Get ready to reap the rewards

Are you making the most of your renewal opportunities?

Renewing your Fortinet business on time is crucial. From protecting your initial investment to widening your footprint, there are so many benefits to making the most of the renewal opportunity to grow your business!

At Exclusive Networks, we make it EASY for you to grow your Fortinet business and expand your footprint with your Fortinet customers!

Use our checklist to make the most of your renewals

1. GET READY!
Use our checklist and get the information ready to request a quote

2. STEADY!
Consider the renewal opportunity and use the checklist to consider Trade Up or Upsell options.

3. GO!
Use the tools available to build your quote

CONTACT US	RENEWAL HUB	TRADE UP HUB

Protect:

- Protects your initial investment
- Maintains robust security levels
- Protect against threat landscape
- Avoid costly data breaches
- Reduce the chance of recurring attack
- Reduce average time to identify a breach

Expand:

- Opportunity to expand your account footprint
- Allows you to re-engage with the customer
- Delivers recurring and predictable spend
- Trade ups offer more innovation to your customer
- Provides a threat assessment opportunity
- Builds trust with the customer

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Renewals checklist

Get your data ready before requesting a quote

- [ ] Who is the end user?
- [ ] What are the serial numbers?
- [ ] What is the term... 1, 3, 5 years or co-term?

Could the Trade Up Program Help?

- [ ] Are any of the products / serial numbers going end of life?
- [ ] Have the end user's requirements changed where trading up could help?

Is the renewal value over £10k?

- [ ] Would a multi-year option be of interest?

Is there an opportunity for upsell?

- [ ] Have the customer's requirements changed?
- [ ] Have you revisited the customer to see if there are any opportunities to upgrade their solution or introduce other products from the Fortinet solution?
- [ ] Have you considered running a CTAP to suggest upgrades or additional solutions?
- [ ] Has the customer expanded their workforce? BYOD? Remote working
- [ ] Are there any new members of the IT team managing the solution who need training?
- [ ] What about cyber essentials/basic security training for all employees?
- [ ] Would you like to consult with our presales team to investigate upsell opportunities?

Is budget likely to be an issue?

- [ ] Would a finance and leasing agreement help?
- [ ] Is there an opportunity to discuss the X-OD subscription model?`

Or CONTACT US

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