FORTINET

H2 2026

Rewards Catalog

US Partners

Get Started →



Expert Partners

up to 5%

VIP REBATE
- Meet billings target to qualify for up to 5% backend rebate
- For Expert Partner & above
- Program by invitation only

? SecOps or SASE Specialized?

FREE SOLUTIONS
- Available to SASE, SECOPS & CLOUD Specialized partners
- with valid certification
- who meet growth requirements

Expert Partners — Increase profitability with VIP Rebate

Advanced/Expert Partners

up to 6%

SECNET PILLAR
- Backend rebate on eligible Secure Networking SKUs
- Available to SecNet Specialized Partners

up to 10%

SASE PILLAR
- Backend rebate on eligible SASE SKUs
- Available to SASE Specialized Partners

up to 10%

SECOPS PILLAR
- Backend rebate on eligible SecOps SKUs
- Available to SecOps Specialized Partners

up to 6%

OT PILLAR
- Backend rebate on eligible OT SKUs
- Available to OT Specialized Partners

Advanced/Expert Partners — Increase profitability with Pillar rebate

ALL PARTNERS

$10k

NEW LOGO
- New/dormant customer?
- Register/close the deal
- Get 5% back
- Earn up to $10k

$20k

FABRIC EXPANSION
- FortiSASE, FortiAIGate, or 3 product families?
- Register/close the deal
- Earn up to $20k

$2.5k

COMPETITIVE TAKEOUT
- Displacing a competitor?
- Register/close the deal
- Earn up to $2500

? Need to Expand Expertise?

FREE TECHNICAL NSEs
- Complete technical NSE
- Cost of exams reimbursed!
- Get $200 for each 4-7
- Get $2000 for NSE 8

NEW LOGO: Closed Whitespace Deals

Program Dates
July 1 – December 31, 2026

Reward Payment:
Q3'26 and Q4'26

Open to:
US Partners registered in FortiRewards

PARTNER BENEFITS

Earn 5% back on closed whitespace deals. Up to $10k per end-user.

ELIGIBILITY

1. Opportunity must be partner initiated and deal registered
2. Minimum opportunity value: $20K
3. Maximum reward: $10K
4. Download Closed New Logo flyer to review full program Terms and Conditions

PROGRAM DETAILS

What is a "New to Fortinet Customer"?

- First time Fortinet purchase
- Dormant customer (no Fortinet business in last 5 years)

Get Started:

- Begin with Deal Registration – once it is approved and closed-won, you're eligible!
- Fortinet's entire portfolio is eligible for this incentive – sell more, get more!
- Work with your CAM or Fortinet rep to find out if your deal qualifies
- This incentive requires a FortiRewards claim
- 5% back on deals, up to $10k per end-user
- Approved claims paid ~4-5 weeks after each quarter

ACTIVATION RESOURCES

Use these key assets to expand your business with new logo or dormant customer reactivation

Deal Registration step-by-step Guide

FORTI REWARDS

Not yet registered?
Don't miss out – Register Today!

EXPAND TO FABRIC: Closed Fabric Expansion Deals

Program Dates
July 1 – December 31, 2026

Reward Payment:
Q3'26 and Q4'26

Open to:
US Partners registered in FortiRewards

PARTNER BENEFITS

Earn up to 20k! $7k for closed deals w/ 3+ products - additional 5% for FortiSASE and/or FortiAIGate SKUs, up to $20k total.

ELIGIBILITY

1. Opportunity must be partner initiated and deal registered
2. Must include 3+ product families (with services) and/or FortiSASE, FortiAIGate; **hardware sold without services does not qualify**
3. Minimum opportunity value: $10K
4. Maximum reward: Up to $20k
5. Download the Expand to Fabric flyer to review full program Terms and Conditions

PROGRAM DETAILS

Closed Opportunity Qualifies If Deal includes:

- 3+ product families and/or FortiSASE, FortiAIGate SKUs
- Services (hardware sold without services does not qualify)

Get Started:

- Begin with Deal Registration – once it is approved and closed-won, you're eligible!
- Work with your CAM or Fortinet rep to find out if your deal qualifies
- This incentive requires a FortiRewards claim
- Up to $20k per end-user
- Approved claims paid ~4-5 weeks after each quarter

ACTIVATION RESOURCES

SD-WAN to SASE Cross-sell Opportunity

SD-WAN/NGFW to FortiSASE Cross-Sell Campaign

Deal Registration step-by-step Guide

FORTI REWARDS

Not yet registered?
Don't miss out – Register Today!

DISPLACE AND EARN: Closed Competitive Take-Out Deals

Program Dates
July 1 – December 31, 2026

Reward Payment:
Q3'26 and Q4'26

Open to:
US Partners registered in FortiRewards

PARTNER BENEFITS

Take-out a competitor and earn up to $2,500 per qualified deal!

ELIGIBILITY

1. Opportunity must be partner initiated and deal registered
2. Minimum opportunity value: $15K
3. Maximum reward: $2,500
4. Download the Displace and Earn flyer to review full program Terms and Conditions

NOTE: Competitive information will be independently validated with internal teams

PROGRAM DETAILS

Closed Opportunity Qualifies If:

- Competitor is clearly identified on opportunity
- Detailed notes about competitive displacement are included during deal registration

Get Started:

- Submit Deal Registration w/ identified competitor
- This incentive requires a FortiRewards claim
- Receive up to $2500 per claimed opportunity
- Approved claims paid ~4-5 weeks after each quarter

Eligible Competitors
Barracuda Networks
Check Point
Cisco/Meraki
F5
Juniper/HP
Netskope
Palo Alto Networks
SonicWall
Sophos
Trend Micro
WatchGuard
Wiz
zScaler

ACTIVATION RESOURCES

Competitive Battlecards

Competitive Edge webinars: insider tips on how to win with Fortinet

Deal Registration step-by-step Guide

FORTI REWARDS

Not yet registered?
Don't miss out – Register Today!

TECHNICAL NSEs: Complete and Get Paid

Program Dates
July 1 – December 31, 2026

Reward Payment:
Q3'26 and Q4'26

Open to:
US Partners registered in FortiRewards

PARTNER BENEFITS

Obtain Technical NSEs at no cost! Get rewarded $200 for any NSE 4-7 exam and $2000 for an NSE 8 – no limits!

ELIGIBILITY

1. NSE 4-8 achieved between July 1 and December 31, 2026, are valid, and must be submitted no later than 60 days after achievement
2. Limit one claim per exam certificate
3. Download the Technical NSE flyer to review full program Terms and Conditions

PROGRAM DETAILS

Get rewarded the cost of Exam when you complete Technical NSEs NSE 4-7 earn $200 each. NSE 8 earns $2,000.

- This incentive requires a FortiRewards claim
- Attach certificate to validate passed exam
- Approved claims paid at the end of each quarter

Reminder: NSEs Support Partner Growth!
NSE 7s are a key requirement to become a Specialized Fortinet partner. Advanced/Expert partners w/ Specializations can unlock additional rebates, optimizing profitability with Fortinet

NEW: Engage program NSE Requirements have been revised for 2027 - Click to View 2027 NSE requirements

ACTIVATION RESOURCES

NSE Insiders: On Demand

NSE knowledge is a key enabler of partner success

FORTI REWARDS

Not yet registered?
Don't miss out – Register Today!

PILLAR REBATE: Secure Networking Pillar

Program Dates
July 1 – December 31, 2026

Rebate Payment:
After 2H2026

Open to: Nominated Advanced/Expert US Partners with a Secure Networking Pillar Specialization[1]

PARTNER BENEFITS

Specialized partners can boost profitability with our Secure Networking Pillar Rebate – **up to 6% back on eligible SKUs!**

ELIGIBILITY

- Invite-only program
- All billings count toward program term min. requirement: (Expert: $1,500,000; Advanced: $750,000)
- Only qualified billings count toward rebate. **Hardware must include services.**
- Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partner must hold a valid Secure Networking[1] Specialization prior to the end of the program term to qualify for payment

ELIGIBLE PRODUCTS

Secure Networking
FortiGate <1000 w/ Ent-BDL
FortiGate (1000+)
FortiSwitch (200+)*
FortiAP*
FortiAIOps
FortiManager
FortiNAC
FortiWifi

* FortiSwitch, FortiAP paid at 50%

REBATE AMOUNTS

By Level of Engagement
Advanced Partners: 3%
Expert Partners: 6%

ACTIVATION RESOURCES

Secure Networking Solution Overview

Secure Networking Customer Sales Presentation

[1] *Secure Networking Specializations include: Secure Networking, Secure Networking Firewall, Secure Networking LAN, SD-WAN*

PILLAR REBATE: Unified SASE Pillar

Program Dates
July 1 – December 31, 2026

Rebate Payment:
After 2H2026

Open to: Nominated Advanced/Expert US Partners with a Unified SASE Pillar Specialization[1]

PARTNER BENEFITS

Specialized partners can boost profitability with our Unified SASE Pillar Rebate – **up to 10% back on eligible products!**

ELIGIBILITY

- Invite-only program
- All billings count toward program term min. requirement: (Expert: $1,500,000; Advanced: $750,000)
- Only qualified billings count toward rebate. **Hardware must include services.**
- Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partner must hold a valid Unified SASE[1] Specialization prior to the end of the program term to qualify for payment

ELIGIBLE PRODUCTS

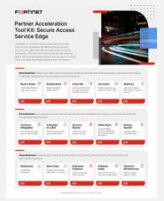
Unified SASE
FortiGateVM
FortiSASE
FortiCNAPP
FortiClient
FortiMonitor
FortiWeb
FortiEndpoint
FortiAppSec
FortiADC
FortiFLEX*

* FortiFlex paid at 50%

REBATE AMOUNTS

By Level of Engagement
Advanced Partners: 5%
Expert Partners: 10%

ACTIVATION RESOURCES



SASE Acceleration Toolkit

SASE NFR License Enablement Program

[1] *Unified SASE Pillar Specializations include: SASE and Cloud*

PILLAR REBATE: Security Operations Pillar

Program Dates
July 1 – December 31, 2026

Rebate Payment:
After 2H2026

Open to: Nominated Advanced/Expert US Partners with the Security Operations Specialization

PARTNER BENEFITS

Specialized partners can boost profitability with our Security Operations Pillar Rebate – **up to 10% back on eligible products!**

ELIGIBILITY

- Invite-only program
- All billings count toward program term min. requirement: (Expert: $1,500,000; Advanced: $750,000)
- Only qualified billings count toward rebate. **Hardware must include services.**
- Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partner must hold a valid Security Operations Specialization prior to the end of the program term to qualify for payment

ELIGIBLE PRODUCTS

Security Operations	
FortiAnalyzer	FortiMail Workspace
FortiAIGate	FortiNDR/NDR Cloud
FortiAuthenticator	FortiPAM
FortiCloud	FortiSandbox
FortiDeceptor	FortiSIEM
FortiDLP	FortiSOAR
FortiEDR	SoCaaS
FortiMail	

REBATE AMOUNTS

By Level of Engagement

Advanced Partners: 5%

Expert Partners: 10%

ACTIVATION RESOURCES

Fortinet's SecOps Solution



SecOps Partner Toolkit

PILLAR REBATE: Operational Technology

Program Dates
July 1 – December 31, 2026

Rebate Payment:
After 2H2026

Open to: Nominated Advanced/Expert US Partners with the Operational Technology Specialization

PARTNER BENEFITS

Specialized partners can boost profitability with our Operational Technology Pillar Rebate – **up to 6% back on eligible products!**

ELIGIBILITY

- Invite-only program
- All billings count toward program term min. requirement: (Expert: $1,500,000; Advanced: $750,000)
- Only qualified billings count toward rebate. **Hardware must include services.**
- Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partner must hold a valid Operational Technology Specialization prior to the end of the program term to qualify for payment

ELIGIBLE PRODUCTS

Operational Technology
FortiGate Rugged
FortiSwitch Rugged
FortiAP Rugged
FortiExtended Rugged
FortiGuard OT Security Services

REBATE AMOUNTS

By Level of Engagement
Advanced Partners: 3%
Expert Partners: 6%

ACTIVATION RESOURCES

Fortinet's OT Solution



2026 State of OT and Cybersecurity

VIP REBATE: Rewarding Partner Growth

Program Dates
July 1 – December 31, 2026

Rebate Payment:
After 2H2026

Open to: Nominated Expert US Partners who meet program criteria

PARTNER BENEFITS

Grow your business with Fortinet and get rewarded! **Rebates up to 5% on eligible billings!**

ELIGIBILITY

- Invite-only program
- Expert and above partners who meet the requirements will be notified by CAM
- Partners must agree to program click through agreement

EXCLUSIONS

- While all billings count toward target achievement, renewals, co-terms, EAs, and highly discounted business are excluded from rebate calculation

PROGRAM DETAILS

- Partner will receive Half Year revenue targets per tier:

VIP Program Term Tier Achievement	Rebate Amount
≥VIP Entry Target	2% Eligible Billings
≥VIP Premier Target	3% Eligible Billings
≥VIP Ultimate Target	4% Eligible Billings
≥VIP Diamond Target	5% Eligible Billings

- All billings count toward term target achievement
- Non-eligible billings will be excluded from rebate calculation
- VIP maximum payout is capped at $250,000 per Partner per Semester
- Rebates below $100,000 require an invoice and will be paid via XTRM, Fortinet's third-party payment processor (Partner must have a valid XTRM ID)
- Rebates above $100,000 require an invoice and will be paid directly by Fortinet to the partner

FREE SOLUTIONS: Demo Gear

Program Dates
July 1 – December 31, 2026

Available 1-6 wks after approval[1]

Open to: US Partners with an NSE 3 or above

PARTNER BENEFITS

The Engage Technology Enablement Program (ETEP) provides Seed Unit VMs and Hardware to qualified US Partner engineers

ELIGIBILITY

1. Open to US partners
2. Partner must hold a minimum NSE 3 certification
3. Different products have additional NSE requirements
4. You are only eligible for ONE (1) FortiGate hardware device, regardless of model.
5. If you have received a FortiGate (non-VM) within the last 24 months, you are not eligible for an additional unit.

PROGRAM DETAILS

Please reach out to your Channel Account Manager to discuss the ETEP program. NOTE: All requests require a Channel SE Sponsor. If you don't know your Channel SE contact, please reach out to your Channel Account Manager.

ETEP Products	NSE Requirement
FortiGate VM (FGT-VM01)	NSE 3 or above
FortiGate Renewal	NSE 4 FortiOS or above
FortiGate Renewal (OT version)	NSE 4 FortiOS or above
FortiGate 80F	NSE 4 FortiOS or above
FortiGate 80F (OT)	NSE 4 FortiOS or above
FortiConverter	NSE 4 FortiOS or above

[1] *Software licenses, sent via email, usually arrive within 1-2 weeks of approval. Hardware devices depend on inventory and will take longer, ~4-8 weeks after full approval*

FREE SOLUTIONS: Software Licenses

Program Dates
July 1 – December 31, 2026

Available 1-2 wks after approval

Open to: US Partners holding eligible Specialization

PARTNER BENEFITS

Shorten your sales cycle with free products to demo Fortinet Solutions

ELIGIBILITY

1. Open to fully compliant Advanced/Expert US partners
2. Partners must be fully compliant and hold a valid SASE, SECOPS or Cloud Specialization
3. Partners must have achieved over 30% growth in their Specialization in 2025
4. Reach out to your CAM for details

PROGRAM DETAILS

SASE Specialized

1 Year FortiSASE Advanced Subscription for 50 Test Users that includes Fortinet Cloud-delivered security (IPS, Web, DNS, SSL, Anti-Malware, CASB) plus Integrations for NOC/SOC teams with secure private access via unified agent (SASE, ZTNA, EPP) or agentless via SWG.
Includes 3 devices per-user and FortiCare Premium.

SECOPS Specialized

5 Licenses for SOCAAS to manage 40 / 50 / 60 / 70 series only.
It includes 24x7 cloud-based managed log monitoring, incident triage and SOC escalation service.
Limited to 5 licenses. 12-month period.

CLOUD Specialized

FortiAppSec Cloud - Global Server Load Balancing
1 Year FortiAppSec Cloud - Global Server Load Balancing, 100 QPS (queries per second).
Includes **FortiCare Premium support.**

- Requests for licenses will be placed directly by your Channel Account Manager to Fortinet HQ
- 1 FREE Product per partner, per year, for each Specialization they hold

GENERAL TERMS & CONDITIONS

Promotions through FortiRewards

- To receive FortiRewards payments, partner account primary member must opt-company into program and have selected the company payment preference (Individual Pay or Partner Pay)
- Each individual eligible to submit a claim must also opt in
- If Partner Pay is selected, company must have a valid XTRM ID before the end of the quarter
- Payment to individuals capped at $20,000 per quarter
- Payment to partner accounts capped at $100,000 per quarter
- All claims must be submitted during the appropriate claiming window and must have proof of performance validating the claim, including:
  - NSE certificate
  - Deal Reg information
  - Competitor information
  - End User information

Backend Rebates

VIP PROGRAM

- Invite-only program
- Expert and above partners who meet the requirements will be notified by CAM
- All billings count toward term target achievement
- Qualified billings count toward rebate: Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partner must have a valid Specialization prior to the end of the program term to qualify for payment

PILLAR PROGRAM

- Invite-only program
- All billings count toward program term min. requirement: (Expert: $1,500,000; Advanced: $750,000)
- Only qualified billings count toward rebate. Renewals, co-terms, and highly discounted business not eligible (see Terms and Conditions)
- Partner must be compliant to Engage Level of Engagement NSE requirements
- Partners must have a valid Specialization prior to the end of the program term to qualify for payment

Maximum payout is capped at $250,000 per Partner per term ($500,000 per Partner per year)

H2 2026

Rewards Catalog

US Partners

Return to Start

