

WHY SHOULD YOU ADOPT A CLOUD BUSINESS MODEL

Limitless benefits to becoming a Cloud partner!

- 1** Be authorized to resell PAYG via marketplace AND be eligible for Fortinet leads in the process!
- 2** Get Integrator AND Cloud benefits
- 3** Get discounts on Fortinet 's products (software 15% T&C available here) including PAYG discounts and on-off discounts via marketplace

FULL DETAILS AVAILABLE HERE

- 4** Additional discounts for all deals registered on the platform and get an additional 3 % discount when selling through Exclusive Networks!

LEARN MORE ABOUT IT ALL HERE

Limitless benefits to becoming a Cloud partner!

End to end partner support

From configuring customer solutions to providing post sale implementation and support

2:1 technical resource

We align two technical engineers to each sales person to support solution design, configuration, demos and staging

Omnichannel consumption / Subscription available

We offer a broad range of payment models – from traditional procurement, finance, leasing and subscriptions

LEARN MORE ABOUT X-OD HERE

Global reach

Our Global Services Operations (GSO) team can provide logistics and professional services to over 150 countries worldwide. They can support local campaigns, support customer meetings, provide services, sales training and more!



fortinet security fabric