

HOW TO ENROLL IN THE FORTINET ENGAGE PARTNER PROGRAM AND ADOPT A CLOUD BUSINESS MODEL?

When enrolling with Fortinet, you need to choose a path for your organization. To do so, please follow the instructions below:

- 1 Select a distributor or preferred marketplace**
Choose your country and find an authorized distributor.
- 2 Mark your expertise**
Choose up to Three industries in which you have an existing customer base and industry relevant experience.
- 3 Start with **CLOUD SECURITY****
Add more if you have experience with them, or if you are planning to extend your business.
- 4 Get benefits with **CLOUD Business Model****
As a cloud partner, you have only engagement level 3, versus the default 4.
- 5 Start as a **SELECT partner****
If you have proven cloud experience you can start the engagement on a more mature level.

Company Profile Information

*Preferred Distributor <input type="text"/>	Current Security Products Offered <input type="text" value="Select all that apply"/>
*Percent of Security in Current Offering <input type="text" value="- Select One -"/>	*Focus Industry <input type="text" value="Select all that apply"/>
*Typical Customer Segment <input type="text" value="Select all that apply"/>	*What Solutions do you sell (or are you interested to sell)? <input type="text" value="Select all that apply"/>
Do You Have a Customer with a Budgeted Project? <input type="checkbox"/> Yes	Total Number Employees <input type="text" value="- Select One -"/>
*Number of Sales Reps <input type="text" value="- Select One -"/>	*Number of Technical Engineers <input type="text" value="- Select One -"/>
*Application Submitted By <input type="text"/>	





*** Select your Business Model**

Select you Business Model(s) (any that apply) below. Each Business Model represents a distinct program with Fortinet, to learn more about the requirements and benefits of each, [click here to download guide](#)

Integrator
Integrators are primarily resellers purchase Fortinet product from distributors and resell them to end-users

MSSP
MSSPs purchase Fortinet products primarily from Distributors and sell their services on top of those products. Products are expected to be auto-registered to the MSSP.

Cloud
Cloud Partners have an established contract with at least one of the cloud marketplace providers listed below. You will need to provide a link to the CSPP documentation.





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