



#WeAreExclusive

In partnership with
FORTINET®

Training Plans



Training Plans

Ensuring that your MSP teams are fully trained is a key stage in successfully selling, deploying and managing your Secure SD-WAN solution.

Fortinet have a full range of training options and certification levels for their partners which covers the entire spectrum of their products and services.

Fast Track Workshops

The Fast Track Program is not targeted at certification. It is not a demo. It implements an active learning approach, using hands-on labs, real-life use-cases and lectures to provide experience and build competence. You will learn how Fortinet products and solutions work and perform by actually working with them.

Each workshop focuses on a specific product, technology or benefit of using Fortinet within your MSP and typically takes around four hours.

Fortinet NSE Certification

Formal certified training options are specifically designed to build deep knowledge and confidence in Fortinet technologies. There are courses for every person involved in the Sales, Planning, Delivery, Support and ongoing Management of SD-WAN within your MSP from Awareness level through to Expert.



We have identified the key courses and programs which will put you in a great position to start offering Secure SD-WAN.



Fast Track Schedule

Fortinet provide free Fast Track training workshops to their partners. These workshops are designed for attendees of any experience level to get an overview of how the product or service works and how it can benefit their MSP business.

Recommended workshops for a Managed SD-WAN Service

- › Getting Started With the FortiGate Firewall
- › Fortifying the Enterprise Network (NGFW Solution)
- › Constructing a Secure SD-WAN Architecture
- › Reducing Complexity of Operations with the Fabric Management Center
- › Simplify SOC Operations for the Security Fabric with FortiAnalyser
- › SD-Branch: Securing Your Ethernet Switching Infrastructure with FortiSwitch, FortiAP and FortiLink


Add in here that EXN can run partner specific Fast Tracks on request





SD-WAN Formal Certification Plan

Here we outline the key job roles in your organization and the recommended training plan for each person.





Sales & Pre-Sales

Scope, Assess, Engage, Discuss

NSE 3

- 2 Days Online Training

Initial Headcount 





Service Desk

24x7 Monitoring
Adds Moves and Changes
Incident triage

NSE 4

- 3 Days Forti Security
- 2 Days Forti Infrastructure

Initial Headcount 



SD-WAN Engineer

Deploy and manage
Standard Customer design and implementation
Build maintenance plans

NSE 4


- 3 Days Forti Security
- 2 Days Forti Infrastructure


Plus NSE 5

- 3 Days Forti Manager
- 1 Day Forti Analyser

Plus SD-WAN Specialism

- 2 Days SD-WAN

Initial Headcount 



Specialist

Advanced Customer design & implementation
Core Services design & implementation

NSE 4

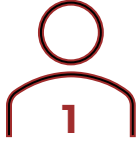
- 3 Days Forti Security
- 2 Days Forti Infrastructure

Plus NSE 5

- 3 Days Forti Manager
- 1 Day Forti Analyser

Plus NSE 7

- 2 Days SD-WAN


Initial Headcount 





Skills Matrix

Here we outline the key job roles in your organization and the recommended training plan for each person.

Name	Team	NGFW	UTM	SD WAN	Forti Portal	Forti Manager	Forti Analyzer	Req. Training	#Days	Cost
A Sample	Sales									
A Sample	Sales									
A Sample	Pre-Sales									
A Sample	Pre-Sales									
A Sample	Service Desk									
A Sample	Service Desk									
A Sample	Service Desk									
A Sample	Service Desk									
A Sample	Core Network									
A Sample	Core Network									
A Sample	Core Network									
A Sample	Core Network									
A Sample	Product Management									

 Limited / no experience of the technology

 Able to support an existing configuration

 Able to plan, deploy and manage a configuration



An editable Excel version of this table is in your Accelerator Pack



Our Services 1st Approach



Assess IT

Credit and Risk

Size Scope Stage

Rapid response pre-sales team for small and medium business opportunities

Mobile team of **30** experienced pre-sales engineers



Host IT

Public Cloud and hosting

Shift to managed consumption overcoming resource and complexity challenges with predictable monthly billing.

Secure. Simple.



Consume IT

Finance and Leasing

Subscribe with X-OD

Shifting CapEx to OpEx.

Instant revenue & commissions for the channel

Payment over time for End-user



Deploy IT.

Enable IT.

Install and Testing

Successfully delivered projects **1-200 days**

Remote / onsite configuration

Global and local

Authorised training centre



Support IT.

Manage IT.

Technical and Managed services driving value consumption

Increase end customer satisfaction

Security-as-a-Service