



Trusted Cybersecurity for Government

Fortinet Federal Partner Incentive Program

Thank you for downloading the Fortinet Federal Partner Incentive Program! Carahsoft is the reseller for Fortinet Federal cybersecurity solutions available via GSA Multiple Award Schedule and other contract vehicles.

To learn how to take the next step toward acquiring Fortinet Federal's solutions, please check out the following resources and information:



For additional resources:
carah.io/FortinetFederalResources



For upcoming events:
carah.io/FortinetFederalEvents



To purchase, check out the contract vehicles available for procurement:
carah.io/FortinetFederalContracts



For additional Cybersecurity solutions:
carah.io/CybersecuritySolutions



To set up a meeting:
FortinetFederal@carahsoft.com
[833-386-8333](tel:833-386-8333)

Fortinet Recognized as a Leader Again in the Gartner® Magic Quadrant™ for Wired and Wireless LAN Infrastructure

A New Era in Networking Leadership Begins. Close wired and wireless LAN infrastructure deals in Q3 and Q4 and get rewarded.

Land a New Wired or Wireless LAN Opportunity, Earn Up to an Additional 10% Margin

Now is the perfect opportunity to expand your business and increase profitability! Earn up to 10% additional margin when you bring in a wired and/or wireless LAN opportunity.

Our Secure Networking approach converges networking and security into a single, unified platform built on FortiOS. This architecture brings together **FortiSwitch**, **FortiAP**, and **FortiGate** to deliver consistent policy enforcement, centralized management, and end-to-end visibility across the LAN edge. It also enables agencies to establish secure connectivity while simplifying operations and mitigating risk across both IT and OT infrastructures.

Don't miss out—jump on this opportunity today!



Figure 1: Magic Quadrant for Enterprise Wired and Wireless LAN infrastructure¹

Get Started

1. Check with your partner sales account manager to verify if your deal qualifies.
2. [Register your deal](#). Deals must be registered by partner.
3. Close and deal invoiced in Q3 or Q4 2025.

Program Details

- **Deal eligibility:**
Partner-initiated deal registrations with product applicability
- **How to participate:**
Submit deal registration at fortinetfederal.com/deal-registration and select LAN Leadership Promotion
- **Program period:**
Q3 2025: July 23 to December 31, 2025

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

For more information, **contact** your dedicated Fortinet Federal Partner Sales Account Manager.

Q3 and Q4 2025 Wired and Wireless LAN Incentive Terms and Conditions

1. This program starts on July 23, 2025, and ends at 11:59 pm PT on December 31, 2025 - "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 FortiGates and FortiAPs OR FortiGates and FortiSwitches ... if you have 2 of the three products you received 5 points additional discount and if you have all three products on the same order for the same customer you can receive up to 10 additional points.
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 LAN Leadership Promotion box to qualify.
9. Invoiced amount must be ≥\$20,000 (USD) before tax and shipping.
10. Deals must close during Program Term and distributor invoice must be dated within promotional period to qualify (July 23, 2025, through December 31, 2025).
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.

¹ This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fortinet.

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Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, By Mike Leibovitz, Christian Canales, Nauman Raja, Tim Zimmerman, 25 June 2025



www.fortinetfederal.com