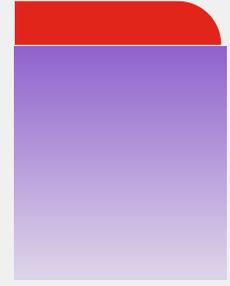
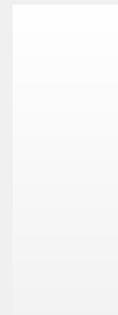




FortiRewards

Partner Onboarding

EMEA Channel Operations, 2025



Why FortiRewards ?

FortiRewards program is designed to increase partner:



✓ Profitability (Closed deals)



✓ Expertise (Technical training)



✓ Engagement (First sale)

FortiRewards enrollment process – Account enrolls

MANAGE DEALS ▾ ENGAGE PROGRAM ▾ SOLUTIONS ▾ SALES/MARKETING ▾ TRAINING ▾

HOME > SALES/MARKETING > PARTNER PROMOS

EMEA Q4 2024 PROMOTIONS & REWARDS CATALOG

Partners and Distributors **CHECK YOUR FORTIREWARDS BALANCE**

- New Product Ordering Guides
- Cyber Threat Assessment (CTAP)
- Fortinet Events & TV
- Building Off The FortiGate
- Renewal Hub
- Trade Up
- Promotion Catalog**
- Battle Cards
- Marketing Hub 2024

- Primary member logs in to Partner portal
- FortiRewards page available by clicking Promotion Catalog under the tab Sales/Marketing
- Click on 'Check your FortiRewards balance'

FortiRewards Program Overview

Fortinet's FortiRewards program is designed to allow our partners to increase profitability, improve engagement, and drive expertise. To learn more about the program, including how to enroll, and payment details, download the [FortiRewards Overview Guide](#). For additional program details, be sure to check the [FortiRewards FAQ](#).

Welcome [REDACTED]

Your organization, [REDACTED], has not yet opted in to FortiRewards.

As the Primary Member on your account, you must first agree that your company can participate in FortiRewards. To do so, review program Terms and Conditions and [select your company's FortiRewards participation preference](#) via your company's FortiRewards Preference page.

ENROLL YOUR ORGANIZATION IN FORTIREWARDS

- Primary to click on Enroll your organization



FortiRewards enrollment process – Account enrolls

Please select [REDACTED] FortiRewards Participation Preference below

By selecting FortiRewards preferences below you certify that you have the authority to select [REDACTED] company-wide, FortiRewards participation and payment preferences. Once set via the form below, future changes will need to be made by contacting your CAM [REDACTED]

Individuals within [REDACTED] will not be able participate in FortiRewards until you, the Primary Member on the account, enroll your company by agreeing to the Fortirewards Terms and Conditions and selecting a company-wide payment preference below.

[REDACTED] FortiRewards Participation Preference:

ACCEPT Yes, I would like to enroll my company [REDACTED] to participate in FortiRewards by agreeing to the FortiRewards Terms and Conditions and selecting a payment preference (below)

DECLINE No, I do not want individuals from [REDACTED] to be able to participate in FortiRewards.

[Download the Fortirewards Terms and Conditions Agreement](#)

I accept FortiRewards Account Participation Terms and Conditions

Please select your organization's FortiRewards Payment Preference.

Please note, payments on eligible points are made on a quarterly basis and take 4-6 weeks from the end of the quarter to process.

Partner Pay: Your organization will receive a single payment for all approved claims submitted by your organization's employees. Payments are made on a quarterly basis, via our third-party payment processor (XTRM). Partner Pay is appropriate for organizations who do not allow individual reps to receive SPIFFs from vendors, or who wish to have control over disbursement of funds to individuals at their organization.

Prior to receiving any FortiRewards payments, your organization must establish a company account with XTRM.

Once established, payments will need to be managed by the designated administrator of your company's XTRM account. Per your organization's incentive program(s) guidelines, funds can be disbursed to individual earners from within the XTRM interface and/or transferred to company account(s). [Click here to learn more about how XTRM works](#)

- Primary to agree Terms and Conditions and to select Payment Preference = Partner Pay



FortiRewards enrollment process – Account enrolls

➤ If the organization is already registered to XTRM (our Third Party payment processor):

✓ the XTRM details will be displayed

XTRM Administrator contact information:			
* XTRM Administrator Name	* XTRM Administrator Email	XTRM Company Account ID	XTRM USD wallet ID

✓ primary must choose the claim submission preference, and if needed, the Admin for Fortirewards (can be different from the primary contact)

FortiRewards Claim Submission Preference
- Select One -
<input type="text"/>
- Select One -
Individuals Submit Claims
Admin Submits Claims

➤ If the organization is NOT registered yet to XTRM (our Third Party payment processor):

✓ The enrollment cannot be completed until XTRM account for the company is created

Please note that no XTRM company account id has been identified for your company. To continue with the enrollment, [click here](#) to set up your Company account at XTRM.

✓ XTRM account for the company needs to be created at <http://fortinet.xtrm.com/>
Company XTRM account ID is in SPNxxxxxx format.



FortiRewards enrollment process – Individual Opt in

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Welcome [REDACTED]

Your organization, [REDACTED] has enrolled in the FortiRewards program and selected Partner Pay as the payment preference.

If you are ready to submit FortiRewards claims, please opt-in to participate.

[OPT-IN TO PARTICIPATE IN FORTIREWARDS](#)

If you are interested in participating in FortiRewards, please read and accept the Individual Participation Opt-In agreement below and click "Enroll Now" button to sign up.

FORTIREWARDS PROGRAM INDIVIDUAL PARTICIPATION OPT-IN AGREEMENT FOR: [REDACTED]

Qualified Employee, the FortiPartner or anyone else.

13. Fortinet, FortiPartner, and FortiPartner Qualified Employees, shall not provide any form of consideration, whether monetary or otherwise, to any other entity or end-customer in exchange for the entity or end-customer purchasing Fortinet products or services or maintaining current business.
14. By accepting the terms and conditions herein, you represent and warrant that your participation in this program complies with FortiPartner's company policies.
15. You agree that these Terms and Conditions shall be governed by the laws of the State of California, without regards to the choice of law's provisions thereof and you hereby agree that any dispute related to these Terms and Conditions shall be resolved in Santa Clara County, California, USA, and you hereby consent to personal jurisdiction in Santa Clara County, California, USA.

[Download Individual Participation](#)

I accept the FortiRewards Program Individual Participation Agreement and wish to enroll in the program.

[ENROLL NOW](#)

If claim submission preference selected during previous step =
Individuals submit claim :

- Individuals can enroll in FortiRewards via the FortiRewards page
- Individuals accept Individual Terms and conditions



Claim submission

START CLAIMING NOW

Displace & Earn

Valid from: July 1st - December 31st 2025 - Reward Period: Q3 2025 and Q4 2025 - Open to: Select & Advanced Partners

Partner Benefits:
Be rewarded up to \$2,000 per opportunity when displacing a competitor

Eligible Product:

- All Fortinet Hardware + Related Services or Bundle on the same Deal Registration opportunity
- Displace one of the following competitors:

CLAIM FORM FOR DISPLACE & EARN

New Logo Whitespace Deals

Valid from: July 1st - December 31st 2025 - Reward Period: Q3 2025 and Q4 2025 - Open to: Global, Regional, Expert, Advanced & Select Partners

Partner Benefits:
Be rewarded up to \$5,000 for hunting new logo

Eligible Product:

- All Fortinet Products
- Land a New Logo:
 - » Minimum \$100,000 EMEA Recommended End-User Price
 - » All existing pipeline in Fortinet will not be qualified
 - » The deal qualification must be new account who have not purchased Fortinet products

CLAIM FORM FOR NEW LOGO WHITESPACE DEALS

- FortiRewards page available by clicking Promotion Catalog under the tab Sales/Marketing
- Click on 'Check your FortiRewards balance'
- Click on the required form
- Ensure all required documents are uploaded by clicking on the upload button

To avoid any upload issues, documents should be in pdf format and with a name not longer than 40 characters. For multiple documents, please compress into a single .zip file.

- When all documents uploaded, click on submit



Primary member options

- The primary user can view the claims submitted by other members

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Welcome back

Important FortiRewards Program Information on Point Redemption:

Your company, _____ has selected the Partner Pay Participation Preference for FortiRewards.

If you have further questions, reach out to the FortiRewards team at emea_partners@fortinet.com.

Download the [EMEA H2 25 Promotions & Rewards Catalog](#)

To view claims submitted before 2025, click here to access the [FortiRewards Dashboard](#)

To view claims submitted from 2025, click here to access the [FortiRewards Dashboard](#)

- If “Admin submits claim” as submission preference and “Partner pay” as payment preference, the admin can select the member of his team he is submitting the claim on behalf of

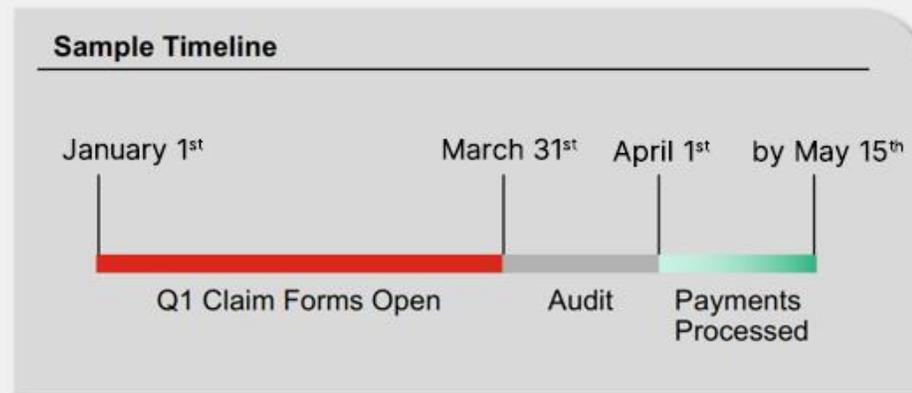
* Please select member you are submitting this claim on behalf of

- Select One -



Approved claim payment

- ✓ Points are automatically converted to cash during the Quarterly Redemption Cycle, which begins the first day after quarter close
- ✓ Approved claims are paid 4-6 weeks after the Quarterly Redemption Cycle
- ✓ Payments made via XTRM, third party payment processor



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