XTRM](#) is Fortinet's global payment processor partner for FortiRewards.

**All reward offers are valid from  
1<sup>st</sup> July, 2022 to 30<sup>th</sup> September, 2022**

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the Fortinet Rewards Program.

Q3 claiming available until 30<sup>th</sup> September, 2022.

## 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](mailto:EMEA_partners@fortinet.com)