

UNDERSTANDING FORTIREWARDS

PROGRAM OVERVIEW

An incentive program for Partners to earn \$\$ on your deals, the FortiRewards Program enables you to earn points for approved Fortinet activities.

The FortiRewards program is integrated into the Fortinet Partner Portal and tied directly to your Fortinet Portal User ID. The platform includes system upgrades and a claiming process designed to improve accuracy and expedite claim submissions.

Incentives are updated each quarter with a different focus. Points are awarded and available online in an XTRM account for purchases.

HOW TO REGISTER

Where do I find FortiRewards?

Sign in to the Fortinet partner portal.

Click on the Sales/Marketing tab and then

Select FortiRewards from the drop down menu

Sign up for FortiRewards on behalf of the company

MANAGE OPPORTUNITIES • ENGAGE PARTNER PROGRAM • PRODUCTS/SOLUTIONS • **SALES/MARKETING** • TECHNICAL TRAINING ASSETS

FortiRewards

Please select Rain IT's FortiRewards Participation Preference below
Once you select your participation Preference, future changes will need to be made by contacting you CAM (Thomas Fredericksen)

Please note, individuals within Rain IT will be able to sign up for FortiRewards, however, until you, the Primary Member on the account, enroll your company by selecting a Participation Preference below, [their points will not be redeemable](#)

I would like to enroll my company to participate in FortiRewards

Please read and agree to the FortiRewards Account Participation Terms and Conditions document to enroll your organization Rain IT in Fortinet's FortiRewards program.

the FortiPartner or anyone else.

14. Fortinet reserves the right, in its sole discretion, to cancel or modify this Program at any time without prior written notice to the FortiPartner Qualified Employee, a FortiPartner or anyone else.

15. Fortinet, FortiPartner, FortiPartner's Qualified Employees, and any other FortiPartner's employees shall not provide any form of consideration, whether monetary or otherwise, to any other entity or end-customer in exchange for the entity or end-customer purchasing Fortinet products or services or to maintain current business.

16. FortiPartner represents and warrants that FortiPartner, FortiPartner's Qualified Employees and any other FortiPartner's employees, are in no way affiliated with the government or with any government entity or affiliate or Government Official.

17. FortiPartner and FortiPartner's Qualified Employees must maintain strict confidentiality about the terms of this Agreement and its participation therein, and FortiPartner shall ensure that it and its Qualified Employees shall use any Fortinet confidential information only for the purposes for which it was disclosed and shall not disclose any confidential information to third parties.

18. By accepting the terms and conditions herein, FortiPartner and the Qualified Employee represent and warrant that participation in this program complies with FortiPartner's company policies, and that FortiPartner and each Qualified Employee are not Government Officials as defined herein.

19. FortiPartner shall promptly notify Fortinet Legal in writing of any breach of this Agreement and shall indemnify Fortinet in full for any failure by FortiPartner or any of its employees or representatives to abide in full by the terms and conditions set forth herein.

20. FortiPartner agrees that this Agreement shall be governed by the laws of the State of California, without regards to the choice of laws provisions thereof and FortiPartner hereby agrees that any dispute related to this Agreement shall be resolved in Santa Clara County, California, USA, and FortiPartner hereby consents to personal jurisdiction in Santa Clara County, California, USA.

[Download the FortiRewards Terms and Conditions Agreement](#)

I accept FortiRewards Account Participation Terms and Conditions

Please select your organization's FortiRewards Payment Preference. Please note, payments on eligible points are made on a quarterly basis.

Individual Pay: Using a third party payment processor (XTRM), Fortinet will send money directly to the individual with current points for approved claims.

Partner Pay: Using a third party payment processor (XTRM), Fortinet will send money to your company via the Primary Member. The Primary Member (and/or accounting department) is responsible to disburse funds per your company's internal incentive program agreement. Payments will be accompanied with a report of points earned by individuals. We must have contact for Accounts Receivable/Payable to enroll in Partner Pay.

I would like decline company participation in FortiRewards.

SUBMIT

FortiRewards - EMEA Q2-2021 Reseller Partner Rewards

CTAP VM
Earn 1000 points for every CTAP VM completed with a customer

- Limit one reward per end user report.
- Rewards can submit multiple claims for multiple end users.
- CTAP must be completed and claimed by June 30th, 2021.

TRADE UP
Earn 1000 points for any Trade-Up above \$2000

- All partners making a Trade-Up worth at least \$2000 get rewarded 1000 points.
- Invoice date to Enduser must be between April 1st and June 30th, 2021.

SMB BOOSTER
Earn UP TO 7,000 extra points by closing a deal before June 30th, 2021.

- All Advocates and Select partners closing a deal over \$2000 per reward.
- Every \$1,000th deal earns 1000 points (\$100)
- Every \$5,000th deal earns 2500 points (\$250)
- Every \$10,000th deal earns 5000 points (\$500)
- Every \$15,000th deal earns 7500 points (\$750)

Claiming available from April 1st to June 30th, 2021

Points are converted to cash (1 point = \$0.12) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q2 claims can be submitted through the end of Q2 claims submitted in Q2 will fall into next cycle). Funds will be available 4-6 weeks after the Quarterly Redemption Cycle. To access your funds, create an XTRM account = XTRM is Fortinet's global payment processor partner for FortiRewards.

All reward offers are valid from April 1st to June 30th, 2021

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the FortiRewards Program. Q2 claiming available until June 2021.

Not Yet Registered for Rewards?

It's easy. Go to: <https://partnerportal.fortinet.com> to register today!

For more details, contact your Fortinet Sales Team or Email: EMEA_partners@fortinet.com

Sign up for FortiRewards as an individual

MANAGE OPPORTUNITIES + ENGAGE PARTNER PROGRAM + PRODUCTS/SOLUTIONS + SALES/MARKETING + TECHNICAL TRAINING ASSETS



FortiRewards Individual Participation Agreement

Qualified Employee, the FortiPartner or anyone else.

13. Fortinet, FortiPartner, and FortiPartner Qualified Employees, shall not provide any form of consideration, whether monetary or otherwise, to any other entity or end-customer in exchange for the entity or end-customer purchasing Fortinet products or services or maintaining current business.

14. By accepting the terms and conditions herein, you represent and warrant that your participation in this program complies with FortiPartner's company policies.

15. You agree that these Terms and Conditions shall be governed by the laws of the State of California, without regards to the choice of law's provisions thereof and you hereby agree that any dispute related to these Terms and Conditions shall be resolved in Santa Clara County, California, USA, and you hereby consent to personal jurisdiction in Santa Clara County, California, USA.

[Download Individual Participation](#)

I accept the FortiRewards Program Individual Participation Agreement and wish to enroll in the program.

[ENROLL NOW](#)

← Scroll down

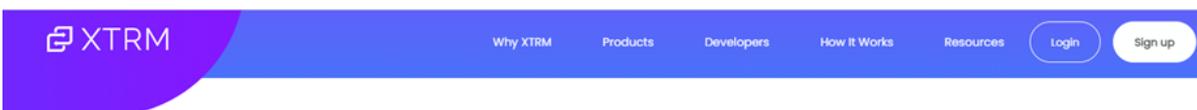
← Accept T&C

← Enroll now

HOW TO CLAIM

SIGN UP TO THE XTRM PLATFORM

The FortiRewards program is integrated into the Fortinet Partner Portal and tied directly to your Fortinet Portal User ID. The platform includes system upgrades and a claiming process designed to improve accuracy and expedite claim submissions.



Registration - select account type

 Personal You want to send and receive personal payments	 Company You want to create and administer a payments account to send or receive payments for your company	 Manager You are an Agency, ISV or a Partner company that manages downstream customers.	 Developer You are a developer and want to start building using our API on our sandbox.
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Which account type do I need?

HOW TO CLAIM

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Welcome back Alex!
 Important FortiRewards Program information on Point Redemption:
 Your company, Rain IT, has selected the individual (My Participation Preference) for FortiRewards.
 If you have further questions, reach out to the FortiRewards team at rain@fortinet.com.
 Download the [FortiRewards Claim](#) currently available for claiming.

FortiRewards Points*
 Totals
 7 point / 0.100
Current Points:
 0
 Lifetime points

START CLAIMING NOW

Close the deal with CTAP SD-WAN **SD-WAN CLOSE THE DEAL CLAIM FORM**

Earn 2000 points for every deal closed following a SD-WAN Cyber Threat Assessment (CTAP).

- Limit one reward per user/report.
- Resellers can submit multiple claims for multiple users/deals closed.
- Deals must be closed no later than September 30th, 2022 and claimed at the latest on September 30th, 2023.
- This SD-WAN program is available to all Select, Advanced, Select and Ad-hoc partners registered under the FortiRewards Program.
- All deals above \$10,000 included with a CTAP.
- CTAP Assessment must have been created in Q2 or Q3.
- Documentation needed: reseller invoice to the End-user and CTAP report with customer name.

Become Select, and multiply your revenue by 7 **BECOME SELECT CLAIM FORM**

Earn 1000 points by becoming select before September 30th.

- By becoming Select partners, SD-WAN Ad-hoc partners multiplied their revenue by 7 in 2019.
- Ad-hoc partners that are promoted to Select during Q2 and Q3 receive \$100.
- Ad-hoc partners must meet the US requirements for Select level.
- Promotion from Ad-hoc to Select must take place during Q2 or Q3 2022.
- Documentation needed: 100% certificate.

Add A Business Model To Your Engage Partner Profile **ADD BUSINESS MODEL FORM**

Earn 1000 points by adding business models before September 30th.

- All Select partners and above adding 1 or 2 business models to their company can claim.
- Spread your market reach and revenue thanks to the Engage partner Program.
- Earn up to 2025 to add business models to your company profile.
- All Select partners and above adding 1 or 2 business models to their company can claim.
- 1000 per business model.
- Partner company must have placed a 2025 minimum order value in previous quarter.
- 1 claim only per partner company per country.
- Primary member (M1) can claim the reward.
- Documentation needed: None.

FortiEDR **FORTINET CLAIM FORM**

- Earn UP TO 1000 points by adding closing a FortiEDR deal before September 30th.
- All partners closing a FortiEDR deal get rewarded:
 - From 1,000 to 2,000 users, earn 2000 points.
 - 3,000+, earn 1000 points. Each FortiEDR claim requires a minimum of 1,000 users to qualify.
- Approved Deal Registration and Invoice date must be between May 23 and December 31, 2022.
- Claims must include a valid Deal Registration ID, End-user Company name and Invoice.
- Documentation needed: End-user Invoice and Deal registration ID.

[View Your Claim Activity Details](#)

Click here to upload document

Upload evidence for qualifying deals

- Invoice to customer
- CTAP report with customer name
- Invoice showing Trade-up ID

XTRM WALLET TRANSFER OPTIONS



Standard Bank Transfer - EFT (Electronic Fund Transfer such as ACH, Wire, SEPA)



Pre-paid Virtual or Plastic Visa - Online Instant Transfer



Reward Link - Link where recipient can choose whichever card they want



Digital Gift Cards - 500+ Global Gift Cards

FORTIREWARDS FREQUENTLY ASKED QUESTIONS

GETTING STARTED

What is the best way to sign up for the FortiRewards Program?

To ensure the best partner experience with the program, we require the Primary Member on the account enroll the FortiPartner in the program by selecting the company-wide Participation Preference for the organization via the [Account Profile](#) page.

Once your organization has agreed to participate, individuals can opt-in to the program via the Promotions page.

What incentives are included in the new program?

Check the Promotions page in the portal for a list of current incentives being offered and their point values.

How do I submit a claim for a reward?

Once your organization has opted the company in to participate, and you have enrolled as an individual, you can submit a claim for a current incentives on the Promotions page.

PARTICIPATION DETAILS

Is the FortiRewards program available to all partners?

Most partners are eligible to participate in and accrue points in the new FortiRewards program. Some partners, because of their specific policies, will not be eligible to participate (i.e. Distributors, partners who do not allow their company to participate, etc).

How can my company participate in FortiRewards?

The new program includes several participation options which vary based on region and country:

- **Partner Pay:** Fortinet pays partner company through our payments processor (XTRM) and provides activity details for qualifying points earned by participating individuals
- **Individual Pay:** Individual receives payment from our third party payments processor (XTRM) for qualifying points
- **Decline Participation:** Partner declines company participation, employees will not have access to the FortiRewards program

To select a company-wide FortiRewards Participation Preference, the Primary Member on the account must visit the [Account Profile page on the portal](#).

How do I find the Primary Member on my Account?

If you do not know who the Primary Member is on your account login to the [Partner Portal](#) and visit the [Account Profile](#) page.

How do I change/update the Primary Member on my Account?

Please email emea_partners@fortinet.com with your account name and details of your change request.

How do I change my company's FortiRewards Participation Preference once selected?

Please email to emea_partners@fortinet.com with your account name and details of your change request.

FORTIREWARDS FREQUENTLY ASKED QUESTIONS

POINT REDEMPTION

How much is a FortiRewards point worth?

As a general rule, point value is set in region, or in country. Please check the Promotions Page in the partner portal, or contact your local CAM. Points have no value unless they are eligible for redemption during the redemption cycle.

What are the point redemption thresholds?

Points are only redeemed during the Quarterly Redemption Cycle, and only after two eligibility requirements have been met:

- 1) Primary Member on the account has opted the company into the program
- 2) Points threshold has been met. Point thresholds can vary by region and country.

How do I redeem points?

Points are accrued throughout the quarter, and if the above eligibility requirements have been met on the last day of the quarter, earned reward points can be used to redeem monetary value such as gift cards or cash incentives via our Third Party Settlement Organization partner, XTRM. This occurs at the end of each quarter, during the quarterly redemption cycle.

My company-wide Participation Preference is Individual Pay. How do I get paid?

If the Primary Member on your partner Account selected “Individual Pay” as the company-wide FortiRewards Participation Preference and you have earned more than the required number of points for payment. Your points will be converted and available to redeem monetary value items such as gift cards or cash. You will receive an email when your funds are available. To access the funds, you will need to create an account on our payment processor’s website ([XTRM](#)).

Funds will be available approximately 4-6 weeks after the end of the quarter.

My company-wide Participation Preference is Partner Pay. How do I get paid?

If the Primary Member on your Account enrolled in the program by selecting “Partner Pay” as the company-wide FortiRewards Participation Preference, Fortinet will pay your company through our third partner payment processor (XTRM). The payment will be accompanied with a report of points earned by individuals. If applicable and/or available in your country or company, funds will be disbursed according incentive program guidelines established locally.

What happens to my points if the point threshold is not met?

If you or your company do not meet the point threshold for the quarter, points will rollover to the next quarter. Points that do not become eligible for redemption will expire 2 years after the date they were earned.

What is the difference between Current Points and Lifetime Points in the dashboard?

Current Points shows points eligible for the current quarter’s redemption cycle. If points have met the quarterly redemption threshold and are redeemed, they are removed from Current Points but remain in Lifetime Points.

Lifetime Points reflect the points you have earned over the duration of the program.

If I leave my company, how do I redeem available points?

You must be employed by your company during the quarterly redemption cycle to be eligible for point redemption. When you leave your company, you are no longer eligible to earn or redeem points. However, if your company participated via Individual Pay, any funding that has already been added to your account on our payment processor site is still available.

FORTIREWARDS FREQUENTLY ASKED QUESTIONS

POINT REDEMPTION, continued

If I receive FortiRewards payouts individually, am I responsible for taxes?

FortiRewards payouts are considered income and participants are required to report their earnings and pay the corresponding taxes. Each year you will receive official tax documentation from our payment processor stating the amount of money you earned that fiscal year.

If I receive a payout from my company, will I be responsible for taxes?

Companies who are participating in FortiRewards via Partner Pay as the company-wide FortiRewards Participation Preference may disburse funds directly to you via your company's incentive disbursement process. This disbursement is between you and your employer and follows your company's incentive program rules. Please check with your company for details.

Additional Questions?

EMEA: Email the EMEA FortiRewards team at emea_partners@fortinet.com



FortiRewards - EMEA

Q2-2021 Reseller Partner Rewards**CTAP VM**

Earn **1000** points for every CTAP VM completed with a customer

- Limit one reward per end user report.
- Resellers can submit multiple claims for multiple end users.
- CTAP must be completed and claimed by June 30th, 2021
- This SPIFF program is available to all Expert, Advanced, Select and Advocate partners registered under the FortiRewards Program.

Documentation needed: CTAP report with customer name

TRADE UP

Earn **1500** points for any trade-up above \$3500

- All partners making a Trade Up worth at least \$3500* get rewarded 1500 points
- Invoice date to End-user must be between April 1st and June 30th, 2021
- Claim must include Trade Up ID and End-User invoice

Documentation needed: Reseller invoice to end-user and Trade-up ID

*End user value

SMB BOOSTER

Earn **UP TO 7500** extra points by closing a deal before June 30th, 2021.

- All Advocate and Select partners closing a deal (min \$2500) get rewarded:
 - **Every \$2,500* deal earns 1000 points (\$100)**
 - **Every \$5,000* deal earns 2500 points (\$250)**
 - **Every \$10,000* deal earns 5000 points (\$500)**
 - **Every \$15,000* deal earns 7500 points (\$750)**
- Invoice date must be between April 1st and June 30th, 2021.
- Claims must include End-User Company name and invoice.

Documentation needed: Reseller invoice to End-user

*End user value

Claiming available from from April 1st to June 30th 2021

Points are converted to cash (1 point = \$0,10) during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q2 claims can be submitted through the end of Q2, claims submitted in Q3 will fall into next cycle).

Funds will be available 4-6 weeks after the Quarterly Redemption Cycle.

To access your funds, create an XTRM account – XTRM is Fortinet's global payment processor partner for FortiRewards.

All reward offers are valid from April 1st to June 30th 2021

Rewards are payable to either Partner company or individuals, depending on how Partner opted into the Fortinet Rewards Program. Q2 claiming available until June 2021.

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For more details, contact your Fortinet Sales Team or Email:

EMEA_partners@fortinet.com