



1H26 US Promotions & Rewards Catalog

[Get Started](#)

Program At a Glance

Program / Benefit	Advocate	Select	Advanced	Expert
FortiRewards Rebates Expand to Fabric / Sell either SASE or 3+ Fortinet product families and earn up to \$20k!	●	●	●	●
FortiRewards Rebates Close New Logo / Up to \$10K per end-user on closed whitespace business	●	●	●	●
FortiRewards Rebates Displace and Earn / Displace the competition and earn up to \$2,500	●	●	●	●
Backend Rebate Pillar Rebate ¹ / Earn backend rebate on eligible SKUS!			●	●
Backend Rebate VIP Growth Rebate Program ¹ / Get up to 5% back after annual meeting growth-based goals				●
Technical NSEs Complete NSEs / Completed technical NSEs (4-8) are FREE	●	●	●	●
Engage General Terms and Conditions / Build your own cybersecurity journey with Fortinet				

1. Partners must be nominated by CAM, meet min. billings requirements prior to and during the program, and must be NSE compliant and have a specialization.

All promotions are subject to Fortinet Partner [terms and conditions](#).



EXPAND TO FABRIC WITH SASE OR 3+ PRODUCT FAMILIES



Program Dates
January 1 - June 30, 2026



Reward Payment:
Q1'26 and Q2'26



Open to:
US Partners



PARTNER BENEFITS

Sell a fabric solution which contains 3+ product families or FortiSASE and earn up to 20K!



ELIGIBILITY

1. Opportunity must be partner initiated, deal registered and include either FortiSASE OR at least 3 product families
2. Minimum opportunity value: \$10K
3. All US Partners [registered in FortiRewards](#)
4. [Download the Expand to Fabric flyer](#) to review full program Terms and Conditions



PROGRAM DETAILS

Fortinet's Secure Networking approach is the industry's only converged networking and security platform. This convergence enables AI-powered defense of today's highly dynamic environments while enabling better productivity and user experience.

By selling a fabric solution, you ensure your customers networks are secure – learn more at [Fortinet.com/products](#).

- Receive up to \$20,000 per closed deal registered opportunity!
- SASE SKUs get 5% back, up to \$20k
- Deals with 3+ Fortinet product families can earn up to \$7k PLUS additional 5% booster for SASE SKUs
- [Submit a claim](#)



ACTIVATION RESOURCES



[Learn more about the power of Fortinet's Platform approach to security](#)



[SD-WAN to SASE Cross-sell Opportunity for Fortinet Partners](#)

[Fortinet SD-WAN, NGFW to FortiSASE Cross-Sell Campaign](#)



Not yet registered?
Don't miss out – [Register Today!](#)



NEW LOGO: CLOSED WHITESPACE DEALS



Program Dates
January 1 - June 30, 2026



Reward Payment:
Q1'26 and Q2'26



Open to:
US Partners



PARTNER BENEFITS

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



ELIGIBILITY

1. Opportunity must be partner initiated.
2. Opportunity must be deal registered
3. Minimum opportunity value: \$20K
4. All US Partners [registered in FortiRewards](#)
5. Download the [New Logo Closed Whitespace Deals flyer](#) to review full program Terms and Conditions



PROGRAM DETAILS

We want to help you introduce Fortinet to customers who have never purchased Fortinet or have not purchased Fortinet in the last 3 years.

The entire Fortinet portfolio is eligible.

- 5% back on deals, up to \$10k per end-user
- End user account must be new (never done business with Fortinet) or dormant (any Fortinet equipment or services were purchased ≥3 years ago)
- Please work with your CAM or Fortinet rep to find out if your deal qualifies
- [Submit a claim](#)



ACTIVATION RESOURCES



[Use these key assets to expand your business with new logo or dormant customer reactivation](#)



[Find the support you need to capture white space with new customers](#)



Not yet registered?
Don't miss out – [Register Today!](#)



DISPLACE & EARN



Program Dates
January 1 - June 30, 2026



Reward Payment:
Q1'26 and Q2'26



Open to:
US Partners



PARTNER BENEFITS

Take out competitors and receive up to \$2,500 per deal registration



ELIGIBILITY

1. Opportunity must be deal registered/partner initiated
2. Minimum opportunity value: \$15K
3. Deal Reg notes must include competitor
4. FortiRewards claim notes must contain details about the competitive displacement
5. All US Partners [registered in FortiRewards](#)
6. Download the [Displace and Earn flyer](#) to review full program Terms and Conditions



PROGRAM DETAILS

Knock out the competition and deliver unrivaled security and performance through innovation. Competitors listed below.

- » [Barracuda Networks](#)
- » Check Point
- » Cisco/Meraki
- » F5
- » [Juniper/HP](#)
- » Netskope
- » Palo Alto Networks
- » [SonicWall](#)
- » [Sophos](#)
- » Trend Micro
- » [WatchGuard](#)
- » Wiz
- » zScaler



ACTIVATION RESOURCES

KNOCK OUT THE COMPETITION



[Competitive Battlecards:](#)
Head-to-head comparisons against the competition



[Competitive Edge webinars:](#)
insider tips on how to win with Fortinet



Not yet registered?
Don't miss out – [Register Today!](#)



PILLAR REBATE



Program Dates
January 1 - June 30, 2026



Reward Payment:
1H2026



Open to:
Nominated Advanced/Expert US Partners



UNLOCK PROFITABILITY IN KEY GROWTH AREAS

Boost your deal profitability and overall profitability profile with our Pillar Rebate – earning up to 12% back in high-growth markets like SASE and Security Operations.



ELIGIBILITY

- Invite-only program
- See [Rebate Details](#) next page
- 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 and have a Specialization prior to the end of the program term to qualify for payment



ELIGIBLE PRODUCTS

Secure Networking	Security Operations	Unified SASE
FortiGate <1000 w/ Ent-BDL	FortiAnalyzer	FortiGateVM
FortiGate (1000+)	FortiAIGate	FortiSASE
FortiSwitch (200+)*	FortiMail	FortiCNAPP
FortiAP*	SoCaaS	FortiClient
FortiAIOps	FortiAuthenticator	FortiMonitor
FortiManager	FortiEDR	FortiWeb
FortiINAC	FortiDLP	FortiEndpoint
FortiWifi	FortiSandbox	FortiAppSec
FortiGate Ruggedized	FortiMail Workspace	FortiADC
OT Subscriptions	FortiSIEM	FortiFLEX*
	FortiSOAR	
	FortiDeceptor	
	FortiPAM	
	FortiNDR/NDR Cloud	
	FortiCloud	

* FortiSwitch, FortiAP, and FortiFlex paid at 50%



PILLAR RESOURCES

Learn more about Fortinet's profitability pillars



[Secure Networking Hub](#)



[Security Operations Hub](#)



[Unified SASE Hub](#)



**BACKEND
REBATE**

Invite-only program. Contact your CAM to review eligibility.



PILLAR REBATE



Program Dates
January 1 - June 30, 2026



Reward Payment:
1H2026



Open to:
Nominated Advanced/Expert US Partners



STACKABLE REBATE DETAILS

Specialized partners earn rebates on key products and solutions:
Pillar Specialized partners EARN MORE – up to 12% back within SecOps and SASE.

	ADVANCED			EXPERT PARTNERS		
	Base ¹ Rebate	Pillar Specific ² Specialization Booster	MAX REBATE (Base + Pillar-specific Specialization)	Base ¹ Rebate	Pillar Specific ² Specialization Booster	MAX REBATE (Base + Pillar-specific Specialization)
Secure Networking Hardware	1%	+1%	2%	2%	+2%	4%
Secure Networking BDL/Software/Svcs	2%	+1%	3%	4%	+2%	6%
SASE	3%	+3%	6%	6%	+6%	12%
Security Operations	3%	+3%	6%	6%	+6%	12%

1. Requires partner to hold any current specialization

2. Requires partner to hold pillar specific Specialization to receive pillar-specific booster:

- Secure Networking Hardware booster requires Secure Networking Firewall or Secure Networking LAN or SD-WAN Specialization
- Unified SASE booster requires SASE Specialization or Cloud Specialization
- Security Operations booster requires Security Operations Specialization



ACTIVATION RESOURCES


GET SPECIALIZED





Invite-only program. Contact your CAM to review eligibility.



VIP GROWTH REBATE PROGRAM

 **Program Dates**
January 1 - June 30, 2026

 **Reward Payment:**
1H2026

 **Open to:**
Expert, Regional, and Global Partners



PARTNER BENEFITS

Expert partners who accelerate business growth with Fortinet earn more. Four-tiered payout system. Up to 5% back on all eligible billings.



ELIGIBILITY

- 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 NSE requirements and have a Specialization prior to the end of the program term to qualify for payment



PROGRAM DETAILS

- An individual contract will be signed between the Partner and Fortinet
- Partner will receive Half-Year (HY) revenue targets with a minimum growth to deliver
- Overachieving the expected growth will drive incremental rebate percentage.

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

- VIP maximum payout is capped at \$250,000 per Partner per Semester (\$500,000 per Partner per year)
- Rebate below \$100,000 per Semester will be paid, on a Partner invoice, through FortiRewards payment platform. A FortiRewards account and a valid XTRM ID are needed
- Rebate above \$100,000 per Semester will be paid directly by Fortinet on a partner invoice
- Program Period: Full year 12 months, with payouts at end of each semester: end of HY1 (June 30, 2026) and end of HY2 (December 31, 2026)



FREE TECHNICAL NSEs



Program Dates
January 1 – June 30, 2026



Reward Payment:
Q1'26 and Q2'26



Open to:
US Partners



PARTNER BENEFITS

Pass a technical NSE exam (4-8) and get reimbursed – up to \$4600 back!



ELIGIBILITY

1. NSE 4-8 achieved between January 1 and June 30, 2026, are valid, and must be submitted no later than 60 days after achievement
2. Limit one claim per exam certificate
3. All US Partners [registered in FortiRewards](#)
4. [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. [Submit a claim](#)

- [NSE 4](#)
- [NSE 5 Secure Networking](#)
- [NSE 5 SASE](#)
- [NSE 5 Cloud Security](#)
- [NSE 5 Security Operations](#)
- [NSE 6 Secure Networking](#)
- [NSE 6 SASE](#)
- [NSE 6 Cloud Security](#)
- [NSE 6 Security Operations](#)
- [NSE 7 Secure Networking](#)
- [NSE 7 SASE](#)
- [NSE 7 Cloud Security](#)
- [NSE 7 Security Operations](#)
- [NSE 8](#)



ACTIVATION RESOURCES

NSEs BUILD AND GROW
YOUR CYBERSECURITY
PRACTICE!



[NSE Insiders: On Demand](#)



[NSE knowledge is a key enabler
of partner success](#)



Not yet registered?
Don't miss out – [Register Today!](#)



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 who wants 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:
- Partner must be compliant to Engage Level of Engagement NSE requirements and have a 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 and have a Specialization prior to the end of the program term to qualify for payment
- To receive boosters, partners must have Specialization within that pillar

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

