

FORTINET NFR PROGRAM – US/CANADA

A blue-tinted background image showing two people's hands interacting with a tablet. The image is overlaid with a network diagram of nodes and lines, and a world map. The text is centered in white.

**LET OUR PRODUCTS DO
THE SELLING FOR YOU**
One year of free services and support
+ 55% off hardware

Eligible Partners: Authorized Fortinet partners within the US and Canada

Program Overview: Fortinet is pleased to offer all authorized Fortinet partners a NFR product purchase program that provides a special discount to partners on units purchased specifically for demonstration purposes.

Eligible Products: This program applies to a subset of the Fortinet product line. Eligible products are listed on the NFR pricelist. For product needs that are not on this list, the Partner must work with their Channel Account Manager for procurement.

Purchase Restrictions: This program applies to products purchased as NFR only. Unless otherwise specified in a duly authorized and signed agreement between Fortinet and the Partner, the following quantity restrictions shall apply:

- FG-30 Series through FG-100 Series – ten (10) units per partner every twelve (12) months.
- FG-200 Series through FG-1000 Series – five (5) units per partner every twelve (12) months.
- FortiGate VMs, FortiAP, FortiAP-S, FortiWLC, FortiAnalyzer, FortiManager, FortiMail, FortiWeb, FortiSiem, FortiAuthenticator, FortiDDOS, FortiRecorder, FortiCamera, FortiExtender, FortiWan, FortiCache, FortiProxy, FortiADC FortiSandbox - five (5) units per partner every twelve (12) months.
- FortiClient EMS - one (1) Client Pack (100 Clients) per partner every twelve (12) months
- FortiToken - ten (10) units per Partner every twelve (12) months.

What are the recommended program discounts that are available*?

- For hardware, all partners receive 55% off of hardware, and one year of FortiCare plus the FortiGuard Enterprise protection bundle.
- For VMs, all partners will receive 75% off of the VM and 75% off of FortiCare plus the FortiGuard Enterprise protection bundle.

* Fortinet is not the selling party and Fortinet publishes these discounts for information purposes only. The selling party is the applicable Fortinet authorized distributor and all pricing is negotiated independently between the distributor and the partner.

ADDITIONAL NFR PROGRAM RULES

- Purchaser must be an authorized Fortinet partner, or be authorized in writing by Fortinet to purchase NFR units through the Fortinet channel.
- All NFR purchase requests that deviate from the "Purchase Restrictions" set forth above will require additional approvals by authorized representatives of Fortinet
- All purchases are final
- Discounts are calculated based upon the Fortinet regional price list applicable to the partner
- Units MUST be processed and sold as NFR when originally shipped from Fortinet or the distributor. No other units qualify for complimentary services. Any unit not originally purchased as a NFR unit may not later be converted into a NFR unit
- Fortinet reserves the right to amend, modify, suspend, cancel or terminate this program at any time without notice
- Partners may not combine this program with any other Fortinet offer or promotion
- All orders are subject to review and approval by Fortinet
- Fortinet reserves the right to audit or request additional information from partner to ensure the partner's compliance with the terms and conditions of the NFR program
- Fortinet reserves the right to terminate any partner from participation in the NFR program for any reason

SUPPORT, MAINTENANCE, AND SUBSCRIPTIONS

- After the initial one (1) year of services, extensions for any services must be purchased. Orders for extensions may be placed through regular distribution channels

RESALE OF NFR UNITS

- All units purchased under the NFR program may not be resold by the partner



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