



Unlocking MSSP Growth with Fortinet

Iohana Adamache

Channel Account Manager

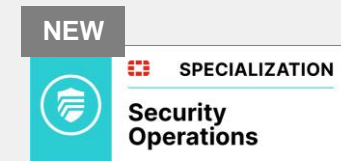
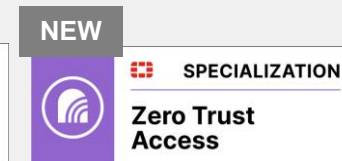
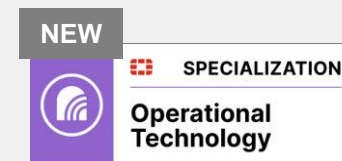
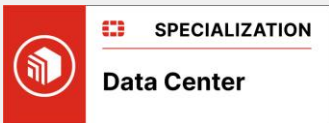
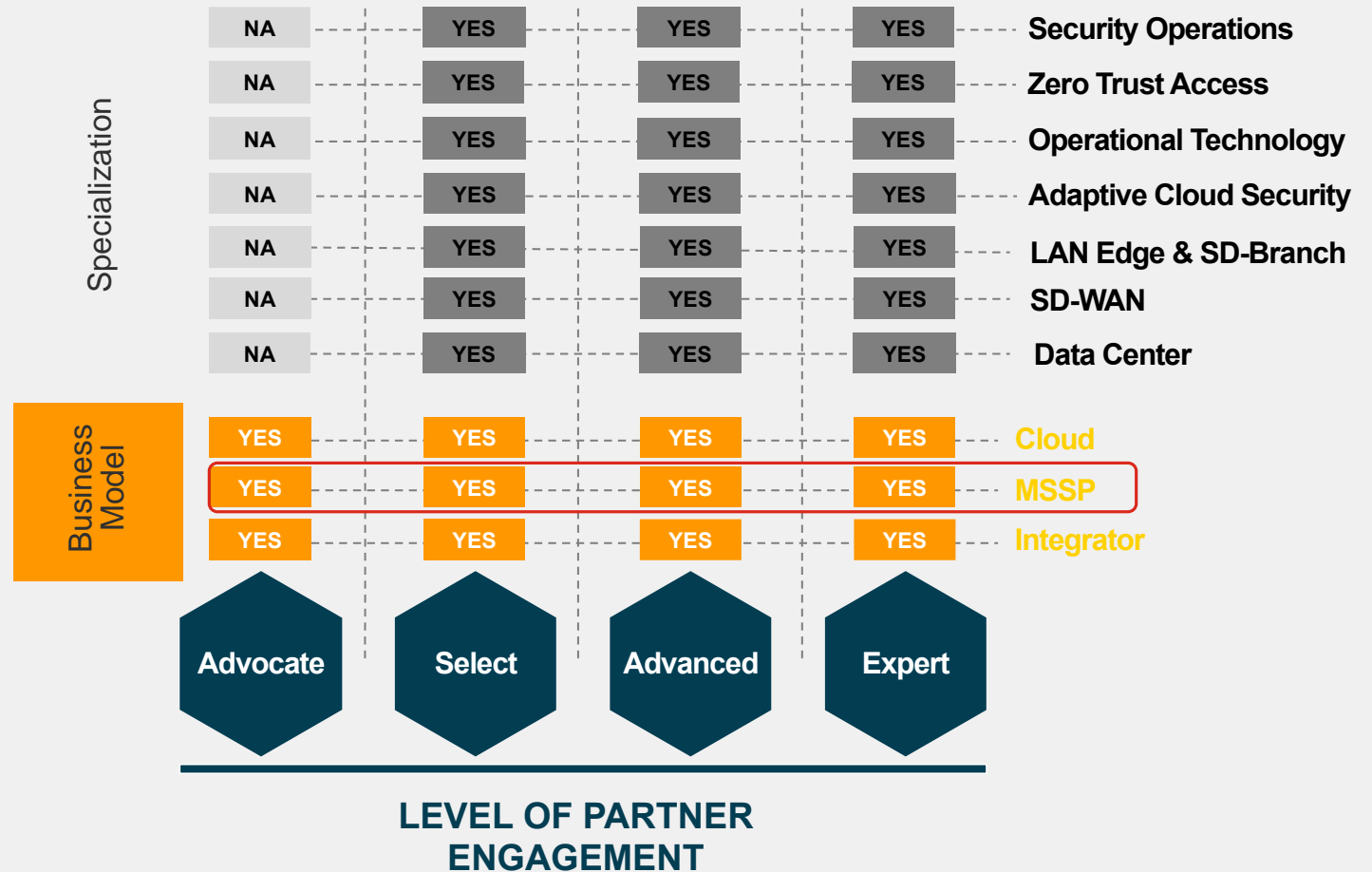
October 2024

A Dedicated Partner Program

A Flexible and Customizable Partnership

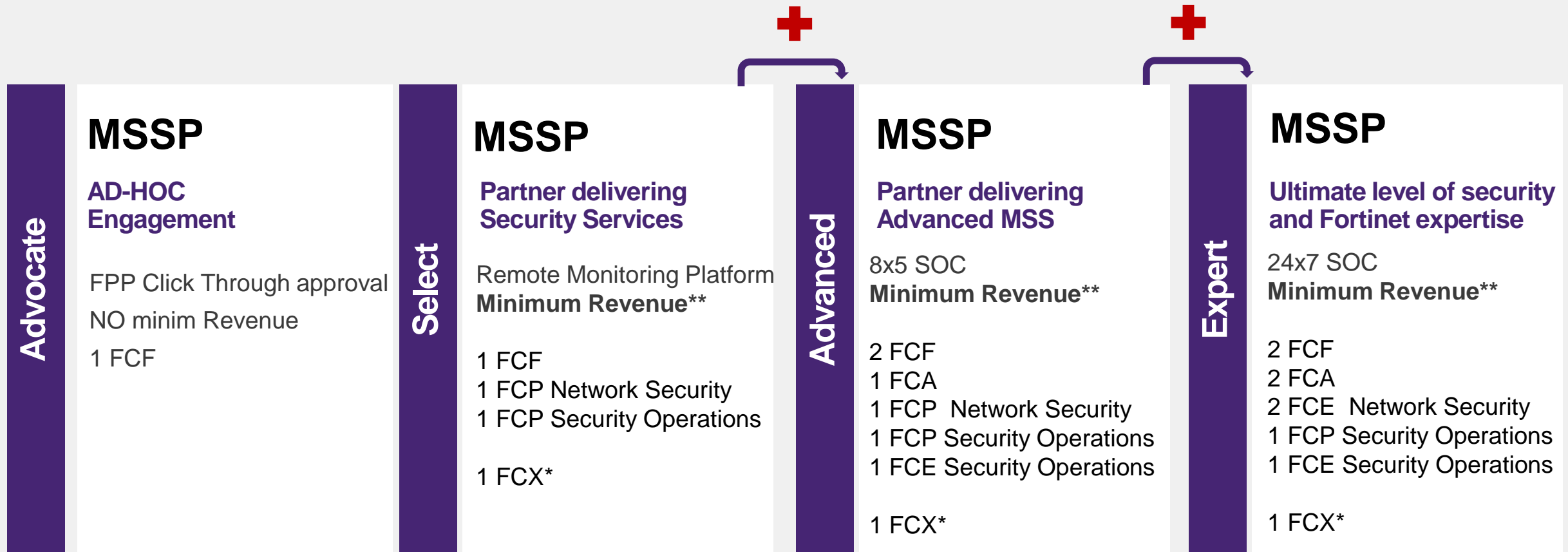


- Choose How You Sell, Market, Grow
- Focused Specializations
 - ✓ Funded Initiatives & Use Cases
 - ✓ Elevate Partner Status
 - ✓ Dedicated Sales and Technical Training



MSSP Business Model Requirements

After October 1st 2023

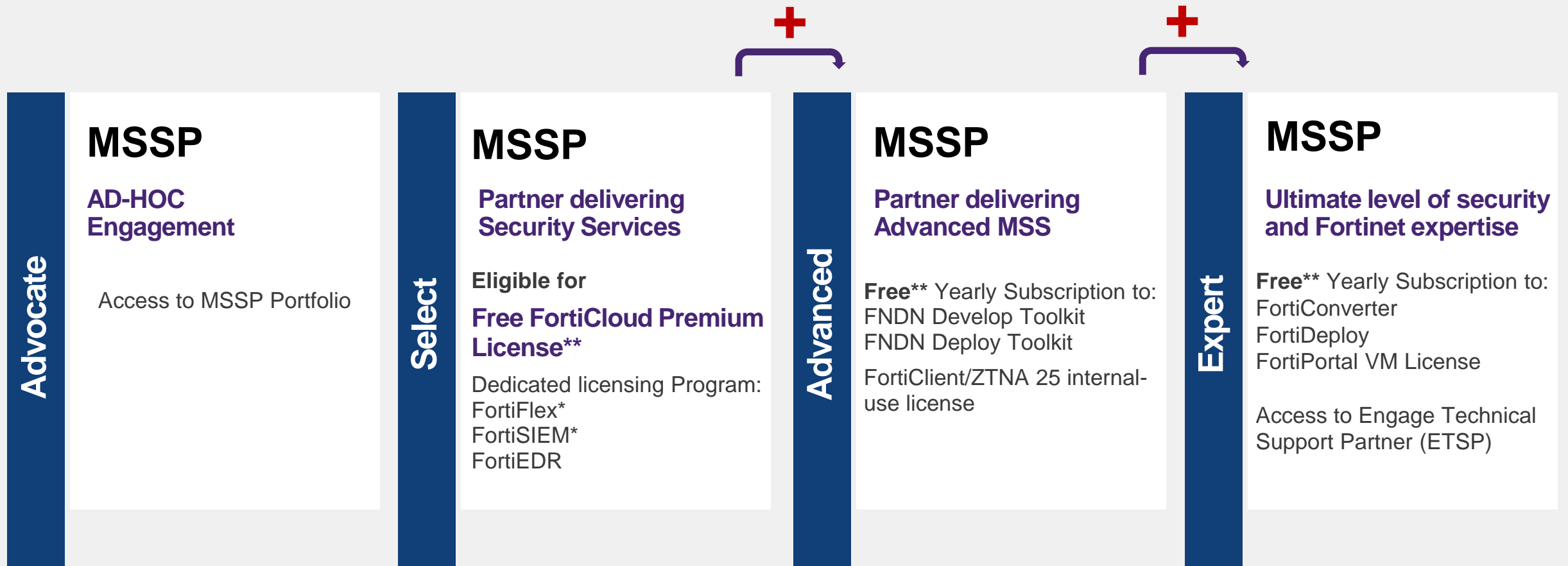


*FCX can be used instead of any lower requirements



**set by the country

MSSP Business Model Benefits



*business plan review needed

** 1 year only



FortiCloud

Overview

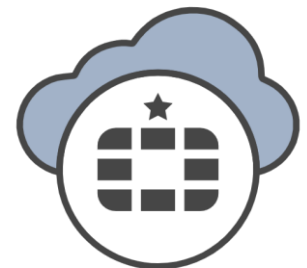
Assets and Accounts

- Asset Management
- IAM
- Organizations
- FortiFlex

Cloud Management

- FortiClient EMS
- FortiGate Cloud
- FortiAnalyzer Cloud
- FortiManager Cloud
- FortiLAN Cloud
- FortiSOAR Cloud
- FortiSIEM Cloud
- FortiExtender Cloud

FortiCloud SSO



FortiCloud

FortiCare

- Support Tickets
- Product Lifecycle
- Downloads
- Adv. Services

Cloud Services

- | | |
|--------------------------|------------------------|
| FortiSASE | FortiMail |
| FortiMonitor | SOCaaS |
| FortiRecon | FortiWeb Cloud |
| FortiConverter | FortiZTP (Beta) |
| FortiSandbox Cloud | FortiCASB |
| Managed FortiGate | FortiToken Cloud |
| FortiCNP | FortiPhish |
| FortiGSLB | FortiVoice |
| FortiTrustID | Overlay as a Service |
| FortiGate CNF | FortiDAST |
| FortiDevSec | FortiPresence |
| FortiCamera Cloud (Beta) | FortiCare Elite (Beta) |
| FortiDemo | FortiIPAM |
| FortiInsight | FortiABP |





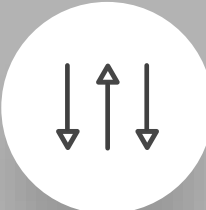
FortiCloud for MSSPs

Multitenancy with OUs and IAM



Organize

- ✓ Create or group multiple customer accounts
- ✓ Organize them into Organizational Units (OU) hierarchy



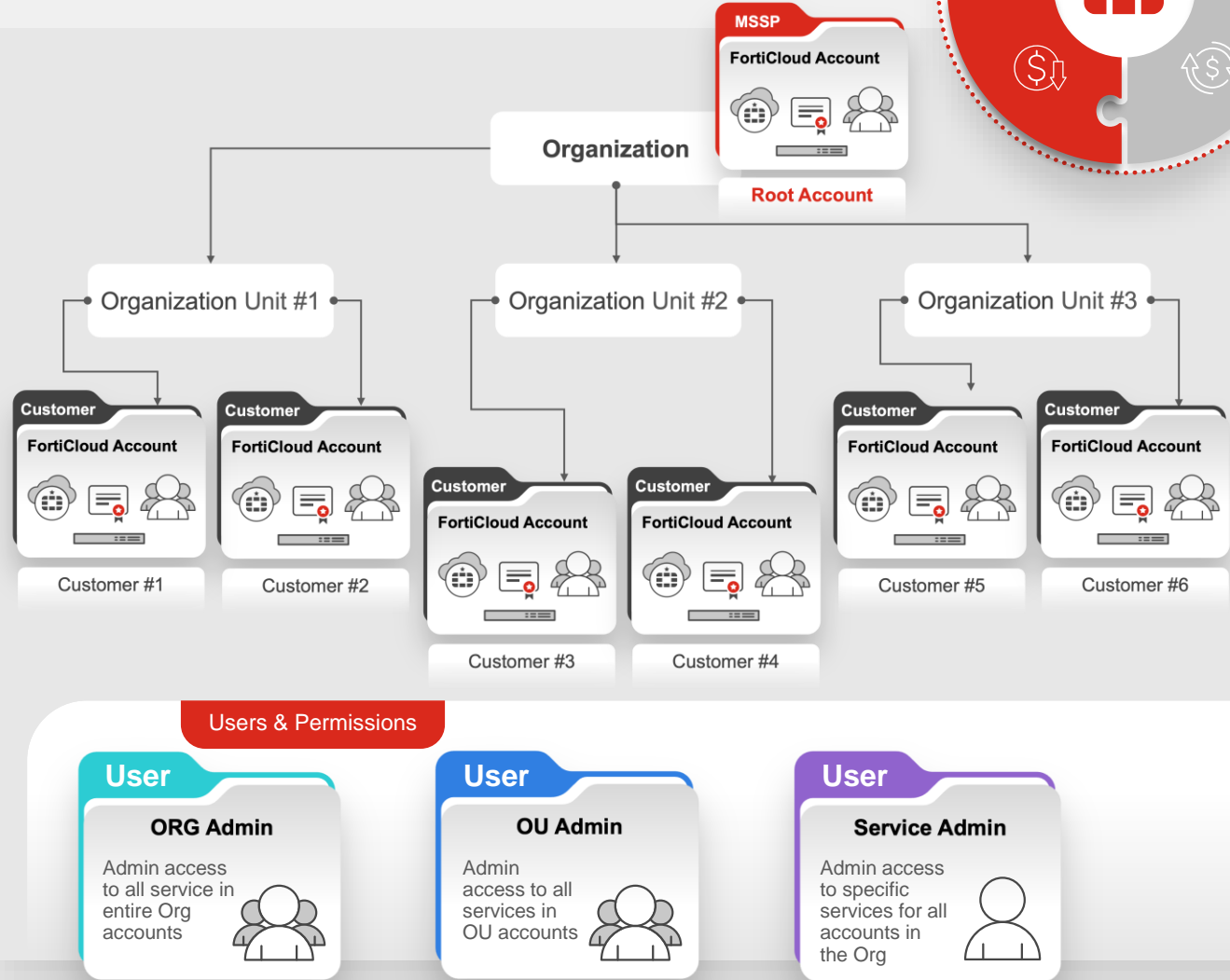
Manage

- ✓ Register Assets
- ✓ Manage and transfer assets between the accounts in the Organization



Delegate

- ✓ Delegate tenant or OU management to admins
- ✓ Define detailed service level permissions and access scope





FortiMarketplace

How it Works



FortiPoints

- Additional points can be added at any time
- Unused points expire after 3 years



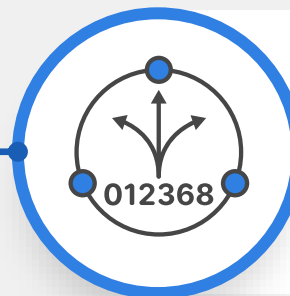
FortiMarketplace

- Access to Fortinet Products and Services to renew or upgrade
- Use FortiPoints to purchase
- Customize products and services, or purchase an existing renewal bundle



Term-based Subscription

- Purchase, Renew or upgrade of annual contracts
- Several products supported: FGT, FMG, FAZ, FSW, FAP, FEX and FortiClient EMS
- **Co-term:** Monthly subscription



FortiFlex Transfer

- FortiPoints can be transferred to FortiFlex for daily used-based consumption
- Different exchange rate may apply
- Prepaid Enterprise FortiFlex only



Adv. Services (Roadmap)

- Exchange points by several advanced services
- Professional services, Incident Response, Consulting and Training



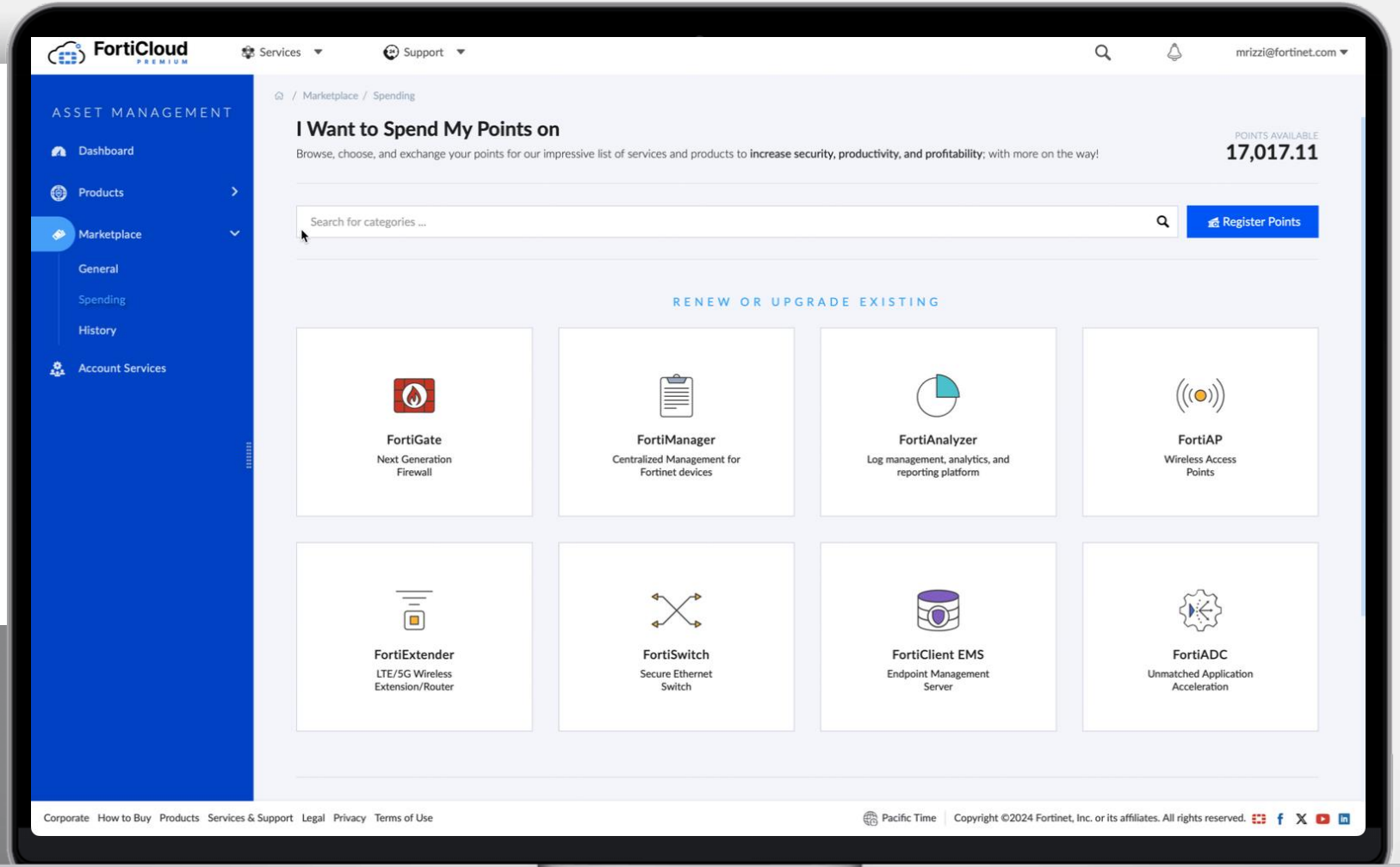


Available Solutions

FortiPoints – Consolidated Credit-based Program

FortiMarketplace Supports

- ✓ FortiGate, FortiManager, FortiAnalyzer
- ✓ FortiAP, FortiSwitch, FortiExtender
- ✓ FortiClient EMS, FortiADC
- ✓ FortiFlex



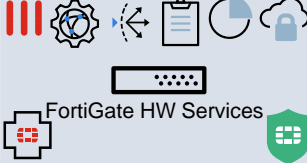







MSSP Programs

Pay as you use



MSSP Programs

Programs	Solutions	Charging model	MSSP Billing Cycle	License Model	Partner Commitment	Partner Level
FortiFlex	Products available  FortiGate HW Services	 Daily	Monthly Post-paid	Annual Subscription	50,000 points per annum and direct agreement with the partner	Select/Advanced/Expert
FortiSIEM	 FortiSIEM with FortiCare and IOC bundle	 Monthly	Monthly Post-paid	Annual Subscription	Annual Program fee	Select/Advanced/Expert
FortiEDR	 FortiEDR Cloud Predict-Protect-and-Response	 Monthly	Monthly Post-paid	Annual Subscription	Annual Program fee	Select/Advanced/Expert

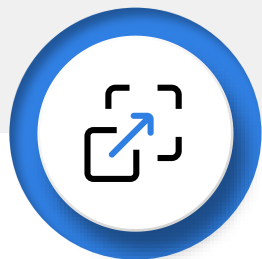


FortiFlex Program



Traditional Term-based Licensing Challenges

Not always suitable for dynamic environments



Accurate Sizing

Sizing becomes a difficult task that usually leads to over-provision or worse, under-provisioning

**On-Demand Scaling
up/down in/out**



Securing CI/CD Posture

Working with license files creates a huge gap in Automation, which increases the exposure and breaches

**Powerful Integration
via APIs**



Unpredictable Costs

As sizing is always faulty, over-spending on unnecessary licenses and services creates a huge finance impact

**Self-Service
consumption**



Procurement Delays

Waiting weeks to procure licenses for new services deployments or expansion is counter-productive and leads to inefficiency

**Off-the-Shelf Broad
Portfolio**



The FortiFlex Programs

On-demand License and Service Consumption



Enterprise

Available as a Prepaid program, partner or end customer can purchase upfront Points to spend on services on-demand.

Private Offer- partner or end customer can simplify transactions through Public Cloud



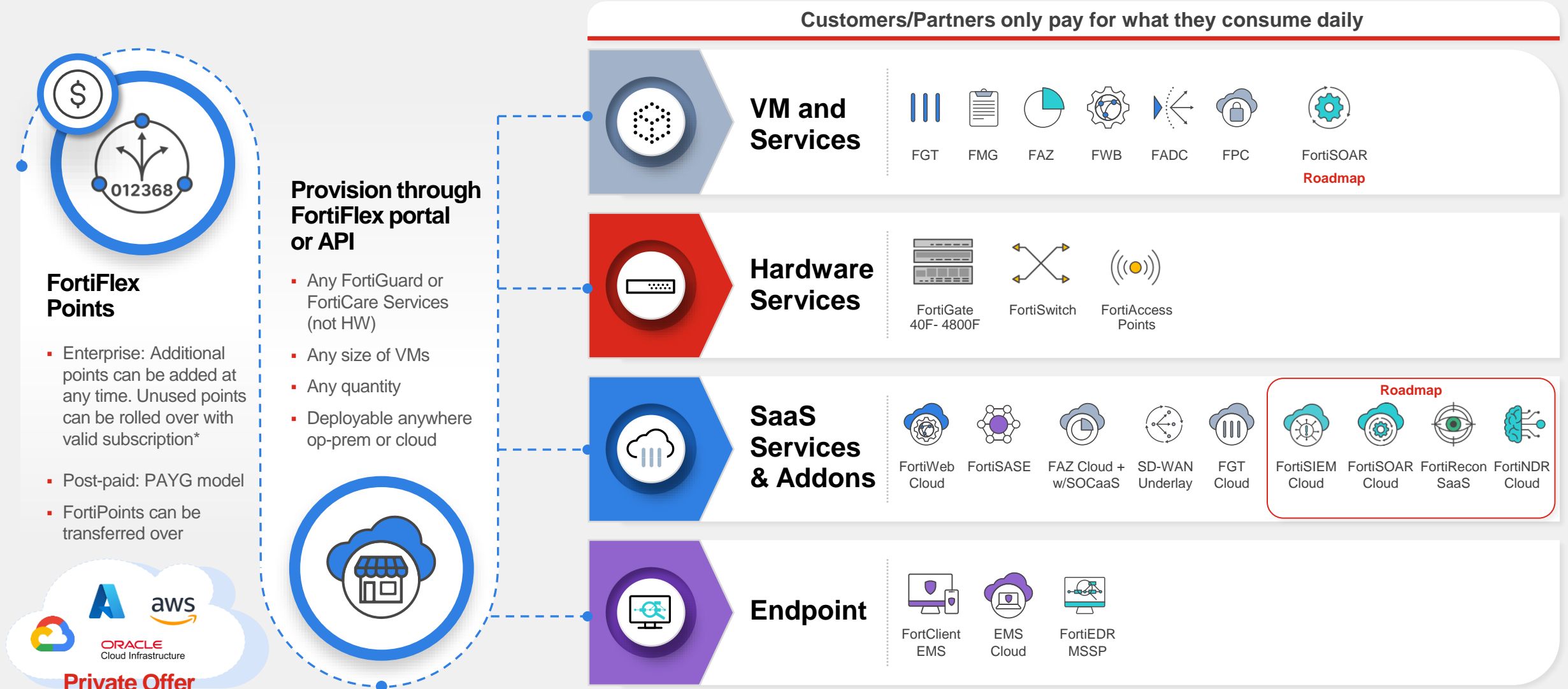
MSSP

Available as a Postpaid program, MSSPs/SPs can rollout services and pay as they go.



FortiFlex Consumption-Based Security

How it Works



* <https://docs.fortinet.com/document/flex-vm/23.2.0/administration-guide/667344/points>

FortiFlex Enterprise Program Pre-paid



SKUs	SKU Type	Term	Stackable	Best For	Include in Quote	YoY Rollover (Unconsumed Points)
FC-10-ELAVR-221-02-DD	Program	12 or 36 or 60 months	Yes		Yes	
LIC-ELAVM-10K	Points	12 months	Yes	Annual Usage	Yes	From First 180 days purchase: 50% From Second 180 days purchase: 100%
LIC-ELAVMMY-50K-36	Points	36 months	Yes	Multiyear Usage	Yes	Until end of program: 100%
LIC-ELAVMMY-50K-60		60 months				

FC-10-EXVME-221-02-02	FortiFlex 60 days evaluation SKU. Entitlement limited to 20 VMs	Ask Fortinet Sales Rep
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Registration

All SKU purchases must be registered within 1 year of purchase date

No Minimum Annual Consumption from Jan'23

Excess Consumption

90 days grace period to recover from negative balance

Note: VMs stop operation after 90 days



Consumption Examples 10k points

Considering 1 year timeframe

		Quantity	VM Size	Services	VDOMs	Point Balance (1Y)
FortiGate VM	{	5	VM02	UTP Bundle	0	~10,7k
		3	VM04	UTP Bundle	0	~13k
		1	VM08	ATP Bundle	10	~10,8k
		1	VM16	UTP Bundle	10	~20,3k
FortiWeb VM	{					
		2	VM02	Standard Services		~12,2k
		3	VM04	Standard Services		~14,9k



FortiFlex postpaid: terms and conditions



Post paid program for MSSP

SKUs	SKU Type	Quoting
FC-10-ELAVS-221-02-DD (DD = 12 / 36 / 60 months)	Program	At beginning or renewal of subscription
FCB-ELAVM-01	Points	Monthly for Postpaid Invoicing /billing

FC-10-EXVME-221-02-02	Flex-VM 60 days evaluation SKU. Entitlement limited to 20 VMs of max size VM04 or equivalent	Ask Fortinet Sales Rep
------------------------------	--	------------------------

Registration

All SKU purchases must be registered within 1 year of purchase date

Minimum Annual Consumption

Consume
50,000 Points

Under Consumption

True-up to meet Minimum Annual Consumption if usage is lower

Note: VMs stop operation 90 days after default or end of subscription



Consumption Examples

Considering 1 year timeframe

		Quantity	VM Size	Services	VDOMs	Point Balance (1Y)
FortiGate VM	{	24	VM02	UTP Bundle	0	~51k
		12	VM04	UTP Bundle	0	~52k
		5	VM08	ATP Bundle	10	~48k
		3	VM16	UTP Bundle	10	~61k
FortiWeb VM	{					
		8	VM02	Standard Services		~49k
		3	VM04	Advanced Services		~52k



FortiFlex online calculator

<https://fndn.fortinet.net/index.php?/tools/fortiflex/>

- Select Configuration
- Add FortiGuard Services
- Add Cloud Services
- Add Support Services
- Select Number of VDOMs
- Calculate points
- Create BoM

Resource Consumption is calculated DAILY

The screenshot shows the FortiFlex online calculator interface. A magnifying glass highlights the 'FortiFlex Calculator' title. A red arrow points from the 'Calculate points' step in the list to the 'POINTS CONSUMPTION' box. Another red arrow points from the 'Create BoM' step to the 'Add To BOM' button. A red vertical bar highlights the configuration section on the left.

FortiFlex Calculator

FortiFlex BOM

PRODUCT TYPE *

- FortiGate Virtual Machine - Service Bundle
- FortiGate Virtual Machine - A La Carte Services
- FortiWeb Virtual Machine - Service Bundle
- FortiManager Virtual Machine
- FortiAnalyzer Virtual Machine
- FortiPortal Virtual Machine
- FortiGate Hardware
- FortiADC Virtual Machine
- FortiWeb Cloud - Private
- FortiWeb Cloud - Public
- FortiClient EMS On-Prem
- FortiClient EMS Cloud

NUMBERS OF VMS *

1

CPU SIZE *

2

SERVICE BUNDLE *

UTP

FORTIGUARD SERVICES

- ☐ Advanced Malware Protection
- ☐ AI Based Inline Sandbox
- ☐ FortiGuard OT Security Service
- ☐ FortiGuard DLP
- ☐ FortiGuard Attack Surface Security Service
- ☐ FortiConverter Service

CLOUD SERVICES

- ☐ FortiGate Cloud Management
- ☐ SD-WAN Underlay
- ☐ SOCaaS
- ☐ FortiAnalyzer Cloud
- ☐ Cloud-based Overlay-as-a-Service
- ☐ SD-WAN Connector for FortiSASE

SUPPORT SERVICE

- ☐ FortiCare Elite

VIRTUAL DOMAINS

1

POINTS CONSUMPTION

DAILY:	6.42
MONTHLY:	195.28
YEARLY:	2343.30

Add To BOM



FortiFlex online calculator

<https://fndn.fortinet.net/index.php?/tools/fortiflex/>

- Number of Users
- Type of Service
- Bandwidth
- Dedicated IPs

Daily consumption

The screenshot shows the FortiFlex Calculator interface within the Fortinet Developer Network. A magnifying glass highlights the URL 'fndn.fortinet.net' in the browser's address bar. A red vertical bar highlights the input fields for 'NUMBER OF USERS', 'SERVICE PACKAGE', 'BANDWIDTH (MBPS)', and 'DEDICATED IPS'. A red arrow points from the 'Daily consumption' text to the 'POINTS CONSUMPTION' box, which is also highlighted with a red border. The 'POINTS CONSUMPTION' box displays the following values:

POINTS CONSUMPTION	
DAILY:	32.34
MONTHLY:	983.68
YEARLY:	11804.10

Below the consumption values is a button labeled 'Add To BOM'.

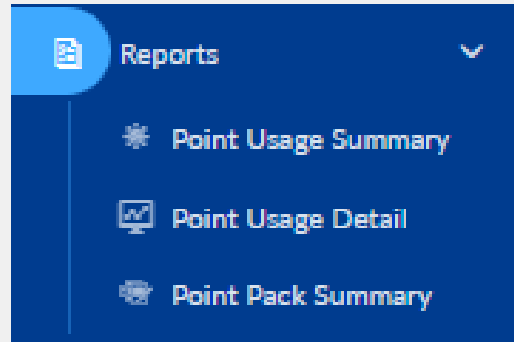




FortiFlex updated Reports

Partners and Customers

Report tab now contains:



Point Usage Summary

Period: 2024-02-01 - 2024-02-21

Account: AmitJoshi C [REDACTED]

Consumed Points Breakdown

FortiGate Virtual Machine - Service Bundle	542.20 Points
FortiManager Virtual Machine	302.00 Points
FortiGate Virtual Machine - A La Carte Services	243.00 Points
FortiClient EMS On-Prem	17.00 Points
FortiClient EMS Cloud	84.00 Points
FortiEDR MSSP	0.00 Points
Total Consumed Points:	1,188.20 Points

Point Pack Number	Point Amount	Used Amount	Remaining Amount	Registration Date	Expiration Date
[REDACTED]	10000	10000	0	2023-08-16	2028-08-14
[REDACTED]	10000	10030.1	-30.1	2024-01-09	N/A





Key Takeaways



1.

One Program to activate, upgrade and provision the support and licenses in few clicks

2.

Partners and Enterprises can build their own Marketplace

3.

Flexibility and agility is by design

4.

Allows partners and enterprises to activate and provision new use cases and services quickly

5.

One Platform to manage for all the licensing and services

6.

One API to provision, changes, monitor and reporting

7.

Licenses and Services can be activated as and when required
– no LAG issue



Q&A



Firewall as a Service

- 1 VM per customer
- Specific Services per customer
- Near real-time license deployment
- Upgrade features when customer asks
- Control costs (for you and for the customers)
- Offer new features with easy
- Pay only what you consume (per day)

The screenshot shows the FortiGate Virtual Machine configuration interface. At the top, there are five tabs: FortiGate Virtual Machine - Service Bundle (selected), FortiGate Virtual Machine - A La Carte Services, FortiWeb Virtual Machine - Service Bundle, FortiManager Virtual Machine, and FortiAnalyzer Virtual Machine. Below the tabs, there are configuration options for NUMBERS OF VMS (1), CPU SIZE (4), and SERVICE BUNDLE (UTP). A list of services is shown with checkboxes: FORTIGUARD SERVICES (Advanced Malware Protection, AI Based Inline Sandbox, FortiGuard OT Security Service, FortiGuard DLP, FortiGuard Attack Surface Security Service, FortiConverter Service), CLOUD SERVICES (FortiGate Cloud Management, SD-WAN Underlay, SOCaaS, FortiAnalyzer Cloud, Cloud-based Overlay-as-a-Service, SD-WAN Connector for FortiSASE), and SUPPORT SERVICE (FortiCare Elite). At the bottom, there is a VIRTUAL DOMAINS field set to 0. On the right, a box displays POINTS CONSUMPTION: DAILY: 11.86, MONTHLY: 360.74, and YEARLY: 4328.90. A blue button labeled 'Add To BOM' is located below the consumption box.

FortiGate Virtual Machine - Service Bundle

FortiGate Virtual Machine - A La Carte Services

FortiWeb Virtual Machine - Service Bundle

FortiManager Virtual Machine

FortiAnalyzer Virtual Machine

NUMBERS OF VMS *

1

CPU SIZE *

4

SERVICE BUNDLE *

UTP

FORTIGUARD SERVICES

- ☐ Advanced Malware Protection
- ☐ AI Based Inline Sandbox
- ☐ FortiGuard OT Security Service
- ☐ FortiGuard DLP
- ☐ FortiGuard Attack Surface Security Service
- ☐ FortiConverter Service

CLOUD SERVICES

- ☐ FortiGate Cloud Management
- ☐ SD-WAN Underlay
- ☐ SOCaaS
- ☐ FortiAnalyzer Cloud
- ☐ Cloud-based Overlay-as-a-Service
- ☐ SD-WAN Connector for FortiSASE

SUPPORT SERVICE

- ☐ FortiCare Elite

VIRTUAL DOMAINS

0

POINTS CONSUMPTION

DAILY: 11.86

MONTHLY: 360.74

YEARLY: 4328.90

Add To BOM



Connectivity + Clean Pipe as a Service - Example

- More value, not just connectivity
- Near real-time license deployment
- Upgrade features when customer asks
- Control costs (for you and for the customers)
- Offer new features with easy
- Pay only what you consume (per day)

Target Market: **SOC customers**











The screenshot displays the Fortinet service catalog and configuration interface. At the top, a grid of service tiles is shown, with 'FortiGate Virtual Machine - A La Carte Services' highlighted in blue. Below this, a configuration section includes dropdown menus for 'NUMBERS OF VMS' and 'CPU SIZE', both set to 1. A list of 'FORTIGUARD SERVICES' is shown with checkboxes for Intrusion Prevention, Advanced Malware, Security Rating, DLP, AI Based Inline Sandbox, and Web, DNS & Video Filtering, all of which are checked. Under 'CLOUD SERVICES', 'FortiAnalyzer Cloud with SOCaaS' is checked. On the right, a 'POINTS CONSUMPTION' box shows the following values: DAILY: 5.45, MONTHLY: 165.77, and YEARLY: 1989.25. An 'Add To BOM' button is located at the bottom right of the configuration area.

POINTS CONSUMPTION	
DAILY:	5.45
MONTHLY:	165.77
YEARLY:	1989.25



Web Applications and APIs protection as Service

- Start with a minimum configuration
- Grow as per customer need
- Pay only what you really need (per day)
- Change whenever needed
- Control costs
- Pick utilization under control

 FortiGate Virtual Machine - Service Bundle	 FortiGate Virtual Machine - A La Carte Services	 FortiWeb Virtual Machine - Service Bundle	 FortiManager Virtual Machine	 FortiAnalyzer Virtual Machine
 FortiGate Hardware	 FortiADC Virtual Machine	 FortiWeb Cloud - Private	 FortiWeb Cloud - Public	 FortiClient EMS On-Prem

NUMBERS OF VMS *

CPU SIZE *

SERVICE BUNDLE *

POINTS CONSUMPTION

DAILY:	8.38
MONTHLY:	254.89
YEARLY:	3058.70

[Add To BOM](#)



FortiADC

- Quick deploy
- Select CPU size
- Pay only for what user wants and needs (per day)
- Change instantly when needed

FortiManager Virtual Machine

FortiAnalyzer Virtual Machine

FortiPortal Virtual Machine

FortiGate Hardware

FortiADC Virtual Machine

NUMBERS OF VMS *

1

CPU SIZE *

VM-01

SERVICE PACKAGE *

FortiCare Premium

POINTS CONSUMPTION

DAILY:

5.63

MONTHLY:

171.25

YEARLY:

2054.95

Add To BOM



SD-WAN with VM - Example

- Set license cost upfront
- Near real-time license deployment
- Easy upgrades / downgrades
- Add features when needed
- Let the customer test new features
- Pay only for what user wants and needs (per day)

Target Market: **Enterprise Customers with flexible needs**

The screenshot displays the Fortinet SD-WAN configuration interface. At the top, there are five tabs for selecting a virtual machine (VM) type: FortiGate Virtual Machine - Service Bundle, FortiGate Virtual Machine - A La Carte Services (selected), FortiWeb Virtual Machine - Service Bundle, FortiManager Virtual Machine, and FortiAnalyzer Virtual Machine. Below these are five icons representing different hardware and cloud options: FortiGate Hardware, FortiADC Virtual Machine, FortiWeb Cloud - Private, FortiWeb Cloud - Public, and FortiClient EMS On-Prem.

Configuration options include:

- NUMBERS OF VMS ***: A dropdown menu set to 1.
- CPU SIZE ***: A dropdown menu set to 1.
- FORTIGUARD SERVICES**: A list of services with checkboxes, all of which are checked: Intrusion Prevention, Advanced Malware, Security Rating, DLP, AI Based Inline Sandbox, and Web, DNS & Video Filtering.
- CLOUD SERVICES**: A list of services with checkboxes, where FortiAnalyzer Cloud with SOCaaS is checked, and FortiGate Cloud, SD-WAN Underlay, and FortiAnalyzer Cloud are unchecked.

On the right side, a **POINTS CONSUMPTION** table shows the following values:

	POINTS CONSUMPTION
DAILY:	5.45
MONTHLY:	165.77
YEARLY:	1989.25











At the bottom right, there is a blue button labeled **Add To BOM**.



ZTNA

- Easily evolve your FWaaS or SD-WAN into ZTNA
- Manage the number of users as far as they grow
- Increase / Decrease capacity quickly
- Pay only users needed (per day)

Target Market: **upsell to SD-WAN customers**

 FortiGate Virtual Machine - Service Bundle	 FortiGate Virtual Machine - A La Carte Services	 FortiWeb Virtual Machine - Service Bundle	 FortiManager Virtual Machine	 FortiAnalyzer Virtual Machine
 FortiGate Hardware	 FortiADC Virtual Machine	 FortiWeb Cloud - Private	 FortiWeb Cloud - Public	 FortiClient EMS On-Prem

ZTNA/VPN (NUMBER OF ENDPOINTS)

EPP/APT+ZTNA/VPN (NUMBER OF ENDPOINTS)

CHROMEBOOK (NUMBER OF ENDPOINTS)

SUPPORT SERVICE

☒ FortiCare Premium

☐ Forticare Best Practice

POINTS CONSUMPTION

DAILY:	0.85
MONTHLY:	25.85
YEARLY:	310.25

[Add To BOM](#)



Reporting as a service - Example

- Reporting as a Service
 - Log Management
 - Customized Dashboard and Reports
 - Log Analysis Consulting
 - Incident Investigation and Threat Hunting
 - Compliance Monitoring and Reporting
- Start with the minimum license and grow with your customer base (per day)
- Use one single template and sell it to multiple customers
- Pay just what is needed for your service to work

Target Market: **Upsell to existing Managed FW and or SD-WAN**

The screenshot displays the Fortinet BOM configuration interface for 'Reporting as a Service'. At the top, there is a grid of ten service options. The 'FortiAnalyzer Virtual Machine' option is highlighted with a blue border and a pie chart icon. Below the grid, there are four configuration sections: 'NUMBERS OF VMS' with a dropdown set to 1, 'DAILY STORAGE (GB)' with a dropdown set to 5, 'NUMBER OF ADOMS' with a dropdown set to 1, and 'SUPPORT SERVICE' with a radio button selected for 'FortiCare Premium'. To the right of these sections is a 'POINTS CONSUMPTION' table showing daily, monthly, and yearly costs. At the bottom right, there is a blue button labeled 'Add To BOM'.

POINTS CONSUMPTION	
DAILY:	4.27
MONTHLY:	129.88
YEARLY:	1558.55

[Add To BOM](#)



Security Devices Management as a service - Example

Security Device Management

- Policy Definition and Enforcement
- Configuration and Changes
- Device Audit/Compliance
- Backup and Restore
- Firmware and patch management
- Start with the minimum license and grow with your customer base (per day)
- Only 3 major version supported per FMNG
- Use only what you need
- Increase / Decrease capacity in seconds

Target Market: **SOC customers' costs optimization**

The interface displays a grid of service options for Security Device Management as a Service. The options are:

- FortiGate Virtual Machine - Service Bundle
- FortiGate Virtual Machine - A La Carte Services
- FortiWeb Virtual Machine - Service Bundle
- FortiManager Virtual Machine** (highlighted)
- FortiAnalyzer Virtual Machine
- FortiGate Hardware
- FortiADC Virtual Machine
- FortiWeb Cloud - Private
- FortiWeb Cloud - Public
- FortiClient EMS On-Prem

Configuration fields:

- NUMBERS OF VMS *: 1
- MANAGED DEVICES *: 1
- ADOMS NUMBER: 1

POINTS CONSUMPTION summary:

DAILY:	0.93
MONTHLY:	28.29
YEARLY:	339.45

[Add To BOM](#)



FortiEDR

- Pay only the Endpoints that are actually protected

FortiWeb Cloud - Public

FortiClient EMS On-Prem

FortiClient EMS Cloud

FortiEDR MSSP

FortiSASE

NUMBER OF ENDPOINTS *

455

SERVICE PACKAGE *

Discover/Detect/Respond

POINTS CONSUMPTION

DAILY: 39.13

MONTHLY: 1190.20

YEARLY: 14282.45

Add To BOM


Target Market: **Everywhere**




FortiSASE

Pay only the licenses you use


<




FortiWeb Cloud - Public




FortiClient EMS On-Prem



FortiClient EMS Cloud



FortiEDR MSSP



FortiSASE

>

NUMBER OF USERS *

50

SERVICE PACKAGE *

Standard Service

BANDWIDTH (MBPS)

25

DEDICATED IPS

4

POINTS CONSUMPTION

DAILY: 28.92

MONTHLY: 879.65

YEARLY: 10555.80

Add To BOM

Target Market: upsell to existing
Managed FW or **SD-WAN**

