



Security Fabric Bundles Promotion

 Valid from:
Oct. 12th to Dec. 31st 2023









 Promote turn-key solution

 Increase average deal size

 Ease Management of the Customer security Platform

Partner Benefits	Eligible Product	Program Details	Access the promo	Terms and Conditions
<ul style="list-style-type: none"> Receive +10% discount on your ENGAGE partner recommended discount when purchasing the following Security Fabric Bundles. <i>Any additional discount applies on designated Security Fabric Bundles</i> 	<ul style="list-style-type: none"> <u>SECURE YOUR NETWORK:</u> FortiGate: 60/70/80/100 F series & FortiSwitch & FortiAP <u>SECURE YOUR ENDPOINT ZTNA:</u> FortiGate: 60/70/80/100 F series & FortiClient Endpoint & FortiToken Cloud <u>SECURE YOUR EMAIL:</u> FortiMail Cloud Gateway Premium Office 365 & FortiPhish 	<ul style="list-style-type: none"> One SKU from each product family must be included in the order to get the extra discount. Example : FG-61F-BDL-950-36 + FS-148F-FPOE + FAP-231F Distributor will get the additional discount based on the partner level of engagement. This promotion can be cumulated with PRMA Promotion 	<ul style="list-style-type: none"> Partner must request a special price quote (FTQ) to his distributor or to a Fortinet sales representative. The Distributor will have to reference the FTQ quote on its PO order to Fortinet. 	<ul style="list-style-type: none"> Minimum 3 years contracts need to be purchased Partner must include on its Distributor order all product described in each of the Security Fabric Bundles A copy of the reseller order to Distributor will be requested to Distributors Cannot be cumulated with the Deal Registration incentive



	SECURE YOUR NETWORK	SECURE YOUR ENDPOINT (ZTNA)	SECURE YOUR EMAIL
Market opportunity	<p>A large and growing \$59.5B secure networking market in 2023.</p> <p><i>Fortinet estimates based on recent analyst research</i></p>	<p>85% of organizations will have adopted a zero trust network access (ZTNA) approach by 2024, up from 10% in 2021.</p> <p><i>Gartner, 2022 Strategic Roadmap for SASE Convergence, 2022</i></p>	<p>47% of organizations plan to invest in a secure email gateway in 2023 (31% in 2021).</p> <p><i>Gartner, Market Guide for Zero Trust Network Access, February 2023</i></p>
Solution pitch	<p>Every FortiGate you sell has embedded Switching and Wireless controllers at no extra cost. Simply by adding FortiSwitch and FortiAP to each deal, your customers add network security to the whole office at once.</p> <p>Network access control, secure segmentation of users and advanced Wireless features are there without any extra license to improve their visibility, optimize/automate the time to deploy the site, and remove complexity of multi-vendor solutions.</p>	<p>Every FortiGate you sell is an Endpoint access security controller. Whether clients are remote or local, this Zero-Trust Network Access bundle allows to secure their VPN and SSL communications using the FortiClient agent, with single sign-on as a service using FortiToken Cloud and consistent application access policies.</p> <p>To simplify the initial deployment and offload ongoing monitoring, Fortinet includes Endpoint-focused managed services to provide complete operation of the FortiClient solution, providing set up, deployment, configuration, vulnerability monitoring, and overall endpoint security monitoring.</p>	<p>Most of your customers are using MS Office365 and believe that it is secure enough. But the vulnerability lies in the users.</p> <p>To withdraw some of the risk related to email, this bundle offers a service to generate phishing emails that you can customize or send as such (in different languages), and get the report.</p> <p>If a fraudulent email goes through, the simple use of Cloud-Based Email Protection for Office 365 offers a managed service tool that includes real-time email scanning for Advanced Threats and cloud hosted sandboxing for online analysis of attachments.</p>
Promo Details (T&Cs)	All 3 products must be purchased with a minimum 3Y Services on FG	All 3 products must be purchased with a minimum 3Y Services on FG	
Eligible products	<p> FortiGate All 60F/70F/80F/100F</p> <p> FortiSwitch FS-124F-FPOE FS-148F-FPOE FS-M426E-FPOE</p> <p> FortiAP all FAP-231G-x all FAP-231F-x</p>	<p> FortiGate All 60F/70F/80F/100F</p> <p> Managed FortiClient Endpoint FC1-10-EMS05-539-01-36 FC2-10-EMS05-539-01-36 FC3-10-EMS05-539-01-36</p> <p> FortiToken Cloud FC1-10-TKCLD-445-01-36 FC2-10-TKCLD-445-01-36 FC3-10-TKCLD-445-01-36</p>	<p> FortiMail Cloud Gateway Premium Office365 FC1-10-FECLD-423-02-36 FC2-10-FECLD-423-02-36 FC3-10-FECLD-423-02-36</p> <p> FortiPhish FC1-10-PHCLD-223-01-36 FC2-10-PHCLD-223-01-36</p>
Your selling tools	Call script Customer presentation Video pitch Sell sheet	Call script Customer presentation Video pitch Sell sheet	Customer presentation Video pitch

