

- ✓ Best Features
- ✓ Lowest TCO
- ✓ Money In your Pocket

Secure & Earn Promotion

Take advantage of unprecedented Rewards on FortiGates, FortiAPs, FortiSwitches and FortiExtender

Increase Profitability Selling Eligible FortiGates, FortiAPs, FortiSwitches and FortiExtender!

Ideal for your customers in:

- SMB
- Distributed Enterprise
- SD-Branch

Why Fortinet?

Better price/performance helps your customers achieve better ROI

- Integrated NGFW, SD-WAN, Wi-Fi controller in one single appliance without additional product or licenses
- Powered by a patented ASIC delivering the industry's fastest application identification and steering for the best possible user experience.
- Named Network Firewall leader 13 times from Gartner Magic Quadrant

Get Started

Step 1: Find qualifying FortiGate, FortiAP and FortiSwitch opportunities Target Distributed Enterprise, Small Office, Branch and OT, and utilize these selling resources:

- [SMB Sell Sheet](#)
- [Distributed Enterprises Sell Sheet](#)
- [SD-Branch Sell Sheet](#)
- [OT Sell Sheet](#)

Step 2: [Register the Deal](#) to secure your 50% discount.

Step 3: Close the Deal, Claim & Get Paid!

Not enrolled in FortiRewards? Click [here](#) to start earning!

For more information, contact you dedicated Fortinet Channel Account Manager.

Program Details

Program Term:

Program runs October 1
December 31, 2024

Partner eligibility:

US and CAN Fortinet Partners

Product eligibility:

See matrix next page.

- All claims must have at least 5 qualifying products before eligible for reward.
- Partner billings with Fortinet must be \geq \$15,000 by the end of Q4' 2024 to qualify for payout

How to claim:

Opt-in to FortiRewards, and submit claim through portal

Claiming Period:

October 15, 2024 – January 13, 2025

Double Down!

Deal Register and get 50% w/ promo code "FTNTSummer24"

Triple Down!

When your customer buys a 431F they will receive a FREE Thin Edge SASE for the rest of 2024

[Learn More](#)

Secure and Earn Eligible SKUs

Min. number of units per claim is 5

FortiGates FortiReward

FG-40F \$50.00

FG-40F-BDL-950-12 \$50.00

FG-40F-BDL-950-36 \$50.00

FG-40F-BDL-950-60 \$50.00

FG-40F-BDL-809-12 \$50.00

FG-40F-BDL-809-36 \$50.00

FG-40F-BDL-809-60 \$50.00

FG-40F-3G4G \$100.00

FWF-40F-3G4G \$100.00

FG-60F \$65.00

FG-60F-BDL-950-12 \$65.00

FG-60F-BDL-950-36 \$65.00

FG-60F-BDL-809-12 \$65.00

FG-60F-BDL-809-36 \$65.00

FG-60F-BDL-809-60 \$65.00

FortiAPs FortiReward

FAP-231F \$50.00

FAP-U231F \$50.00

FAP-U234F \$50.00

FAP-431F \$50.00

FAP-U431F \$50.00

FAP-U432F \$75.00

FAP-U433F \$50.00

FAP-831F \$100.00

FortiSwitches FortiReward

FS-224D-FPOE \$125.00

FS-224E \$125.00

FS-224E-POE \$125.00

FS-248E-FPOE \$150.00

FS-248E-POE \$150.00

FS-424E-FPOE \$150.00

FS-M426E-FPOE \$175.00

FS-548D-FPOE \$175.00

FortiExtender FortiReward

FEX-311F \$125.00

Secure and Earn Incentive Terms and Conditions

1. Reseller purchases require an eligible product from a Fortinet authorized distributor and the distributor provides an invoice to the reseller
2. This program only applies to qualified products included in the eligible SKU list (previous page)
3. Each FortiRewards claim must include at least 5 eligible SKUs, but can be across multiple opportunities
4. Deal Registration is encouraged but not required, Deals without a DR or FTQ number will require more time to process
5. This program is available for new business only; renewals are not eligible
6. Partner billings with Fortinet must be \$15,000 or greater by the end of Q4'2024 to qualify for payout, regardless of FortiRewards payment preference
7. Secured Savings starts on October 1, 2024, and ends at 11:59 p.m. PT on December 31, 2024 (Program Term)
8. The program is only valid for deals containing any of the eligible products, that have closed during the Program Term
9. This program is available to any US or Canada authorized Fortinet partner, enrolled in FortiRewards
10. Reseller must be invoiced by distributor on or before 11:59 p.m. PT on December 31, 2024
11. Claims must be submitted through FortiRewards between October 15, 2024 – January 13, 2025
12. Only one payout permitted per claim; if deal is shared, partner is responsible for splitting payments
13. Funds will be available no earlier than 5 weeks after the end of the Program Term December 31, 2024
14. Payout is processed quarterly. Claims created and approved within Q4 can expect payout within 5 weeks of quarter close. Q4 claims created and submitted during the grace period (January 1 – January 13) will be processed during the Q1 cycle.
15. Rewards are payable to either Reseller company or individuals, according to the reseller's FortiRewards Payment Preference (Partner Pay or Individual Pay)
16. Partner Pay capped at \$100,000 per company for all FortiRewards earned in the quarter
17. Individual Pay capped at \$20,000 per individual for all FortiRewards earned in the quarter
18. Fortinet reserves the right to determine in its sole discretion if a particular closed deal exceeds acceptable discounting and will be excluded from this program
19. PLEASE NOTE: Claims are reviewed during program term for initial approval which does not guarantee payment. All claims are subject to an additional audit immediately following the close of the program term, prior to payment. Any deals that exceed acceptable discounting may face a reduction in payment or be excluded from the program based on financial audit results.
20. By participating in this incentive, Partner agrees that they have: a) Read, understand and approve Partner's participation in the program and agree that such participation will not violate Partner's policies and b) certifies that Partner is in no way affiliated with the government or with any government entity or affiliate
21. Program is void where prohibited by law
22. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet's General Counsel. Fortinet disclaims in full any guarantees
23. Notwithstanding anything to the contrary, by participating in this program, resellers and distributors understand and acknowledge that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between reseller and the distributors. Distributors and resellers further understand and acknowledge that Fortinet in no way controls or influences the pricing set between a distributor and reseller, which is set between those parties independently and in their sole and absolute discretion.
24. Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower points awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.