



FORTI PARTNER PROGRAM

With the FortiPartner Program, join a global network of high-quality resellers committed to the same objectives as Fortinet :
providing world-class products, service and support to our customers



BE SUCCESSFUL WITH FORTINET

FORTI PARTNER PROGRAM

PROGRAM OVERVIEW

There are 4 levels in the FPP: Gold, Silver, Bronze and FortiMail Specialist. Continued acceptance in any level of the FPP is predicated upon achievement of certain revenue, support, training, administrative and marketing goals that evidence a high commitment to world-class products and customer support. The FPP helps Fortinet partners with only the highest quality resellers, and therefore attain a mutually rewarding return on investment. A sub-program is included in the standard FPP, which is the FortiMail Program for FortiMail Specialist. In order to always award commitment of our partners, the FortiMail Program is dedicated to resellers that are proving their involvement in FortiMail products.

VALUE OF FPP

FPP member companies enjoy myriad of benefits (see full matrix), such as for example:

- ❑ The ability to sell and support the FortiGate product line, which offers more functionality, at higher performance, and at lower costs than any competing system
- ❑ Receiving a continuous revenue stream from automated support contract renewals
- ❑ Access to technical and sales training
- ❑ Access to many lead generation programs

Membership in the FPP gives you access to the best technology on the security market today, as well as all the sales, marketing and technical support necessary to add a highly lucrative revenue stream to your company's business.

NEXT STEPS...

To request joining the FPP, the potential reseller can fill out the form that can be found on our website at www.fortinet.com/partners/fpp.html or it can contact the local Fortinet channel manager or country manager. To ensure that the relationship will prove beneficial for both sides Fortinet will qualify the information provided by the potential reseller. It will estimate to what extent the potential reseller will be able to meet the training, support, marketing, administrative and revenue commitments and it will assign an FPP level upon acceptance of the partner to the reseller contract.

“ With the FortiPartner Program,
Join a global network of high-quality resellers
committed to the same objective as Fortinet:
Providing world-class products,
service and support to our customers. ”

Austria

Office Park I, Top B02
A 1300 Wien - Austria
Sales: +43 1 22787 120
Sandhya Prabhu

Belgium/Luxembourg
Pegasuspark, Pegasuslaan
5, 1831 Diegem - Belgium
Sales: +32 2 716 49 27
Filip Savat

France

4 Place de la Defense
92974 Paris La Défense Cedex
France
Sales: +33-1-5858-2864
Yann Pradelle

Germany

Theresienstrasse 6-8,
80333 Munchen -
Germany
Sales: +49-89-28890-212
Joerg von der Heydt

Italy

Via del Casale Solaro, 119
00143 ROMA - Italy
Sales: +39 06-51573-330
Gioglio d'Armento

Poland

Metropolitan
Pl. Pilsudskiego 3
00-078 Warsaw, Poland
Sales: +48 22 449 00 29
Mariusz Rzepka

Spain

Camino Cerro de los
Gamos, 1. Edificio 1. Pl. 1
28224 Pozuelo de Alarcón
Madrid - Spain
Sales: +34 91 790 11 16
Emilio Roman

Sweden

Frösundaviks allé 15, 4 tr
169 70 Solna - Sweden
Sales: +46-8-655-2696
Matias Cuba

Switzerland

Seefeldstrasse 69
8008 Zurich - Switzerland
Sales: +41 43-488-3756
Sandhya Prabhu

The Netherlands

Hardwareweg 4
3821 BM Amersfoort
The Netherlands
Sales: +31 (0)33 454 67 50
Marc Jepkes

United Kingdom

Fortinet (UK) Ltd.
Quatro House - Frimley Road
Camberley, Surrey GU16
7ER - United Kingdom
Sales: +44-(0)-8707-353666
Simon Haylock

United Arab Emirates

218 Canon Building-9
500640 Dubai
United Arab Emirates
Sales : +971 50 552 7097
Judhi Praseyto



BE SUCCESSFUL WITH FORTINET

EMEA Headquarter

120, rue Albert Caquot
06410 Biot- Sophia Antipolis
France
Sales Support: +334-8987-0510
Tech Support: +334-8987-0555
emea_partners@fortinet.com