

# Get Ready to Exceed Your Customers' Expectations

Digital security, everywhere  
your customers need it



Securing the work-from-anywhere workforce. Managing threats introduced by digital acceleration. Navigating increased risk of ransomware attacks and an ever-more sophisticated threat landscape. These are the forces that are shaping customer priorities, planning, and security spend.

## Why Fortinet

Outdated approaches that use overlaying disparate security solutions can introduce gaps, complexity, and greater risk. Fortinet's broad, integrated, and automated portfolio of products with flexible form factors is a natural choice to solve numerous customer use cases while staying ahead of today's evolving security landscape.

For over 20 years, Fortinet has been a driving force in the evolution of cybersecurity and the convergence of networking and security. Our network security solutions are the most deployed, most patented, and among the most validated in the industry.

## Proven Credibility

Confidently bring Fortinet offerings to your customers

- Over one-third of all firewall shipments<sup>1</sup>
- 1,279 patents globally
- Recognized in six Gartner® Magic Quadrants™
- Extensive [analyst recognition](#)
- 595,000+ customers and 60,000+ active partners

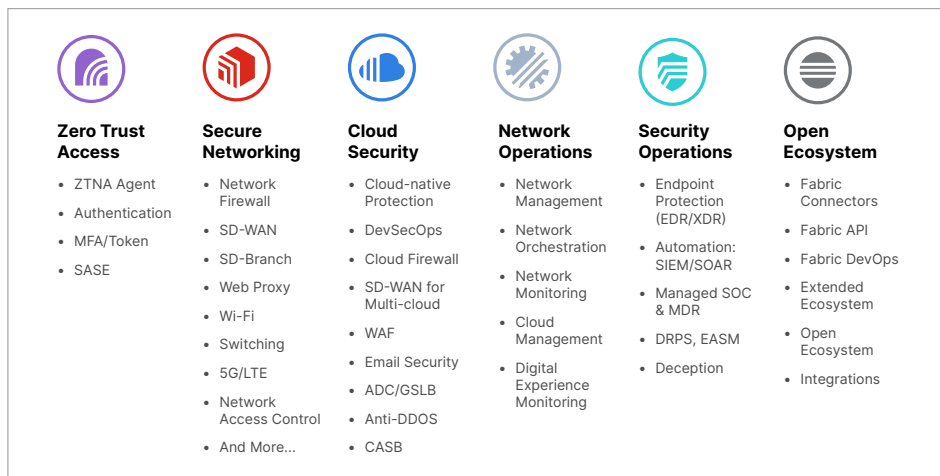


Figure 1: Protect the digital attack surface with Fortinet's broad, integrated, and automated security portfolio.

Only Fortinet provides the powerful combination of differentiated technology, proven credibility, and singular commitment to the channel. This enables you to grow your business and exceed your customers' security objectives.

## Differentiated Technology

Fortinet's [Security Fabric platform](#) is built around a common operating system and management framework. It enables visibility, integration, and interoperability between critical security elements, granular control, and automation. The Security Fabric's underlying open architecture and integration interfaces [enable integration of 500+ vendor products with the Fabric](#), extending and preserving your customers' current security investments.

## Partner-Focused

With no direct sales team, Fortinet's 100% commitment to the channel fosters channel loyalty and trust. Our award-winning [Engage Partner Program](#) provides sustained sales, marketing, and executive support for productive and profitable relationships with Fortinet. We work together to maximize your return on Fortinet investments and aim to help you grow your business across specializations and business models.

Fortinet Engage Partner Program provides you with:

- Programming right-sized for your business and level of commitment
- Growth paths designed for your business model
- Numerous [specialization](#) opportunities including: SD-WAN, cloud security, zero-trust access, operational technology, security operations, and more.
- [Sales and marketing support](#) to help you grow your business
- Starter kits and industry-specific demos
- FortiRewards to increase revenue

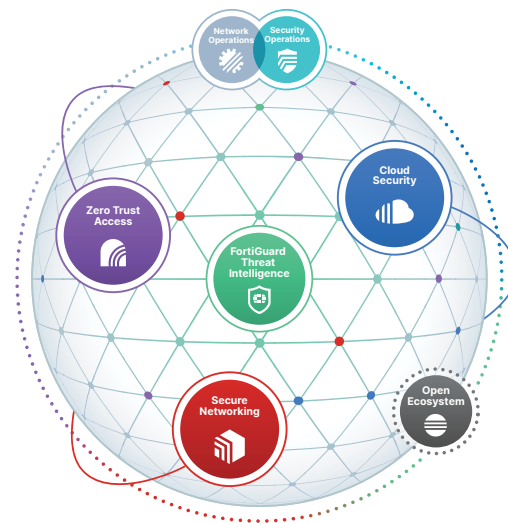


Figure 2: Fortinet's Security Fabric Platform brings together converged networking and security powered by FortiOS.

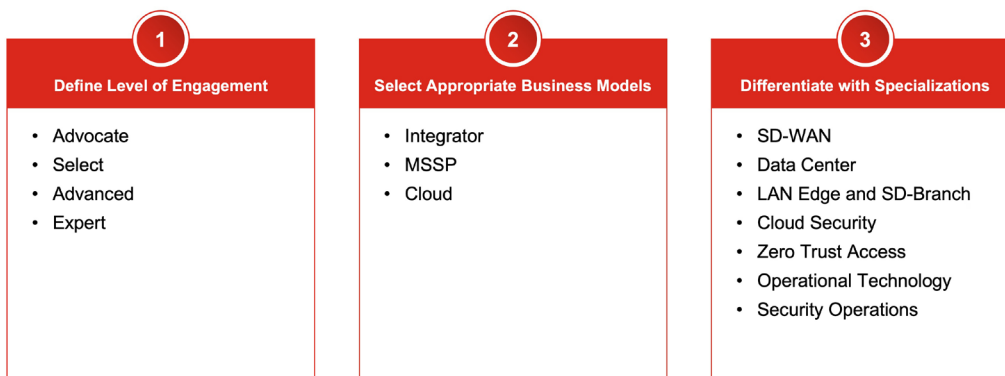


Figure 3: The Fortinet Engage Partner Program offers right-sized programs for every level of commitment and business model.

<sup>1</sup> [IDC Worldwide Security Appliance Tracker](#), IDC, February 2022. (Based on unit shipments of Firewall, UTM, and VPN appliances)