

North America Legacy AV Displacement Incentive

Receive up to an additional 25% discount and up to \$1,000 for closed FortiEDR Deals
 VALID: January 1 - June 30, 2021

Earn additional discounts and between \$500 and \$2,000 for closed/won FortiEDR Business

THE OPPORTUNITY IS HUGE:

- By the end of 2023, more than 50% of enterprises will have combined EPP and EDR solutions
- The Broadcom acquisition of Symantec is accelerating the replacement of traditional EPP
- FortiEDR is the only EPP+EDR solution that provides both pre-infection and post-infection protection

Incentive Reward Details by Number of Users

<i>Discount and FortiRewards Available</i>		
Users	Additional Discount**	Rep Payout
500 - 2,500	+15%	\$500
2,500 - 5,000	+20%	\$1,000
5,000+	+ 25%	\$2,000

GETTING STARTED:

1. Explore available [FortiEDR assets to help you learn, promote, and sell](#) the solution
2. Identify an opportunity with 500+ users
3. Register your deal on the [opportunities dashboard](#) - once approved, you've locked in the deal and discount, including related margin enhancement
4. Close the deal? Visit the [promotions page](#) to submit* your claim

*Partner account must have agreed to participate in FortiRewards before individuals can participate and submit claims.

**Deal must be registered and approved to receive additional, incremental discount

2020 FortiEDR Incentive Details

SUBMITTING A CLAIM FOR PAYOUT

1. Submit an online FortiEDR Closed Deal claim via the Fortinet Partner Portal [Promotions Page](#). Claims must include a valid Deal Registration ID, End-User Company name and invoice.
2. Approved Deal Registration and invoice date must be between January 1 and June 30, 2021.
3. Each FortiEDR claim requires a minimum of 500 seats to qualify
4. Claims must be submitted through FortiRewards form between January 1 and July 31, 2021 to be valid.
5. Points are converted to cash during the Quarterly Redemption Cycle, which begins the first day after quarter close (i.e. Q1 claims can be submitted through the end of Q1, claims submitted in Q2 will fall into next cycle).
6. Funds will be available 4-6 weeks after the Quarterly Redemption Cycle.
7. To access your funds, create an [XTRM](#) account - XTRM is Fortinet's global payment processor partner for FortiRewards.

TERMS AND CONDITIONS

- This program starts on January 1, 2021 and ends at 11:59pm PT on June 30, 2021
- Program is only valid for closed FortiEDR business in Canada or USA during the Program Term
- Each claim must include an approved Deal Registration ID, and a closed FortiEDR deal with at least 500 seats
- Margin enhancement occurs through distribution on eligible, approved deal registrations
- For additional payout incentive, SKUs will be validated to confirm they meet seat requirements (i.e. must include at least 500 seat SKUS)
- Deal Registration must have been approved within incentive valid dates (January 1 - June 30, 2021)
- Deal must close within incentive valid dates (January 1 - June 30, 2021)
- Fortinet reserves the right to reject any individual claim for completed assessments related to lab tests, improper deployment/setup, multiple assessments related to the same opportunity, etc.
- Rewards are payable to either Reseller company or individuals, depending on how Reseller opted into the Fortinet Rewards Program
- 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.
- Program is void where prohibited by law
- Fortinet reserves the right to amend or cancel this incentive at any time, to add or subtract eligible CTAPs, and to raise or lower amount of points awarded at any time for any reason, without notice. The decisions of Fortinet are



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