GreatAmerica®
FINANCIAL SERVICES

D&H and GreatAmerica

Payment Plan Options - Fortinet

Financing Overview

Standard Features:

- ✓ All deal sizes welcome -> $10k minimum up to $10M
- ✓ Monthly, quarterly, or annual options
- ✓ Payment deferrals and creative payment schedules available
- ✓ All Resellers are welcome
- ✓ Options for 0% financing (same as cash)
- ✓ Get PAID: Resellers funded as if it's a cash sale
- ✓ Fortinet MSP partners can leverage our SECaaS offering

Advanced Features (requires program approval):

- ✓ White Label Documentation
- ✓ Partner Direct Financing
- ✓ Combined T&Cs
- ✓ PO-Only
- ✓ Partner Bill and Collect



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SECaaS Offering

How It Works

Mirror the billing process with your MSSP customer(s) by making monthly payments for the Fortinet product you order through Distribution

Reseller Benefits:

- ✓ Cash flow enhancement for the upfront order placed with Disty
- ✓ You control the billing experience to your customer
- ✓ No need to introduce a “finance agreement” or third-party payee
- ✓ GreatAmerica sets up a Line of Credit that you can use for any customers under management
- ✓ Seamless and convenient process for all parties
- ✓ It’s **Easy**: We simply need a copy of your Distribution quote. We will get everything approved, priced, and contracts to you within an hour

End User Benefits:

- ✓ No need to sign a “finance agreement” or engage with a finance company
- ✓ No disruptions to the billing arrangement they currently have with you
- ✓ Peace of mind knowing they are working with their trusted MSSP partner



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Thank You