

NEW PARTNER INCENTIVE!



From February 1 – June 30, 2021, new Fortinet partners can earn two FortiGate 60F NFR units when you sign up and transact at least \$15,000 in Fortinet revenue!

WHY JOIN THE FORTINET ENGAGE PARTNER PROGRAM?

- Engage is designed to be flexible, drive profitability, and enable the long-term growth and success of our partners
- The Fortinet Security Fabric provides tons of cross sell and upsell opportunities for our partners, and gives customers full-protection across their entire digital infrastructure
- We're experiencing unprecedented growth, and our partners are at the heart of our success

PROMOTION DETAILS:

- **Start/Stop dates:** February 1, 2021 to June 30, 2021
- **Partner Eligibility:** All US and Canadian partners who have signed the Fortinet Partner agreement and were appointed by Fortinet as a new reseller on or after February 1, 2021 and have transacted \$15,000 or more in Fortinet revenue through a single authorized distributor by June 30, 2021.

OVERVIEW OF PROCESS

- Fortinet partner must purchase \$15,000 (calculated using list price during the respective quarter) or more in Fortinet products from a single Fortinet authorized Distributor during the program period (renewals and co-terms are not eligible).
- All eligible orders must be shipped and invoiced by the distributor on or before June 30, 2021.
- Partner's revenue attainment will be based on single distributor POS data after new partner eligibility is verified against Fortinet's partner database.
- Successful partners will earn two Free FortiGate 60F NFR units ("Award").
- Award will be fulfilled via a zero dollar special pricing FTQ (partner PO will be required).

Distributors and resellers will have sole discretion in establishing the resale price for the eligible products.

TERMS AND CONDITIONS:

- Program Term: February 1 – June 30, 2021.
- This program only applies to qualified new Fortinet partners, defined as one who signed the Fortinet Partner agreement and were appointed by Fortinet as a new reseller on or after February, 2021.
- New partners must purchase at least \$15,000 in Fortinet net billings from a single authorized Fortinet distributor between February 1 and June 30, 2021.
- The \$15,000 is calculated by using Distributor POS reported sales billings, using Fortinet's current list price during the respective quarter as the sales cost basis. Sales billings shall be defined and calculated as the list price of the sales, after deduction of returns and allowances for damages or missing goods, recognized by Fortinet and reported by Fortinet Authorized Distributors for orders placed by new partners ("Sales Billings").
- This program applies to all Fortinet products and services, excluding renewals and co-terms.
- To qualify for this program, the eligible product must be shipped and invoiced to the partner on or before 11:59pm PT on June 30, 2021.
- The program is only valid for sales in Canada or USA during the Program Term.
- Distributor and Partner can only sell into their contractually authorized territory.
- Awards will be fulfilled via a zero dollar Fortinet quote (FTQ) for two FortiGate 60F NFR units.
- Partner is only eligible to receive only one (1) Award during the Program Term, regardless of whether they attained the \$15,000 at multiple Distributors.
- By participating in this program, 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.
- Program is void where prohibited by law.
- Fortinet employees and any relatives of Fortinet employees are ineligible to participate in any incentive programs and will be disqualified from participating in this program.
- Fortinet reserves the right to amend or cancel this program at any time, to add or subtract eligible products, and to raise or lower amount of discount at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.
- 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.
- ***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.***