

# LEVELUP

## It's Time to LEVELUP

Join the Fortinet LevelUP Program for a chance to advance from Advocate to Select in the Engage Partner Program and receive a dedicated Fortinet Account Manager to help grow your business.

LevelUP from Advocate to Select by June 30, 2024 by completing these steps:

- 1 One individual with Fortinet Certified Fundamentals Certification
- 2 One individual with Fortinet Certified Professional Certification
- 3 Host a customer meeting with Fortinet
- 4 Submit \$50K in approved Deal Registrations
- 5 Close two Deal Registered opportunities (combined total of at least \$20K)

Once the above are completed, not only will you LevelUP to Select, you will earn additional rewards as a member of this program:

- \$2,500 MDF to be used towards a lead generation activity
- Free pass to Xperts Summit
- Dedicated Fortinet Account Manager
- FREE FortiGate VM
- \$250 in FortiRewards
- LevelUp FortiRewards Booster (25% booster on approved Close the Gate claims, for 6 months after LevelUP has been completed)

## Terms:

- MDF Funds must be used within 90 days after completion of program. Funds inclusive of any processing fees.
- FortiRewards Booster will be paid directly to the company, not individuals.
- Partner must opt-in by the 4th of the month in order to participate.
- Program duration is six months and starts immediately after opt-in/registration is complete.
- Partner must complete all required steps by end of program in order to qualify for advancement and MDF funding.
- Partner must work with preferred distributor and Fortinet to provide POP for steps 1-5.
- Fortinet reserves the right to determine in its discretion if a partner qualifies for advancement and marketing funding.
- Fortinet reserves the right to amend or cancel program at any time upon notice to partner.

## Partner Level Benefits

### ADVOCATE

#### Sales Support

- Authorized to Resell Fortinet Solutions
- Access to Deal Registration Program and Additional Associated Discounts\*
- Access to Renewal Assets\*
- Eligible for Not for Resale Demo (NFR)\*
- Eligible for FortiRewards Program\*
- Competitive Recommended Discounts^

#### Technical Support

- Fortinet Support Portal Access

#### Marketing & Communications

- Eligible for Joint Marketing Funds\*
- Access to Partner Portal, Webinars, Newsletters

### SELECT

Plus all ADVOCATE Benefits

#### Sales Support

- Eligible for Specialization
- Featured on Partner Locator
- Fortinet Account Manager

#### Technical Support

- Direct Access to Fortinet Support
- Marketing & Communications
- Preferential Access to Joint Marketing Funds\*

\* Subject to regional availability.

^ Discount increases with partner level.

For more information or to register for the LevelUP program, please contact your Fortinet representative or email [DLB\\_CAM@Fortinet.com](mailto:DLB_CAM@Fortinet.com).