

Secure the Federal Edge and Earn More with Fortinet Federal

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Turn a Federal Mandate into Revenue and Earn up to Ten Additional Points

Federal agencies are moving quickly to comply with Binding Operational Directive 26-02 from the Cybersecurity and Infrastructure Security Agency (CISA). This modernization requirement creates immediate opportunities for partners to engage customers on secure edge infrastructure, router and firewall refresh, and network modernization.

Step 1: Identify agencies impacted by BOD 26-02

Start by targeting Federal Civilian Executive Branch (FCEB) agencies that must comply with the directive. This requirement creates immediate conversations about router and firewall refresh, edge security modernization, and network visibility.

Step 2: Lead with the compliance conversation

Use BOD 26-02 as a business driver, not just a technology conversation. Position Fortinet as the platform that helps agencies secure, modernize, and simplify their edge infrastructure while meeting CISA compliance requirements.

Step 3: Identify edge modernization opportunities

Look for projects where agencies need to replace end-of-support edge technology, upgrade secure remote access and VPN infrastructure, improve visibility and segmentation at the network edge, and modernize hybrid and distributed network security.

Step 4: Register opportunities early

Once an opportunity is identified, submit a deal registration referencing the Secure the Federal Edge campaign. Qualified opportunities will receive +10 bonus points on top of standard deal registration.

Step 5: Engage Fortinet Federal early

Bring in the Fortinet Federal team to support technical discussions, architecture recommendations, and compliance alignment with BOD 26-02. Joint engagement strengthens the agency conversation and helps move opportunities through the pipeline faster.

Step 6: Drive urgency with the federal timeline

BOD 26-02 requires agencies to move quickly to identify and remediate vulnerable edge devices. Partners that engage agencies now can influence the modernization strategy and increase the margin on the deal.

Get Started

1. Check with your partner sales account manager to verify whether your deal qualifies.
2. [Register your deal](#). Deals must be registered by partner.
3. Close the deal by September 30, 2026.

Program Details

- **Deal eligibility:**
Partner-initiated deal registrations with product applicability. Five additional points for net new deals between \$20,000-\$49,999 and ten extra points on net new deals over \$50,000
- **How to participate:**
Submit deal registration at fortinetfederal.com/deal-registration and select Secure the Edge Promotion
- **Program period:**
April 1, 2026 – September 30, 2026

Promotion is subject to Terms and Conditions listed on page 2.

For more information, [contact](#) your dedicated Fortinet Federal Partner Sales Account Manager.

Secure the Edge Incentive Terms and Conditions

1. This program starts on April 1, 2026 and ends at 11:59 pm PT on September 30, 2026 - "Program Term."
2. Partner must be a Fortinet Federal Partner at time of Deal Registration.
3. Deal Registration must be approved by Fortinet Federal before pricing will be provided with program incentives.
4. End User account must be a federal agency or federal system integrator.
5. Deals must include one or more of the following product families: FortiGates, FortiAPs, FortiWifi, FortiSwitch.
6. Renewals, training, and professional services are not eligible for this incentive.
7. Equipment sold to partner for managed services only qualifies when End-User is reported on deal.
8. Deal Registration must be partner initiated, registered by the partner (not internal Fortinet Federal rep) and have selected the Secure the Edge box to qualify.
9. Invoiced amount must be $\geq$ \$20,000 (USD) on distributor invoice amount, before tax and shipping.
10. Deals must close during Program Term and distributor invoice must be dated within promotional period to qualify (April 1, 2026, through September 30, 2026).
11. If additional products are included in the deal, the extra discount will only apply to products in this promotion.
12. Fortinet reserves the right to determine in its sole discretion if a particular closed deal exceeds acceptable deal registration discounting and will be excluded from this program.
13. By participating in this incentive, Partner agrees that they have: (a) read, understand, and approve Partner's participation in the program and agree that such participation will not violate Partner's policies and (b) certifies that Partner is in no way affiliated with the government or with any government entity or affiliate.
14. Program is void where prohibited by law.
15. Nothing herein represents any binding commitment by Fortinet Federal and Fortinet Federal disclaims all warranties, whether express or implied, except to the extent Fortinet Federal enters a binding written contract, signed by Fortinet Federal's President. Fortinet Federal disclaims in full any guarantees.
16. Notwithstanding anything to the contrary, by participating in this program, resellers understand and acknowledge that Fortinet cannot bind the distributor and that the pricing herein shall be negotiated between reseller and the distributors.
17. Resellers further understand and acknowledge that Fortinet Federal in no way controls or influences the pricing set between a distributor and reseller, which is set between those parties independently and in their sole and absolute discretion.
18. Fortinet Federal reserves the right to amend or cancel this incentive at any time and to raise or lower points awarded at any time for any reason, without notice. The decisions of Fortinet Federal are binding and final on all matters relating to this program.

