



Fortinet Worldwide Demo Program Policy

Eligible Partners: All Fortinet distributor and reseller partners (“FortiPartners”) around the world.

Eligible Products: This program applies to FortiGate & FortiWiFi Firewall/VPN, FortiAnalyzer, FortiDB, FortiMail, FortiManager, FortiScan and FortiWeb hardware products purchased as demonstration (“Demo”) units only. MSSP core and/or revenue product orders do not qualify.

Policy Overview

Fortinet offers contracted and current FortiPartners a demonstration equipment purchase program which provides a special discount to partners on units purchased specifically for demonstration purposes.

Purchase Restrictions

This program applies to FortiGate, FortiWiFi Firewall/VPN, FortiManager, FortiAnalyzer, and FortiMail hardware products purchased as Demo only. Unless otherwise specified in a duly authorized and signed agreement between Fortinet and FortiPartner, the following quantity restrictions shall apply:

- FG-30 Series through FG-110 Series – Ten (10) units per FortiPartner every twelve (12) months.
- FG-200 Series through FG-5000 Series – Five (5) units per FortiPartner every twelve (12) months.
- FortiAnalyzer, FortiDB, FortiMail, FortiManager, FortiScan and FortiWeb Products – Ten (10) units per FortiPartner every twelve (12) months.
- MSSP core infrastructure and/or revenue product orders do not qualify.

What are the program discounts that apply?

Applicable program discounts shall be provided: (i) in a signed agreement between Fortinet and FortiPartner, (ii) outlined within the FortiPartner Program Guidelines, (iii) through an authorized FortiPartner, or (iv) through an official channel communication from Fortinet.

Additional Demo Program Rules

- Purchaser must have a current contract with Fortinet, is a current member of the FortiPartner Program, or authorized to purchase Demo units through the Fortinet channel.
- Any demo purchase requests that deviate from the “Purchase Restrictions” set forth above will require additional approvals by Fortinet
- All purchases are final.
- Discounts are calculated based upon the regional Price List applicable to the FortiPartner.
- Units MUST be processed and sold as “Demo” by when originally shipped from Fortinet. No other units qualify for complimentary services. In addition, any unit not originally purchased as a Demo unit may not later be converted into a Demo unit after the original purchase.
- Fortinet reserves the right to amend, modify, suspend, cancel or terminate this program at any time without notice.
- FortiPartner 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 FortiPartner to ensure FortiPartner's compliance with the terms and conditions of the Demo program.

Support, Maintenance and Subscriptions

- All Demo units come complete with both Fortinet's 8X5 FortiCare (support and maintenance) and FortiGuard (suite of subscription services) for one (1) year at the time of shipment.
- 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 or your local Fortinet sales office.

Resale of Demo Units

- All units purchased under the Demo program may be resold by the FortiPartner twelve (12) months after the original ship date. Upon the resale of any Demo unit, FortiPartner must notify the Fortinet Customer Service team in your region:
 - Americas: cs@fortinet.com
 - APAC: cs_apac@fortinet.com
 - EMEA: cs_emea@fortinet.com
- At the time of resale, no free services will be provided with the unit. Support, maintenance, and subscription services must be purchased as renewals by the purchaser of the resold unit.
- Upon sale of a Demo unit, the FortiPartner will be credited towards its allocated quantities.
- Failure to notify Fortinet of the resale of a Demo unit shall be considered a breach of the terms and conditions of this Demo program policy. As a result of a breach, Fortinet shall be entitled to invoice FortiPartner for all service extensions on the unreported and re-sold unit as well as the cost differential between the Demo unit and non-Demo unit sales prices.
- Fortinet reserves the right to terminate any FortiPartner from participation in the Demo Program for any reason.

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