FORTIFLEX MSSP PROGRAM

Flexible on-demand consumption for agile multi-cloud environments

ENDPOINT
LICENSES

VM
LICENSES

POSTPAY

012368

HARDWARE
SERVICES

Q2/2023

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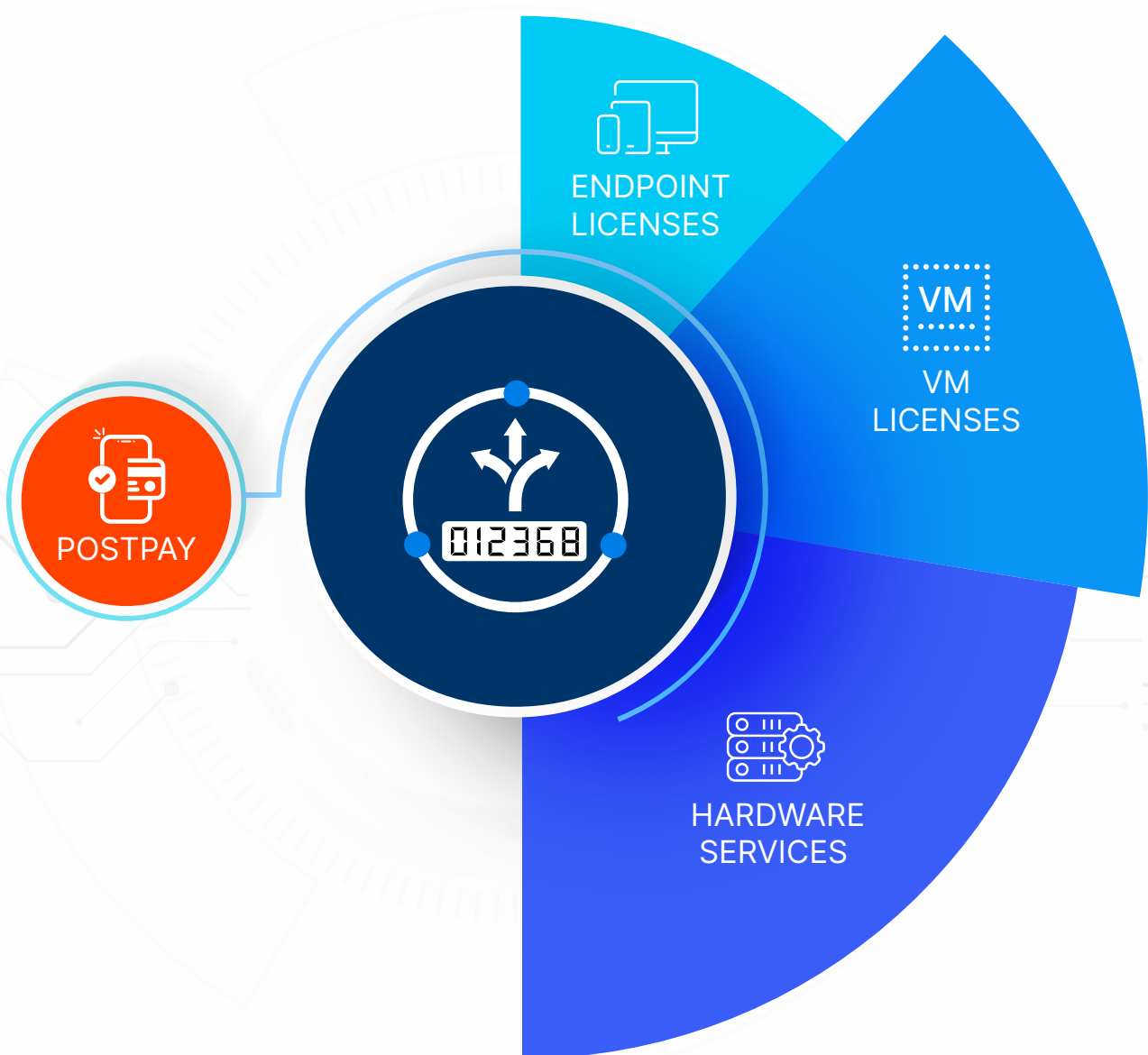
Available in

Hosted

Key Benefits

Flexibility

Create as many license entitlements as you need for various supported products. Increase and decrease capacity and services as you go without any procurement hassles.

Simplify Operation

Centralize administration and visibility of all licenses entitlements with automated and custom reports.

Cost Control

Single payment for broad choice of products, thus avoiding multiple procurement cycles. Entitlements are charged daily and can be stopped any time.

Automation

Automate the whole License Life-Cycle Management with rich API support.

Cloud Agnostic

FortiFlex can be used for any type of cloud. Supported virtual security appliance instances running on either Private or Public clouds can be licensed by FortiFlex (BYOL instances).

Why FortiFlex?

MSSPs are constantly challenged by the need to select the right sizing for virtual machines, hardware devices and security services, as well as to keep a secure CI/CD posture. The use of classical perpetual/subscription licensing scheme creates a sizing black hole, which can lead to over-provisioning waste or even worse under-provisioning, which increases the risk of exposure. The FortiFlex program (formerly Flex-VM) enables MSSPs to eliminate sizing issues and overspending, address CI/CD compliance with powerful API integration, and benefit from a predictable OpEx model. It is a new consumption model that brings on-demand usage and pay-for-usage charging through BYOL licensing for virtual appliances, security services and cloud-based management services.
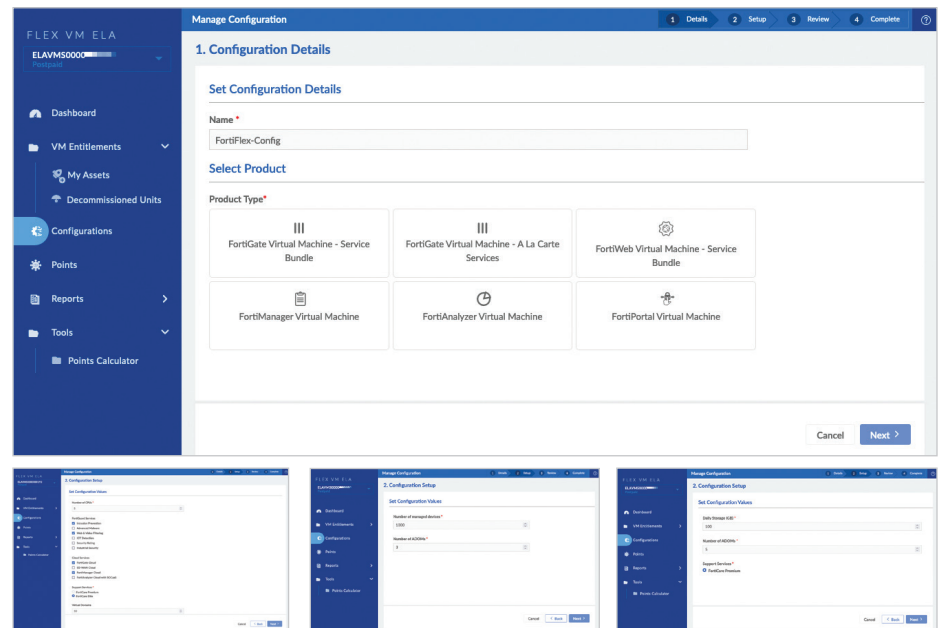

What is FortiFlex MSSP?

FortiFlex MSSP is a Postpaid consumption service that requires monthly payment. It is available to MSSP partners only and can be used to configure and manage a variate of Fortinet security services, from virtual machines to Hardware devices. Each entitlement contains a base capacity and one or more services. For virtual machines, Subscribers can create multiple sets of a single VM entitlement that corresponds to a licensed virtual machine and for hardware devices, each entitlement can be attached to a registered Serial Number.

The Subscription license gives customers access to security and support capacities for on-demand usage. Customers can create entitlements as described above and the usage of these devices and entitlements results in charges in terms of consumption credits.

FortiFlex Onboarding Workflow

FortiFlex Onboarding — 1

FortiFlex Access — 2

Entitlement Consumption — 3

Renewals — 4
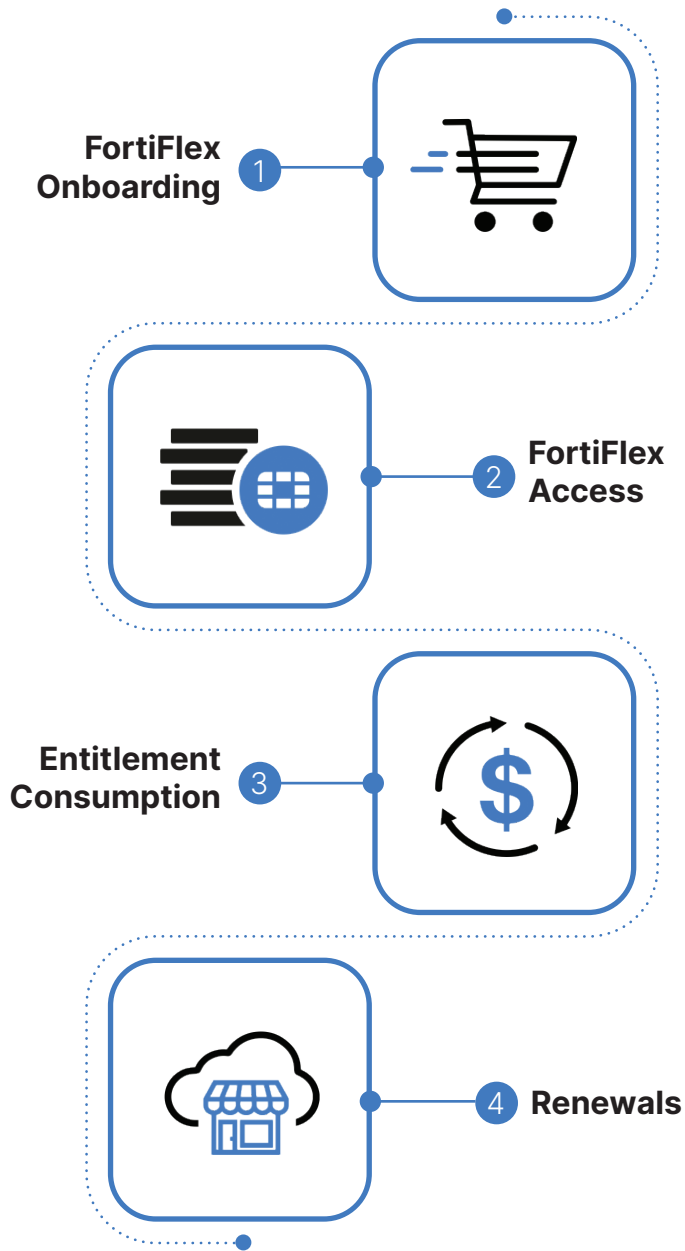
1	Business case is submitted for partner qualification
	Qualified partners purchase FortiFlex Program SKU
2	For activation, partners register FortiFlex Program contract in FortiCare
3	From within FortiFlex system, partners create license entitlements for supported products
	Entitlements are charged daily, and billed monthly
4	Renewing the program, automatically renews all active entitlements

SECURITY PRODUCTS & SERIVES

- FortiGate Virtual Firewall, VDOMs
- FortiWeb Virtual Web App Firewall
- FortiCare Support (Premium, Elite)
- Advanced Application Security Services
- FortiGuard Security Services (A la Carte, Bundle)

MANAGEMENT PRODUCT & SERVICES

- FortiAnalyzer-VM
- FortiManager-VM
- FortiPortal-VM
- FortiAnalyzer Cloud with SOCaas
- FortiManager Cloud
- FortiGate Cloud
- SDWAN Cloud

FORTIFLEX SERVICES

- FortiFlex Portal
- FortiFlex API / Automation

Service Catalogue

The following shows a summary of Fortinet product offerings frequently selected by these use cases. The individual Data Sheets for each product contain more details. You can find them under https://www. fortinet.com/resources/datasheets.

✓ **AVAILABLE NOW**

FortiGate VM - Services Bundle

Bundles	Enterprise	UTP	ATP	FortiCare Premium
FortiCare	24×7	24×7	24×7	24×7
FortiGuard App Control Service	✓	✓	✓	✓
FortiGuard IPS Service	✓	✓	✓	
FortiGuard Advanced Malware Protection (AMP) — Antivirus, Mobile Malware, Botnet, CDR, Virus Outbreak Protection, and FortiSandbox Cloud Service	✓	✓	✓	
FortiGuard Web and Video Filtering Service	✓	✓		
FortiGuard Antispam Service	✓	✓		
FortiGuard Security Rating Service	✓			
FortiGuard IoT Detection Service	✓			
FortiGuard Industrial Service	✓			
FortiConverter Service	✓			

▌▌▌ FortiGate VM - A La Carte Services

Service Type	Services	
FortiGuard Services	Intrusion Prevention	Advanced Malware
	Web & Video Filtering	IOT Detection
	Security Rating	Industrial Security
Cloud Services	FortiGate Cloud	SD-WAN Cloud
	FortiManager Cloud	FortiAnalyzer Cloud with SOCaaS
Support Services	FortiCare Premium	FortiCare Elite

⚙ FortiWeb VM - Service Bundle

Service type	Advanced Bundle	Standard Bundle
24 × 7 FortiCare plus AV	✓	✓
FortiWeb Security Service	✓	✓
IP Reputation	✓	✓
FortiWeb Cloud Sandbox	✓	
Crential Stuffing Defense Service	✓	
Threat Analysis	✓	

📋 FortiManager VM

Service type	Included in bundle
FortiCare Premium support	✓
FortiCare Best Practice Service	✓

FortiAnalyzer VM

Service type	Included in bundle
FortiCare Premium support	✓
FortiGuard IOC (Indicators Of Compromise)	✓
Security Automation Service	✓
FortiGuard Outbreak Detection Service	✓

FortiPortal VM

Service type	Included in bundle
FortiCare Premium support	✓

COMING SOON

FortiClient EMS	**FortiGuard Services:** VPN/ZTNA, EPP/APT and Chrome Book
FortiADC-VM	**FortiGuard Bundles:** Standard and Advanced
	Support Services: FortiCare Premium
FortiGate Hardware (F-Series)	**FortiGuard Bundles:** ATP, UTP and Enterprise
	Support Services: FortiCare Premium and FortiCare Elite
FortiWeb Cloud	Throughput capacity and Applications
FortiSASE	FortiTrust Per User Bands

Sizing

For sizing, a Calculator tool is publicly available at https://fndn.fortinet.net/index.php?/tools/flexvm/
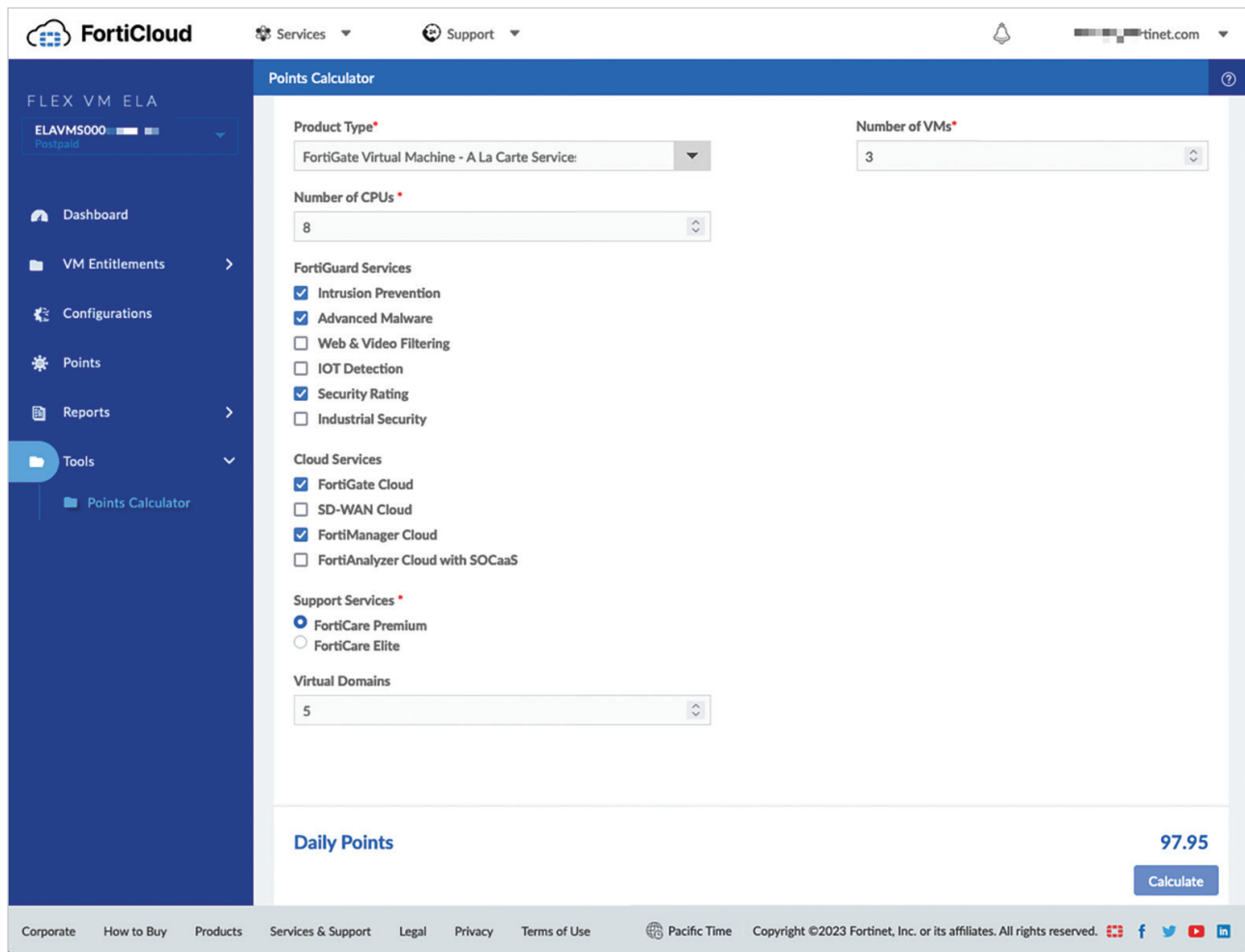
Order Information

FortiFlex	Program	SKU	YoY Rollover (Unconsumed Credits)
Postpaid - MSSP	Program	**FC-10-ELAVS-221-02-DD** (DD= 12 or 36 or 60 months)	NA
	Monthly Billing	**FCB-ELAVM-01**	NA

Minimal Consumption: Yearly consumption of **50K** Credits, where 1 Consumption Credit = USD 1.20 (List Price)

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

Enrolment: To access the FortiFlex MSSP Program, contact a Fortinet Sales representative.

The Fortinet Security Fabric

The Fortinet Security Fabric is at the heart of the Fortinet security strategy. It is a platform organically built around a common operating system and management framework to enable broad visibility, seamless integration and interoperability between critical security elements, and granular control and automation.

Broad

visibility and protection of the entire digital attack surface to better manage risk.
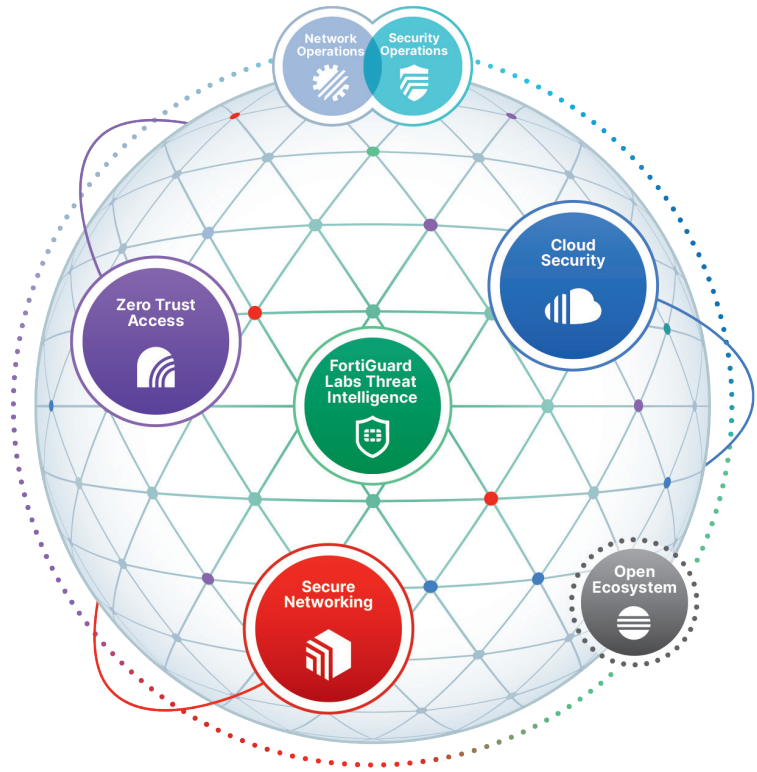
Integrated

solution that reduces management complexity and shares threat intelligence.

Automated

self-healing networks with AI-driven security for fast and efficient operations.

Learn more at **fortinet.com/securityfabric**

Broad Portfolio of Solutions to Protect Your Digital Attack Surface

Zero Trust Access
- ZTNA Agent
- Authentication
- MFA/Token
- SASE

Secure Networking
- Network Firewall
- SD-WAN
- SD-Branch
- Web Proxy
- Wi-Fi
- Switching
- 5G/LTE
- Network Access Control
- And More...

Cloud Security
- Cloud-Native Protection
- DevSecOps
- Cloud Firewall
- SD-WAN for Multi-cloud
- WAF
- Email Security
- ADC/GSLB
- Anti-DDOS
- CASB

Network Operations
- Network Management
- Network Orchestration
- Network Monitoring
- Cloud Management
- Digital Experienc Monitoring

Security Operations
- Endpoint (EDR/XDR)
- Automation: SIEM/SOAR
- Managed SOC & MDR
- DRPS, EASM
- Deception

Open Ecosystem
- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 490+ Open Ecosystem
- Integrations

Visit **Fortinet.com** for more details.