FORTINET.   **INGRAM** MICRO®

Why Ingram Micro?

No other company delivers the full spectrum of global technology and supply chain services to businesses around the world.

Ingram Micro's global infrastructure and deep expertise in technology solutions, supply chain, cloud, and mobility enables its business partners to operate efficiently and successfully in the markets they serve. Combined with distinct market insights and the trust and dependability generated from decades of strong partner relationships, Ingram Micro stands apart as the global technology services provider for the future.

Fortinet Resources at Ingram Micro

Fortinet Sales Operations Desk (800) 456-8000, ext. 76439
A dedicated team of Fortinet specialists who handle all of the day-to-day business flow within Ingram Micro. Contact the team for quotes, orders, and guidance on how to view status/tracking and other operational features on Xvantage.

Fortinet Solution Team (716) 633-3600, ext. 65390
Field deployable and inside resources that enable partners to develop a successful Fortinet practice. The market development team works directly with all levels of the Fortinet organization and can assist partners with everything from program onboarding to sales trainings to demand generation events.

Technical Enablement Engineers
Fortinet Certified Engineers are responsible for partner technical enablement. Solution providers can leverage this resource for demos, webinars, trainings, architecting, design, cyber threat assessments and more.

Solution and Design Services (800) 445-5066, ext. 76124
A team of technical specialists who can help partners size and design the bill of materials necessary for any solution. These specialists receive consistent training from Fortinet and other manufacturers so they can describe the benefits of Fortinet products over the competition.

CTAP Assessment Program
Fortinet's Cyber Threat Assessment Program (CTAP) is a free program you can leverage to find and highlight vulnerabilities in any of your customers' existing solutions. To take advantage of this program, please contact one of our Technical Enablement Engineers

Professional Services
Ingram Micro's QuickStart for Fortinet FortiGate NGFWs optimizes customer investments by swiftly deploying products using best practices and extensive field expertise. As the first U.S. technology distributor to achieve Fortinet's Engaged Preferred Services Partner (EPSP) designation, we provide specialized, advanced Fortinet security support to channel partners. Contact Ingram Micro Services at USServices@ingrammicro.com for more information.

Security as a Service (SECaaS)
Are you an MSSP provider or considering moving your business in that direction? Ingram Micro's SECaaS program for our partners can facilitate the transition. Please reach out to one of our team members for more information about our Fortinet monthly billing program.

Alternative Financing and Leasing Services
Ingram Micro Financial Solutions allows you to focus on what you do best—grow your business. Let us help you choose the right options to drive your revenue, increase your buying power and maximize your cash flow. For more information, please reach out to Financialsolutions@ingrammicro.com.

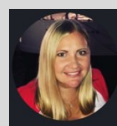
Fortinet Sales Operations
(800) 456-8000, ext. 76439
Fortinet-Licensing@ingrammicro.com
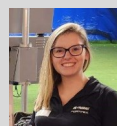
Fortinet Solutions Team
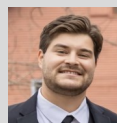(716) 633-3600
FortinetMD@ingrammicro.com

Melissa Hill
Business Development Executive—East
Ext. 67485 Cell: 1-716-444-8891
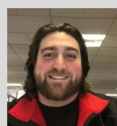Melissa.Hill@ingrammicro.com

Joseph Adcock
Business Development Executive—West
Ext 66571 Cell: 1-716-908-6940
Joseph.Adcock@ingrammicro.com

Amber Yonkosky
Customer Experience Representative
1-716-616-8354
Amber.Yonkosky@ingrammicro.com

Sean Furcinito
Customer Experience Representative
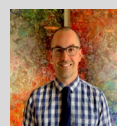Ext 66214
Sean.Furcinito@ingrammicro.com

Jesse Fenton
Customer Experience Representative
Ext 67360
Jesse.Fenton@ingrammicro.com
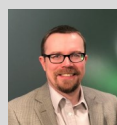
Fortinet Solution Design Team
(716) 633-3600
Fortinet-SolutionDesign@ingrammicro.com

Garrett Brown
Sr. Technical Enablement Engineer—West
Ext. 66573
Garrett.Brown@ingrammicro.com

Shane Colgan
Sr. Technical Enablement Engineer—East
Ext. 66912
Shane.Colgan@ingrammicro.com

Michael Wier
Sr. Technical Enablement Engineer—Pro Services
Ext. 67781
Michael.Wier@ingrammicro.com

Fortinet Solution and Design Services Call Center
1-800-445-5066 x76124