



EMEA DEAL REGISTRATION – FAQ

Q. Do I have to participate in the Deal Registration Program?

A. The Deal Registration Program is available for all FortiPartner in EMEA under certain criteria established in said Program. Although it is not required, it is recommended that you participate in Deal Registration when applicable to take advantage of possible associated discounts from your authorized Distributors. As per your Partner Program agreement with Fortinet, the Deal Registration Program can be modified at any time at Fortinet's discretion.

Q. What are the benefits of Deal Registration?

A. If your Deal Registration is approved, you may benefit from additional discounts from your authorized Distributors. Deal Registration discounts can be accumulated with your applicable recommended FortinetPartner level discount. For the avoidance of doubt, the final quote shall solely be obtained from an Authorized Distributor and shall only be binding to the Authorized Distributor, acting in its own name and account. Fortinet does not and cannot interfere with the pricing negotiated between you and the Authorized Distributor.

Q. How is a Deal Registration opportunity defined?

A. A registered deal must:

- be worth \$10,000 or more (public price) or its equivalent in local currency.
- be a Net New Opportunity to Fortinet not yet registered in Fortinet's current database towards the End-Customer account, excluding expressly from this Program (without limitation) Renewal deals of: existing licenses, existing entitlements, existing services and service subscriptions, supply of Not-For-Resale products, supply of laboratory, demo or test units, Requests for Information (RFI), Requests for Proposals (RFP), Requests for Quotation (RFQ) and general tenders, auctions, reverse auctions, etc.

Deal Registration is only applicable for a specific and detailed opportunity within an account. You cannot register an opportunity solely based on an account name, details of the project need to be included in the deal registration request.

All product categories are eligible for inclusion in a Deal Registration request, however deals listing only Professional Services/Advanced Services and/or Training are not eligible.

Deal registration benefits cannot be accumulated with other Fortinet promotions or Fortinet Trade-Up Program.

Deal Registration requests will be denied if, at Fortinet's sole assessment (without limitation):

- the opportunity is already known to Fortinet
- the deal has already been registered by another Partner
- important required information has been omitted from the Deal Registration request

If a Deal Registration request is rejected, you will receive the standard recommended Partner level discount from your Authorized Distributor.

Q. What steps should I follow prior to registering a deal?

A. Before registering a deal, you must have made significant pre-sales efforts related to the deal, such as meeting with the End-User decision-makers, qualifying the opportunity, helping the End-User to quantify the project/budget with Fortinet products or services, or helping the End-User to define the project requirements to include Fortinet products or services. You must include a summary of these efforts in your request.

Q. How do I submit and manage my Deal Registration opportunities?

A. The Deal Registration platform can be accessed via the [Fortinet Partner Portal](#).

To submit a Deal Registration request, please follow these steps:

1. From the [Fortinet Partner Portal](#) home page, click the "Manage Opportunities", tab located in top left of the page, and scroll to "View Opportunities"
2. In the "View Opportunities" dashboard, click on the "Register New Opportunity" button
3. Complete the form. In the description field, list the products included in the deal, and all information pertinent to



the customer

4. Click "Submit"

Q. Once I have registered a deal, when should I expect a response?

A. Please allow up to five (5) working days for your request to be reviewed. You will receive an email notification of approval or denial. If you have not received a notification from Fortinet after five working days your application has been denied.

Q. How long do I have to close an opportunity once approved? Can I request an extension?

A. Deal Registration authorization codes are valid for 90 days from the date that Fortinet notifies you of its approval to your Deal Request ("Award Date"), unless otherwise notified by Fortinet. Deal Registration codes can be extended twice subject to authorization by Fortinet and if your request continues to be in line with the Deal Registration Program. You are expected to update your Deal Registration opportunities every month. Failing to provide an update or deliver insufficient information on how the deal is progressing can lead to approval being withdrawn.

Q. How do I edit an opportunity once submitted?

A. In order to edit a submitted or approved opportunity please go to the notes section of your recorded opportunity displayed in the opportunity dashboard.

Q. How do I view my opportunities?

A. To view opportunities submitted after 4th June 2019, visit the Partner Portal > Manage Opportunities > View Opportunities. To view opportunities submitted before 4th June 2019, visit the Partner Portal and click on the "Deal Registrations" button located right of the page. You can view all Deal Registration opportunities on the Opportunities page in the Product Catalog & Opportunity Management Deal Registration Portal. You can filter by request status on this page – i.e. Approved, Rejected, in Progress.

Q. How will Fortinet assess my Deal Registration request?

A. Fortinet will contact the end-user as part of the review process.

Q. If my Deal Registration request is not approved, can I still submit a quotation to the end-user?

A. Absolutely, as a Fortinet Partner, you can submit a quote. You will receive standard recommended Partner level discount from your Authorized Distributor. For the avoidance of doubt, the final quote shall solely be obtained from an Authorized Distributor and shall only be binding to the Authorized Distributor, acting in its own name and account. Fortinet does not and cannot interfere with the pricing negotiated between you and the Authorized Distributor.

Q. If I have had previous Deal Registration requests approved for an end-user am I guaranteed future Deal Registrations?

A. No, you are not. Every request will be treated individually and on a per-deal basis only.

Q. Can I register a deal that includes units that I am not qualified to sell?

A. No. If a request for a registered deal includes units you are not eligible to sell, the request will be denied.

Q. Can I register a deal that has already been registered by another Fortinet Reseller?

A. No, only one Partner may register a deal. Duplicate deals will not be accepted.

Q. What if another Reseller has registered my deal?

A. If you believe a deal was inappropriately registered, please contact your account manager immediately for further review and escalation.

Q. If approved, how do I obtain my additional discount?

A. Simply provide your deal registration authorization code to your Distributor of choice. They will apply the respective discount to you at the time of purchase, at their own discretion. Fortinet manages the distributor notification process. For the avoidance of doubt, the final quote shall be solely obtained from an Authorized Distributor and shall only be



binding to the Authorized Distributor, acting in its own name and account. Fortinet does not and cannot interfere with the pricing negotiated between you and the Authorized Distributor.

Q. If I have any questions, who should I contact?

A. Please email emea_partners@fortinet.com or contact your Fortinet Channel Account Manager.

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