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CLOUD KITS

Introduction & Guide for
Cloud Partners (FY22)

Cloud Kits with 80% discount

SUMMARY

	Cloud Starter Kit	**Cloud Enterprise Kit**
ELIGIBILITY	Fully compliant **Select** (Level of Engagement) **Cloud** (Business Model) partner	Fully compliant **Advanced & Expert** (Level of Engagement) **Cloud** (Business Model) partner
SOLUTIONS	**Pre-selected SKU pack of** FortiGate, FortiManager, FortiAnalyzer, FortiWeb, FortiMail and FortiCASB	**Pre-selected SKU pack of** FortiGate, FortiManager, FortiAnalyzer, FortiWeb, FortiMail and FortiCASB, FortiSandbox
RIGHTS	Eligible Cloud partners can purchase one Cloud Kit per year. **Access specific products for Internal and Lab equipment.**	

Accelerate your cloud growth with Cloud Kit

Goal

To grow Partner's public cloud sales and mitigate the cloud skill gap

Eligible Partners

Fortinet Cloud partners within the EMEA, US, Canada, LATAM and APAC

Program Overview

Fortinet is pleased to offer eligible Fortinet Cloud Partners a Cloud Kit (CK) that provides a curated set of VM licenses and SaaS subscriptions. Partners shall use Cloud Kit specifically in their lab and test environments, protect their organization, and use the solutions to demonstrate features and capabilities to their prospects. The licenses and subscriptions are valid for 12 months

Eligible Products

This program applies to two (2) different Cloud Kits consisting of a pre-defined list of SKUs. Each Cloud Kit also includes an add-on and alternative SKUs to customize the purchase to fit the Partner's needs completely.

What is the recommended Cloud Kit discount

80% off MSRP

Purchase and renewal

Purchase restrictions

A Cloud Partner can purchase one (1) Cloud Starter Kit or one (1) Cloud Enterprise Kit per year, depending on their eligibility level.

- **Cloud Starter Kit** – can be purchased by fully compliant Select (level) Cloud (business model) Partner
- **Cloud Enterprise Kit** – can be purchased by fully compliant Advanced or Expert (level) Cloud (business model) Partner

Renewals

After the initial one (1) year of services, the Cloud Kit can be renewed. The same discount of **80% off MSRP** will apply.

- If the Partner Level of Engagement stays at the original level and the Partner is still compliant, the Cloud Kit licenses are renewable.
- If the Partner was promoted from Select to Advanced/Expert and is compliant, the Partner can upgrade to Enterprise Cloud Kit.
- If the Partner was demoted from Advanced/Expert to Select and is compliant, the Partner can purchase Cloud Starter Kit only.
- If the Partner was demoted from Select to Advocate, they can't renew.

Resell of Cloud Kit

All solutions purchased under the Cloud Kit program **may not be resold** by the Partner.

How to purchase

Contact your **Channel Account Manager** or **Cloud BDM**.

Additional Cloud Kit Program Rules

Fortinet quote

A Cloud Kit order must have an accompanying Fortinet quote. Contact your Channel Account Manager or Cloud Business Development Manager for procurement.

Additional approvals

All Cloud Kit purchase requests that deviate from the "Purchase Restrictions" set forth above will require additional approvals by authorized representatives of Fortinet.

Audit/Additional information

Fortinet reserves the right to audit or request additional information from the Partner to ensure the Partner's compliance with the terms and conditions of the Cloud Kit program.

Cloud Kit purchaser

Purchaser must be an authorized Fortinet Cloud Partner or be authorized in writing by Fortinet to purchase Cloud Kit through the Fortinet channel.

Cloud Kit program participation

Fortinet reserves the right to terminate any Partner from participation in the Cloud Kit program for any reason.

Cloud Kit program T&Cs

Fortinet reserves the right to amend, modify, suspend, cancel or terminate this program at any time without notice.

Solution purchase

Any solution not purchased initially as a Cloud Kit solution may not later be converted into a Cloud Kit solution.

Price

Discounted prices are calculated based upon the Fortinet regional price list applicable to the Partner.

Non-cumulative program

Partners may not combine this program with any other Fortinet offer or promotion.

Orders review

All orders are subject to review and approval by Fortinet.

All sales final

All purchases are final.

CLOUD KIT SKUS

CLOUD STARTER KIT

For Select Level
Cloud Partners

Cloud Starter Kit (Core Offer)

[Classification: CORE]

Product	Product Type	Item	SKU	Qty.
FortiGate VM02S*	SW-SUB	Subscriptions license for FortiGate-VM (2 CPU) with UTP Bundle included.	FC2-10-FGVVS-990-02-12	**1 or 2**
FortiAnalyzer	SW-SUB	FortiAnalyzer-VM Subscription License with 5 GB/Day Central Logging & Analytics. Includes FortiCare Premium support, IOC, SOC subscription, and FortiGuard Outbreak Detection service.	FC1-10-AZVMS-465-01-12	**1**
FortiManager	SW-SUB	FortiManager-VM Subscription License for 10 devices/vdoms managed by FortiManager VM S-series. Includes FortiCare Premium support plus FortiCare Best Practice services included.	FC1-10-FMGVS-448-01-12	**1**
FortiWeb**	SW-SUB	Subscription license for FortiWeb-VM (1 CPU) with Standard bundle included	FC1-10-WBVMS-916-02-12	**1**
FortiMail Cloud***	SaaS	FortiMail Cloud - Gateway FortiMail Cloud Gateway (25 mailboxes)	FC1-10-FECLD-415-02-12	**25**

For Select Cloud partners (Core Offer) must be purchased with all the above-listed items

* Option to order a second unit for FortiGate, also to upgrade to another SKU
** Option to upgrade FortiWeb to another SKU
*** Option to upgrade FortiMail Cloud to another SKU

Cloud Starter Kit: ADD-ON & UPGRADE options

The core offer FortiGate VM02S (2 CPU) is recommended only for beginners. We recommend purchasing a secondary license unless a partner has already acquired a VM02S using a different partner benefit. For more experienced partners, we highly recommend upgrading to FortiGate VM04S (4 CPU) and purchasing a secondary license to make it a HA pair.

[Classification: UPGRADE] FortiGate VM02S to VM04S

Product	Product Type	Item	SKU	Quantity
FortiGate VM04S	SW-SUB	Subscription's license for FortiGate-VM (4 CPU) with UTP Bundle included	FC3-10-FGVVS-990-02-12	**1 or 2**

[Classification: ADD-ON] FortiCASB (You must purchase both SKUs)

Product	Product Type	Item	SKU	Quantity
FortiCASB	SaaS	FortiCASB SaaS Guardian, 100 User SaaS-only License	FC1-10-FCASB-145-02-12	1
FortiCASB	SaaS	FortiCASB Cloud Platform Guardian 100GB, add-on subscription license for malware/sensitive data scan/DLP on public cloud platforms.	FC1-10-FCASB-307-02-12	1

[Classification: UPGRADE] FortiMail Cloud to Office365 API support

Product	Product Type	Item	SKU	Quantity
FortiMail Cloud with O365 API support	SaaS	FortiMail Cloud - Gateway Premium with Office365 API support. Annual Subscription. (25 mailboxes).	FC1-10-FECLD-423-02-12	25

[Classification: UPGRADE] FortiWeb Cloud (You must purchase both SKUs)

Product	Product Type	Item	SKU	Quantity
FortiWeb Cloud	SaaS	FortiWeb Cloud WAF-as-a-Service - 20Mbps average throughput. Select number of sites separately.	FC1-10-WBCLD-654-02-12	1
FortiWeb Cloud	SaaS	FortiWeb Cloud WAF-as-a-Service - Additional 1 web site.	FC1-10-WBCLD-655-02-12	1

Cloud Enterprise Kit (Core Offer)

[Classification: CORE]

Product	Product Type	Item	SKU	Qty.
FortiGate VM04S*	SW-SUB	Subscription license for FortiGate-VM (4 CPU) with UTP Bundle included.	FC3-10-FGVVS-990-02-12	**1 or 2**
FortiAnalyzer	SW-SUB	FortiAnalyzer-VM Subscription License with 5 GB/Day Central Logging & Analytics. Includes FortiCare Premium support, IOC, SOC subscription, and FortiGuard Outbreak Detection service.	FC1-10-AZVMS-465-01-12	**1**
FortiManager	SW-SUB	FortiManager-VM Subscription license for 10 devices/vdoms managed by FortiManager VM S-series. Includes FortiCare Premium support plus FortiCare Best Practice services included.	FC1-10-FMGVS-448-01-12	**1**
FortiWeb**	SW-SUB	Subscription license for FortiWeb-VM (1 CPU) with Standard bundle included.	FC1-10-WBVMS-916-02-12	**1**
FortiMail Cloud**	SaaS	FortiMail Cloud Gateway (25/50/75/100 mailboxes)	FC1-10-FECLD-415-02-12	**25/50/75/100**

For Advanced and Expert Cloud partners (Core Offer) must be purchased with all the above-listed items

* Option to order a second unit for FortiGate, also to upgrade to another SKU
** Option to upgrade FortiWeb to another SKU
*** Option to upgrade FortiMail Cloud to another SKU

Cloud Enterprise Kit – ADD-ON & UPGRADE options (1/2)

We recommend purchasing a secondary license unless a partner has already acquired a VM04S using a different partner benefit. For more experienced partners, we highly recommend upgrading to FortiGate VM08S (8 CPU) and purchasing a secondary license to make it a HA pair.

[Classification: UPGRADE] FortiGate VM04S to 08S

Product	Product Type	Item	SKU	Quantity
FortiGate VM08S	SW-SUB	Subscriptions license for FortiGate-VM (8 CPU) with UTP Bundle included.	FC4-10-FGVVS-990-02-12	1 or 2

[Classification: UPGRADE] FortiWeb VM to FortiWeb Cloud WAFaaS (You must purchase both SKUs)

Product	Product Type	Item	SKU	Quantity
FortiWeb Cloud	SaaS	FortiWeb Cloud WAF-as-a-Service - 20Mbps average throughput. Select number of sites separately.	FC1-10-WBCLD-654-02-12	1
FortiWeb Cloud	SaaS	FortiWeb Cloud WAF-as-a-Service - Additional 1 web site - Annual Subscription.	FC1-10-WBCLD-655-02-12	1

[Classification: ADD-ON] FortiCASB (You must purchase both SKUs)

Product	Product Type	Item	SKU	Quantity
FortiCASB	SaaS	FortiCASB SaaS Guardian, 100 User SaaS-only License.	FC1-10-FCASB-145-02-12	1
FortiCASB	SaaS	FortiCASB Cloud Platform Guardian 100GB, add-on subscription license for malware/sensitive data scan/DLP on public cloud platforms.	FC1-10-FCASB-307-02-12	1

Cloud Enterprise Kit – ADD-ON & UPGRADE options (2/2)

[Classification: UPGRADE] FortiMail Cloud to Office365 API support

Product	Product Type	Item	SKU	Quantity
FortiMail Cloud with O365 API support	SaaS	FortiMail Cloud - Gateway Premium with Office365 API support. (25-100 mailboxes)	FC1-10-FECLD-423-02-12	**25/50/75/100**

[Classification: UPGRADE] FortiMail Cloud to FortiMail VM (choose between A or B options)

Product A	Product Type	Item	SKU	Quantity
FortiMail VM	SW-SUB	Subscription license with Bundle for FortiMail-VM (1 CPU) with Base Bundle included.	FC1-10-FEVVS-646-02-12	**1**

Product B	Product Type	Item	SKU	Quantity
FortiMail ATP Bundle VM	SW-SUB	Subscription license with Bundle for FortiMail-VM (2 CPU) with ATP Bundle included.	FC2-10-FEVVS-647-02-12	**1**

[Classification: ADD-ON] FortiSandbox (both SKUs need to be purchased)

Product	Product Type	Item	SKU	Quantity
FortiSandbox	SW	Sandboxing Virtual Appliance - Upgradable to max 8 VMs. Windows/Office license not included.	FSA-VM00	**1**
FortiSandbox	SW	Expands FSA-VM00 Custom VM capacity by 8. i.e. BYOL	FSA-VM00-UPG-LIC-BYOL	**1**

RECOMMENDED USE CASES & READINESS

Mapping Cloud Kits to Cloud Use Cases

SECURITY	CLOUD USE CASES	SOLUTIONS USED
Platform	1. SaaS visibility and Control	FortiCASB
	2. Cloud Infrastructure Visibility and Control	FortiCWP
	3. Compliance in the Cloud	FortiCWP, FortiSIEM, FortiAnalyzer, FortiManager
	4. Cloud Based Security Management and Analytics	FortiAnalyzer, FortiManager, FortiSIEM
Application	1. Web Application Security	FortiGate, FortiWeb, FortiCloud Sandbox
	2. Container Security	FortiWeb, FortiGate, FortiSandbox
	3. Secure Productivity	FortiMail
Network	1. Secure Hybrid Cloud	FortiGate
	2. Logical (Intent-Based) Segmentation	FortiGate
	3. Secure Remote Access	FortiGate
	4. Managed Firewall/IPS/UTM	FortiGate
	5. Cloud Security Services Hub	FortiGate, FortiMail, FortiSandbox, FortiWeb

Product Readiness

Fortinet NSE Program

The Fortinet Network Security Expert (NSE) program is an eight-level training and certification program that is designed to provide interested technical professionals with an independent validation of their network security skills and experience. The NSE program includes a wide range of self-paced and instructor-led courses, as well as practical, experiential exercises that demonstrate mastery of complex network security concepts.

NSE 4

NSE 4 identifies your ability to configure, install, and manage the day-to-day configuration, monitoring, and operation of a FortiGate device to support specific corporate network security policies.

Ideal for:

Network Security Administrators, Technical Support Engineers and System Engineers

NSE 4 FortiGate In these interactive courses, you will learn how to use FortiGate basic and advanced features.

https://www.fortinet.com/training-certification

Product Readiness

Recommended Technical NSE Certifications for the Cloud Starter/Enterprise Kit

NSE 5

NSE 5 recognizes your ability to implement network security management and analytics using Fortinet security devices. The curriculum is recommended for those who require the expertise to centrally manage, analyze, and report on Fortinet security devices. This designation is recognized when you successfully pass a minimum of any two Fortinet NSE 5 certification exams.

Ideal for:

Network Security Administrators, Technical Support Engineers and System Engineers

NSE 5 FortiAnalyzer You will learn how to configure and deploy FortiAnalyzer, and identify threats and attack patterns through logging, analysis, and reporting.

NSE 5 FortiManager You will learn the fundamentals of using FortiManager for the centralized network administration of many FortiGate devices.

NSE 6

NSE 6 recognizes comprehensive skills with fabric products beyond the firewall. This designation is recognized after you achieve at least four Fortinet Specialist certificates on Fortinet enhanced products, and is recommended for those who are involved in managing and supporting specific Fortinet security products.

Ideal for:

Network Security Administrators, Technical Support Engineers and System Engineers

NSE 6 FortiWeb NSE 6 FortiWeb You will learn how to deploy, configure, and troubleshoot Fortinet's web application firewall: FortiWeb, and you learn the key concepts of web application security.

NSE 6 FortiMail You will learn how to use FortiMail to protect your network from email-borne threats, and you will learn how to integrate with FortiSandbox to detect and block advanced persistent threats.

https://www.fortinet.com/training-certification

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