

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 in six months by completing these 3 steps:

- 1 One or more individuals must have a current certificate for the following three certifications:
 - Fortinet Certified Fundamentals (FCF)
 - Fortinet Certified Associate (FCA)
 - Fortinet Certified Professional (FCP)
- 2 Complete 2 Fortinet Sales Trainings
 - Visit the Partner Portal to view available trainings: Partner Sales Enablement Training
- 3 Submit and close a min of \$50k in **approved** deal registrations

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 (Approved Lead Gen Activity)
- XPERTS Summit Pass
- Dedicated CAM (Channel Account Manager)
- \$\$ FortiRewards for successfully passing the FCP Exams

Terms:

- MDF Funds must be used within 90 days after completion of program. Funds inclusive of any processing fees.
- Partner must opt-in to participate. Proof of Performance must be submitted to receive payment, post activity.
- 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 1-3.
- 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.