

infinite

CLOUD BUSINESS MODEL BENEFITS

DRIVE GROWTH THROUGH THE CLOUD MODEL

HELP YOUR CUSTOMERS SECURE THEIR CLOUD
Or hybrid infrastructure and enrol as a Fortinet Cloud Partner.



ACCELERATED BY THE PANDEMIC, **CLOUD ADOPTION HAS INCREASED RAPIDLY** IN RECENT YEARS. WITH THE SHIFT TO REMOTE WORKING, BUSINESSES NEEDED THE CLOUD-BASED INFRASTRUCTURE AND SERVICES TO SUPPORT THEIR REMOTE WORKFORCE.

HOWEVER, CLOUD ENVIRONMENTS BRING WITH THEM NEW CHALLENGES FOR BUSINESSES TO OVERCOME AS THE TRADITIONAL SECURITY APPROACH IS NOT AS EFFECTIVE IN THE CLOUD.

INCREASE YOUR PROFITABILITY

DEAL REGISTRATION

VIP PROGRAM

FORTIREWARD

UP TO +6%

Additional Discount on top of the recommended one.

GRANTS UP TO 4%

Back-End rebate on target achievement.

QUARTERLY INCENTIVE PROGRAM

To reward sales and Fortinet knowledge acquisition.

BE MORE PRODUCTIVE

FORTIDEMO

LICENSES

MARKETING

ONLINE DEMO PLATFORM

For you to demonstrate the Fortinet Fabric in action. Free 60 days trail.

FREE & DISCOUNTED

Subscriptions, products and service licenses

COOP AND MARKETING RESOURCES

To build and fund your marketing activities

ACCELERATORS

DEAL REGISTRATION ACCELERATOR (FY22)

REGISTER YOUR CLOUD DEALS THROUGHOUT FY22 AND CAPITALIZE ON **GREATER DISCOUNTS**

+6% DISCOUNT FOR YOUR REGISTERED CLOUD OPPORTUNITIES (MINIMUM 50% CLOUD AMOUNT)

ACCELERATE YOUR CLOUD GROWTH WITH THE CLOUD BUSINESS MODEL

FOR ANY **PUBLIC OR PRIVATE** CLOUD PRODUCT

ACCELERATED PARTNER PROGRAMME UPGRADE

GREATER DISCOUNTS AND INCENTIVES WITH AN ACCELERATED PARTNER PROGRAMME UPGRADE AND GROW YOUR CLOUD BUSINESS WITH FORTINET

ADVOCATE PARTNERS CAN UPGRADE TO SELECT A 6 MONTH GRACE PERIOD TO COMPLETE THE REQUIRED NSE TRAINING AVAILABLE FOR COMPLIANT ADVOCATE CLOUD PARTNERS

CLOUD PRODUCTIVITY KITS WITH 80% DISCOUNT

ELIGIBILITY

SOLUTIONS

RIGHTS

Cloud Starter Kit

Fully compliant Select, (Level of Engagement) Cloud (Business Model) partner

Pre-selected SKU pack of FortiGate, FortiManager, FortiAnalyzer, FortiWeb, FortiMail and FortiCASB

*Eligible Cloud partners can purchase one Cloud Productivity Kit (renewable).

Learn more about Cloud Kits

Cloud Enterprise Kit

Fully compliant Advanced & Expert (Level of Engagement) Cloud (Business Model) partner

Pre-selected SKU pack of FortiGate, FortiManager, FortiAnalyzer, FortiWeb, FortiMail and FortiCASB, FortiSandbox

*Access specific products for Internal and Lab equipment.