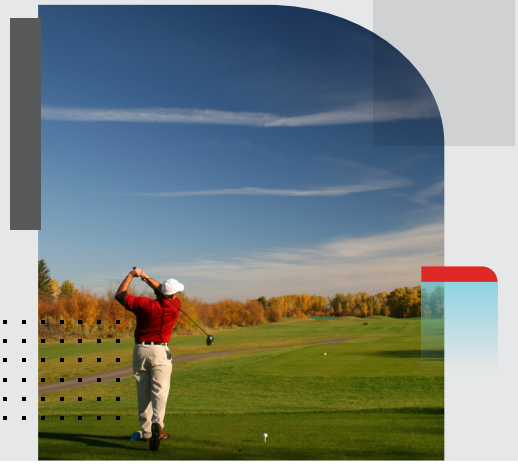


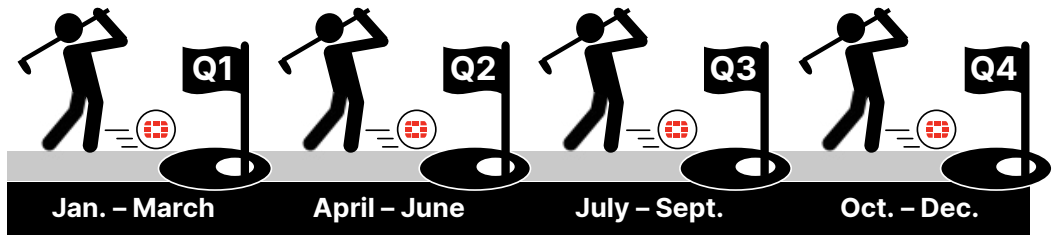
HERO Program

1st January, 2022 - 31st December, 2022

Rewarding **Advocate** and **Select** Partners for consecutive performance



HERO Club Access



PARTNER TYPE	Metric	Jan. - March	April - June	July - Sept.	Oct. - Dec.
		ADVOCATE PARTNERS	Revenue: Min \$3K*	Revenue: Min \$4K*	Revenue: Min \$5k*
	Security Fabric Share	Min 10%	Min 10%	Min 10%	Min 10%
SELECT PARTNERS	Revenue	Min \$20K**	Min \$25K**	Min \$30k**	Min \$35K**
	Security Fabric Share	Min 20%	Min 20%	Min 20%	Min 20%

* Net to Fortinet in Small Business ** Net to Fortinet in Commercial (Low and Mid solutions)

HERO Rewards

	Recognition	Financial	Exclusivity
Advocate HERO (2022)	Fortinet HERO Plaque ✓	Video Blog for TOP 5 Partners ✓	Free Virtual Machine (VM) ¹ ✓
		COOP Funding for Lead Generation ² \$1,000	2023 Accelerate Invite ³ ✓
Select HERO (2022)	✓	✓	✓
		✓	COOP Funding for Lead Generation ² \$2,000
			2023 Xperts Summit Ticket ³ ✓

Terms & Conditions

- 1) Free VM offered through this Program can only be claimed until the end of Q1 2023. Please check with your local Channel Account Manager your eligibility and the ordering process. Fortinet does not cover the renewal of the VM. This offer cannot be combined with any other VM offer.
- 2) Coop funding can only be used for lead generation activities such as integrated campaign, webinar, advertorial promoting Fortinet solutions and your company. The COOP policy and guidelines remain the same and a third-party invoice is needed to have the budget funded.
- 3) Fortinet EMEA on-site events subject to change of local health restrictions.