

PROGRAM GUIDE

Fortinet Fabric-Ready Program

Fortinet Security Fabric Interoperability
Program for Technology Alliance Partners



Program Overview

Fortinet's technology alliance partners build on Fortinet products and solutions to help customers get even more value from their security deployments. Technology alliance partners are a key part of the Fortinet Security Fabric, which enables Fortinet and partner products to cooperatively integrate and provide end-to-end security solutions.



Figure 1: Fortinet Security Fabric diagram.

Technology alliance partners integrate with the Fortinet Security Fabric via Fabric application programming interfaces (APIs) and are able to actively collect and share threat and mitigation information to improve threat intelligence, enhance overall threat awareness, and broaden threat response from end to end. The Fabric enables the development and delivery of comprehensive, end-to-end security solutions that can dynamically adapt to the evolving network architecture as well as the changing threat landscape.

The **Fortinet Fabric-Ready Partner Program** is Fortinet's technology partnership program, and partner inclusion in the program signals to customers and the industry at large that the partner has collaborated with Fortinet to develop validated, end-to-end security solutions. Fortinet is the global leader in high-performance cybersecurity solutions, with #1 market share in security appliances shipped worldwide. Partners benefit from the Program by being allied with the market leader who is the most widely deployed and growing rapidly. Customers benefit from the knowledge and confidence that the Fabric-Ready partner has worked with Fortinet to validate and deliver integrated security solutions ready for deployment.

Benefits for Partners

Fortinet is the global leader in high-performance cybersecurity solutions, with #1 market share in security appliances shipped, and counts the majority of Fortune 100 companies as its customers. More than 280,000 customers worldwide, including some of the largest and most complex organizations, trust Fortinet to protect their brands. The Fortinet Fabric-Ready Partner Program provides partners with several benefits resulting from being allied with the market leader who is the most widely deployed and growing rapidly.

The Fortinet Fabric-Ready Partner Program is Fortinet's technology partnership program, and gives partners an edge with the following key benefits:

■ Program Benefits

- Fortinet provides Program partners with a Fabric-Ready logo that serves as Fortinet's seal of approval for validated solutions. Leverage this for marketing purposes on your website, in marketing/sales collateral, webinars, and social media outreach.
- Fortinet will associate the Fabric-Ready logo with Program partners on Fortinet's Technology Alliance Partners webpage. Benefit from the associated status and enhanced status and visibility on Fortinet's website.
- Fabric-Ready Program partners gain priority access to exhibiting at Fortinet's annual Global Partner Conference.

■ Co-marketing Benefits

- Gain brand recognition through Fortinet's inclusion of Program partner logos in Fabric-Ready messaging in Fortinet's global market messaging, customer presentations, and solutions collateral.
- Increase visibility within Fortinet sales and product teams by providing your solutions marketing and training collateral to Fortinet for global posting on Fortinet's internal and partner web portals.
- Get priority access to Fortinet field marketing and lead generation programs via the ability to sponsor a kiosk at Fortinet's FortiExpress or similar field event annually.

■ Technical Validation Benefits

- Partner inclusion in the Program indicates that the solution integration has been validated by Fortinet and is ready for deployment. Build confidence and trust with your customers, channel, and deployment partners through Fabric-Ready technical validation.

Benefits for Customers

- Customers can make purchase decisions involving Fortinet and partner solutions with greater confidence, knowing that the partner has worked with Fortinet from a product and technology integration standpoint to deliver validated and integrated solutions ready for deployment.
- Customers enjoy faster time to deployment of solutions and reduced technical support burden and costs due to the Program's pre-validation of solutions.



Program Inclusion Criteria

- The Fortinet Fabric-Ready Partner Program is intended for and limited to technology alliance partners. Channel/deployment partners can leverage Fabric-Ready technology partners, having the confidence that these partners have integrated with Fortinet to deliver validated solutions.
- The technology alliance partner must have utilized one or more of the Fortinet Fabric APIs to integrate their product(s) with Fortinet product(s).
- The partner must have gone through the Fabric-Ready Partner Program application process described later in this document.
- Fabric-Ready validation requires Fortinet's review and approval of the technical solution integration, development of solutions marketing collateral, and a joint marketing plan as appropriate.

The process for partner inclusion in the Fortinet Fabric-Ready Partner Program is straightforward and consists of the following steps:

1. Initiate the Program application process by sending an email to FabricReady@fortinet.com with the product name(s) to be validated for integration, along with email address and phone number of the business and technical contacts for the solution integration.
2. Fortinet will review and respond to the request with follow-up engagement to collect the relevant business and technical information.
3. Fortinet will work with the partner to execute the Fortinet Technology Alliance Partner Agreement.
4. Upon execution of the above agreement, Fortinet welcomes the partner into the Program.
5. The partner initiates Fabric-Ready technical validation by allocating technical resources and providing Fortinet with access to the solution integration environment and/or deliver equipment/software to Fortinet for solution validation. Fortinet validates the joint solution through a demo submitted by the Fabric-Ready Partner.
6. The partner works with Fortinet to develop a joint solution brief as well as a technical solution brief, sales enablement, and go-to-market plan as appropriate.
7. The partner commits to continual validation testing with refreshed releases/equipment via assigned technical resources and lab infrastructure on an ongoing basis, to ensure the validation of solution integration is kept current over time.
8. Upon review and approval of the above steps, Fortinet will notify the partner of their Fabric-Ready validated status in the Program and provide the Fabric-Ready branding logo for marketing purposes.
9. The Fortinet Alliances website will be updated with the new partner listing and the Fabric-Ready branding logo.



Fortinet Security Fabric APIs

The Fortinet Security Fabric has different levels of APIs and they can be categorized as follows:

API Category	Partner Usage
Management	Manage Fortinet deployments and integrate with external provisioning, monitoring, inventory, and change management systems.
SIEM	Enable third-party SIEM applications to synchronize log files from FortiManager and FortiAnalyzer to deliver enterprisewide real-time security analytics, compliance, and audit reports.
SDN Orchestration	Integrate FortiGate and FortiManager with third-party SDN controllers and platforms to apply security policies and perform orchestration functions in a seamless manner across logical and dynamic environments.
Endpoint in IoT	Enable third-party endpoint protection, endpoint detection and response, and other endpoint solutions, as well as third-party network proxy and other ICAP client solutions, to access FortiSandbox for analysis, submit objects for inspection, receive results, and act on dynamic threat intelligence.
Virtualization	Provide on-demand software-defined network security features in virtualized environments and software-defined data centers, with advanced virtual domains (VDMs), microsegmentation, and multi-tenancy features for enterprises and managed security service providers.
Vulnerability Management	Integrate third-party vulnerability scanners with FortiWeb to provide dynamic virtual patches to mitigate security issues in application environments. Reduce risk of exposure to threats between the time a threat is discovered until it is fixed by developers.
Cloud	Leverage Fortinet programmable interfaces and virtualized purpose-built cloud instances to enable broad integration with leading infrastructure vendors and cloud platforms to provide advanced security with auto scaling and high availability, along with comprehensive control and visibility for full-stack security solutions in the cloud.
Network and Security Operations	Integrate third-party applications via FortiSIEM APIs to enable simple and rapid integration of sources of data that can be added as context in support of monitoring and managing network security, performance, and compliance.

Take the Next Step and Be Part of the Fortinet Security Fabric

Fortinet is the only company with security solutions for network, endpoint, application, data center, cloud, and access designed to work together as an integrated and collaborative security fabric. Fortinet is committed to a collaborative and interactive community of security solutions. Leverage the power of the Fortinet Security Fabric and apply for Program membership today



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