

2H Surge New Partner Rebate Program



Earn Up to \$5,000 in Rebates

Ready to grow your Fortinet business? New Fortinet partners can earn additional backend margin through this limited-time performance incentive.

Program Overview

Program Period:

September 1 - December 31, 2026

Who Qualifies:

New DLB Fortinet Partners that have signed with Climb and have not transacted Fortinet business as of September 1, 2026.

What's the Opportunity:

The Top 5 performing partners will earn a 5% Backend Rebate on cumulative Fortinet revenue (Climb COGS)

Maximum Rebate: \$5,000 per partner

Why Participate

- Increase Fortinet revenue
- Earn additional backend margin
- Gain priority access to CLIMB Fortinet resources
- Build expertise in one of the fastest-growing cybersecurity portfolios

How to Qualify

- Achieve a minimum of \$10,000 in cumulative Fortinet revenue (Climb COGS)
- All eligible deals must be closed and invoiced between September 1 and December 31, 2026

Partners will be ranked based on their total cumulative Fortinet revenue (Climb COGS) from all qualified closed and invoiced deals during the program period. The partner with the highest cumulative revenue will be awarded 1st Place, with the remaining partners ranked in descending order through 5th Place. In the event of a tie, priority will be given to the partner whose final qualifying invoice date occurred first. Following the conclusion of the program, the Top 5 qualifying partners will be notified via email. Rebates will be issued as a credit memo on the partner's Climb account. Partners may request payment by check, which Climb will work to accommodate.

Don't Miss Your Opportunity.
SELL MORE. GROW FASTER. EARN MORE.