

## North America FortiRewards EDR Incentive



## Earn up to \$10k for FortiEDR deals that close between April 1, 2022 and Dec 31, 2022

### THE EDR OPPORTUNITY IS HUGE

- Fast moving threats like ransomware mean businesses need real-time protection to stop the attack and automated actions to prevent the attacking from spreading
- FortiEDR is the only Endpoint Protection Platform (EPP) + EDR solution that provides both pre- and post-infection protection
- One of the best results on the Round Four MITRE ATTACK Enterprise Evaluations and offers the industry's best automated incident response playbooks to resolve events instantly

### Incentive Reward Details by Invoiced EDR Product

FortiEDR Product Sold Amount	Rep Payout
\$10,000 - 14,999	\$475
\$15,000 - 29,999	\$850
\$30,000 - 54,999	\$1,500
\$55,000 - 99,999	\$3,000
\$100,000 - 199,999	\$3,500
\$200,000+	\$10,000

### GET STARTED:

1. Explore available [FortiEDR assets to help you learn, promote, and sell](#) the solution
2. Identify and deal register an  $\geq$ \$10k EDR opportunity [opportunities dashboard](#)
3. Close the deal and [submit your claim](#)

# 2022 FortiEDR Incentive Terms and Conditions

1. To be eligible for FortiEDR incentive, claims must include a valid Deal Registration ID, End-User Company name, Distributor invoice, and invoice must include at least one FortiEDR product.
2. Only SKUs that include “EDR” will be included in total amount, which dictates payment band. Total invoice amount (i.e. invoices that include both EDR and non-EDR products), does not determine payment band. Only EDR SKUs are eligible for this incentive
3. This program starts on April 1, 2022 and ends at 11:59 pm PT on December 31, 2022 - “Program Term.”
4. Excludes renewals, co-terms, training, professional services, and RFPs. 5-year SKUs will only be counted at 60% of the invoiced amount.
5. Deal Registration must be registered **by the partner** (*not internal Fortinet rep*) and show in the Fortinet Partner Portal [opportunity dashboard](#) as Closed/Won to qualify.
6. Deal Registrations cannot be split
7. Program is only valid for deals registered in Canada or USA
8. Deals must be closed during Program Term and distributor invoice must be dated within promotional period to qualify (April 1, 2022 through December 31, 2022).
9. Invoiced amount must be ≥\$10,000 (USD) before tax and shipping. CAD invoices will be converted to USD using exchange rate from date of invoice. If necessary, payment band will be updated to validated invoice amount.
10. Claims must be submitted through FortiRewards between April 1, 2022 and January 31, 2022.
11. Only one payout permitted per opportunity; if deal is shared, partner is responsible for splitting payments.
12. Equipment sold to partner for managed services does not qualify (Partner cannot be end-user).
13. All Terms and Conditions of the Fortinet Incentive Program Agreement (“FortiRewards”) apply to this program.
14. FortiRewards payments to individuals are capped at \$10,000 per quarter.
15. Funds for approved claims will be distributed 3-5 weeks after the end of the quarter in which the claim was approved
16. Fortinet reserves the right to determine in its sole discretion if a particular closed deal exceeds acceptable deal registration discounting and will be excluded from this program.
17. Rewards are payable to either Reseller company or individuals, depending on how Reseller opted into the Fortinet Rewards Program.
18. By participating in this incentive, Partner agrees that they have: (a) Read, understand and approve Partner’s participation in the program and agree that such participation will not violate Partner’s policies and (b) certifies that Partner is in no way affiliated with the government or with any government entity or affiliate.
19. Program is void where prohibited by law.
20. Nothing herein represents any binding commitment by Fortinet, and Fortinet disclaims all warranties, whether express or implied, except to the extent Fortinet enters a binding written contract, signed by Fortinet’s General Counsel. Fortinet disclaims in full any guarantees.
21. Notwithstanding anything to the contrary, by participating in this program, resellers understand and acknowledge that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between reseller and the distributors.
22. Resellers further understand and acknowledge that Fortinet in no way controls or influences the pricing set between a distributor and reseller, which is set between those parties independently and in their sole and absolute discretion.
23. Fortinet reserves the right to amend or cancel this incentive at any time and to raise or lower points awarded at any time for any reason, without notice. The decisions of Fortinet are binding and final on all matters relating to this program.