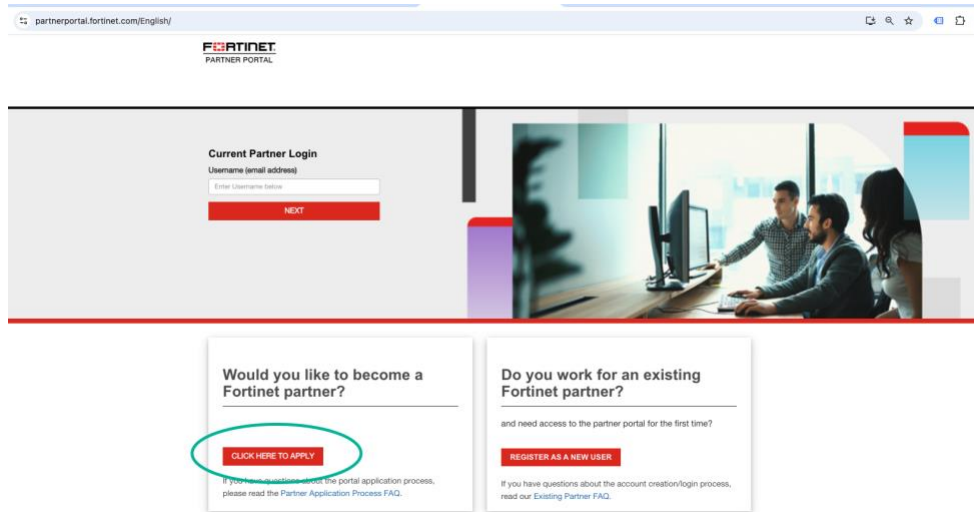


# FORTINET PARTNER PORTAL

## NEW PARTNER APPLICATION and FAQ

If you are not a current Fortinet Partner, you must apply to the partner program prior to registering for access to the Fortinet Partner Portal. To apply to the Fortinet Engage Partner Program:

1. Navigate to [partnerportal.fortinet.com](https://partnerportal.fortinet.com) and click on **CLICK HERE TO APPLY**



2. Enter in your email address. Please note:

- The applicant information should be that of the Primary Contact/User responsible for executing terms and conditions for partner contracts
- Use a company name-specific email address, not a personal email (Gmail, Comcast, etc.)
- Email aliases (info@company.com, [sales@company.com](mailto:sales@company.com), etc.) are prohibited when submitting the application.



### Partner Registration

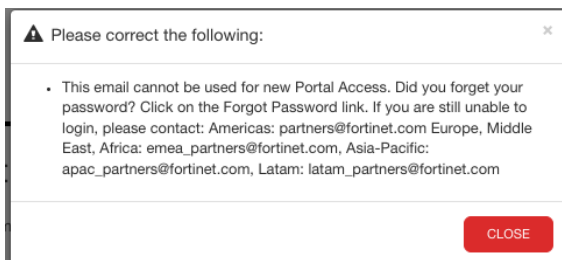
Begin by entering your company e-mail address.

E-mail Address

 NEXT →

[Forgot Password](#)

After hitting next, it will take you to the application form. If you receive this pop-up message, it means you already have a Partner Portal user account in the system. You do not need to register for access to the Partner Portal. Please visit [partnerportal.fortinet.com](https://partnerportal.fortinet.com) to login or create a new password ('forgot password').



3. Fill out the Account Registration section. Please note, we require a valid website of your business, or your application will be denied.

### Account Registration

Please fill out the registration form below. All fields marked with an asterisk (\*) are required.

#### Primary Contact Information

* First Name	* Last Name
<input type="text"/>	<input type="text"/>
* E-mail Address	* Phone
<input type="text" value="landy@reseller.com"/>	<input type="text"/>
* Title	Mobile Phone
<input type="text"/>	<input type="text"/>
* Role	* Country
<input type="text" value="- Select One -"/>	<input type="text" value="- Select One -"/>
* Contact Address	* City
<input type="text"/>	<input type="text"/>
State / Province	* Zip Code
<input type="text"/>	<input type="text"/>

#### Company Address Information

* Legal Company Name	* Company Website
<input type="text"/>	<input type="text"/>
<input type="checkbox"/> Duplicate address information from above	
* Country	* Company Address
<input type="text" value="- Select One -"/>	<input type="text"/>

4. Fill out the Company Profile Information. Please understand we only allow you to sell within your country.

#### Company Profile Information

The applicant understands that exporting Fortinet products and services to countries beyond the one stated on this application requires case-by-case approval by senior Fortinet management. Failure to disclose any sales effort outside the country selected on this application may result in permanent partner agreement termination.

\* I acknowledge and accept Fortinet's territory policy.

* Preferred Distributor	Current Security Products Offered
<input type="text"/>	<input type="text" value="Select All that Apply"/>
* Percent of Security in Current Offering	* Focus Industry
<input type="text" value="- Select One -"/>	<input type="text" value="Select All that Apply"/>
* Typical Customer Segment	* What Solutions do you sell (or are you interested to sell)?
<input type="text" value="Select All that Apply"/>	<input type="text" value="Select All that Apply"/>
Do You Have a Customer With a Budgeted Project?	Total Number Employees
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="text" value="- Select One -"/>
* Number of Sales Reps	* Number of Technical Engineers
<input type="text" value="- Select One -"/>	<input type="text" value="- Select One -"/>
* Application Submitted By	
<input type="text" value="landy@reseller.com"/>	

5. Select your Business Model. We have 3 different business models you can choose from. Choose as many business models you identify with. With each model you choose, there are a set of questions you will need to respond Engage with us in any of our three business models: Integrator, MSSP, or Cloud. Each one has benefits that will help you grow that segment of your business. You can choose one, two, or all three if that is your business.

**\* Select your Business Model**

Select your Business Model(s) (any that apply) below.

- Integrator**  
Integrators are primarily resellers purchase Fortinet product from distributors and resell them to end-users.
- MSSP**  
MSSPs purchase Fortinet products primarily from Distributors and sell their services on top of those products. Products are expected to be auto-registered to the MSSP.
- Cloud**  
Cloud Partners have an established contract with at least one of the cloud marketplace providers listed below. You will need to provide a link to CSPP documentation.

**a. Integrator Questions**

**Integrator Partner Details**

\* What percent of your business is resale?  
- Select One -

\* What percent of your company revenue is derived from hardware sales?  
- Select One -

\* What percent of your product portfolio is Security, or security related?  
- Select One -

\* What are your top three vendors in terms of revenue?  
Select All that Apply

**b. MSSP(Managed Security Service Provider) Questions**

**MSSP Partner Details**

\* What Managed Services are you delivering?  
Select All that Apply

\* How are you delivering those services?  
Select All that Apply

\* What type of Security Services are you planning to add?  
Select All that Apply

\* How do you operate your Security Operation Center (SOC)?  
- Select One -

\* How much of your total revenue do Managed Services represent?  
- Select One -

\* How do you see that contribution evolving in the future?  
- Select One -

**c. Cloud Questions**

**Cloud Partner Details**

\* What percent of your business is sold through cloud provided marketplaces?  
- Select One -

\* Current Cloud Platform(s) (Supported)  
Select All that Apply

\* Please provide the URL of your certification (example: or <https://googlecloudcertified.credential.net/>) or license number.

6. Once the form has been submitted you will receive an email notification.



[Partner Portal](#) [Fortinet.com](#)

Dear Landy,

Thank you for your interest in the Fortinet Channel Partner Program. Your application is being reviewed and you will receive additional instructions regarding your next steps shortly.

Sincerely,

Your Fortinet Partner Program Team  
<http://www.fortinet.com>

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899 Kifer Road, Sunnyvale, CA 94086

7. If approved by Fortinet, the registered email address will receive an email with the subject, “Your Fortinet Partner Portal application has been approved”. To finish your registration, please click on the register and set password.

**Your Fortinet Partner Program application is approved**

Fortinet Partner Program <partners@partnerportal.fortinet.com>  
To: Landy Smith

Wednesday, July 5, 2023 at 3:24 PM



[Partner Portal](#) [Fortinet.com](#)

Dear Landy,

Congratulations! Your company's Fortinet Partner application has been approved.

To begin unlocking the benefits of this program, visit the Fortinet Partner Portal where you will find a wealth of resources available, including product and solution information, sales and marketing tools, and training resources.

Fortinet's Partner Portal utilizes FortiCloud for login information – to access, you will need to set a password for your account. Click the link below to begin:

Username:   
To continue, please [register and set password](#)

Sincerely,

Fortinet Engage Partner Program Team

Questions regarding your account? Contact us via your region's partner email alias:

North America: [partners@fortinet.com](mailto:partners@fortinet.com)  
EMEA: [emea\\_partners@fortinet.com](mailto:emea_partners@fortinet.com)  
APAC/Japan: [apac\\_partners@fortinet.com](mailto:apac_partners@fortinet.com)  
LATAM: [latam\\_partners@fortinet.com](mailto:latam_partners@fortinet.com)

8. If not approved by Fortinet, the registered email address will receive an email with the subject, “Your Fortinet Partner portal Application has been denied”.

**Your Fortinet Partner Program application has been denied**

Fortinet   
To:

Thursday, November 11, 2021 at 3:18 PM



[Partner Portal](#) [Fortinet.com](#)

Dear ,

Thank you for your interest in Fortinet's Partner Program. Unfortunately we are unable to approve your application at this time.

If you have any questions about your status, please contact us.

Sincerely,

Fortinet Partner Program Team  
[Fortinet Partner Portal](#)

## FAQ

**Q:** How long will it take for a decision will be made on the application?

**A:** The approval process is not an automatic process and the Channel Sales Team in your region will come back to you as soon as possible.

**Q:** Where can I find more information about your partner program?

**A:** Our partner program is based on three basic concepts to help you engage and succeed in today's new security environment:

1. Engagement – you choose what kinds of expertise you want to develop and the benefits you want to enjoy, so you have more control than ever over your success with Fortinet.
2. Business Model – you can choose to engage with us in any or all of our three business models: Integrator, MSSP, or Cloud. Each one has benefits that will help you grow that segment of your business.
3. Specializations – Engage 2.0 sets you up for success with a path to expertise for the solutions that are essential in today's fast-paced, digital-driven security environment. Select and above partners are eligible to specialize in SD-WAN, Adaptive Cloud Security, Data Center, LAN Edge and SD-Branch, Operational Technology, and Security Operations.

**Q:** What benefits do you receive being an Authorized Fortinet Partner

**A:** There are many benefits such as:

1. Fortinet's NSE (Network Security Expert) certification program. Fortinet NSE offers a comprehensive curriculum that covers the essentials and advanced aspects of network security. From entry-level courses to expert-level certifications.
2. Fortinet Deal Registration. Fortinet deal registration provides benefits to partners by offering protection for their sales efforts on a specific lead, ensuring they receive priority in closing the deal if it is approved.
3. Access to Fortirewards. An incentive program for Partners to earn \$\$ on your deals, the FortiRewards Program enables you to earn points for approved Fortinet activities. The FortiRewards program is integrated into the Fortinet Partner Portal and tied directly to your Fortinet Portal User ID.
4. Exclusive access to Fortinet events

**If you have any questions please contact the Fortinet Channel Sales Team in your region:**

**NAM (North America):** Email [partners@fortinet.com](mailto:partners@fortinet.com) or contact your in-region Channel Sales Team.

**LATAM (Latin America):** Email [latam\\_partners@fortinet.com](mailto:latam_partners@fortinet.com) or contact your in-region Channel Sales Team.

**EMEA (Europe, Middle East, Africa):** Email [emea\\_partners@fortinet.com](mailto:emea_partners@fortinet.com) or contact your in-region Channel Sales Team

**APAC (Asia-Pacific):** Email [apac\\_partners@fortinet.com](mailto:apac_partners@fortinet.com) or contact your in-region Channel Sales Team