FORTIFLEX MSSP PROGRAM

Flexible on-demand consumption for agile environments

POSTPAY

012368

ENDPOINT
LICENSES

VM
LICENSES

HARDWARE
SERVICES

FORTINET®
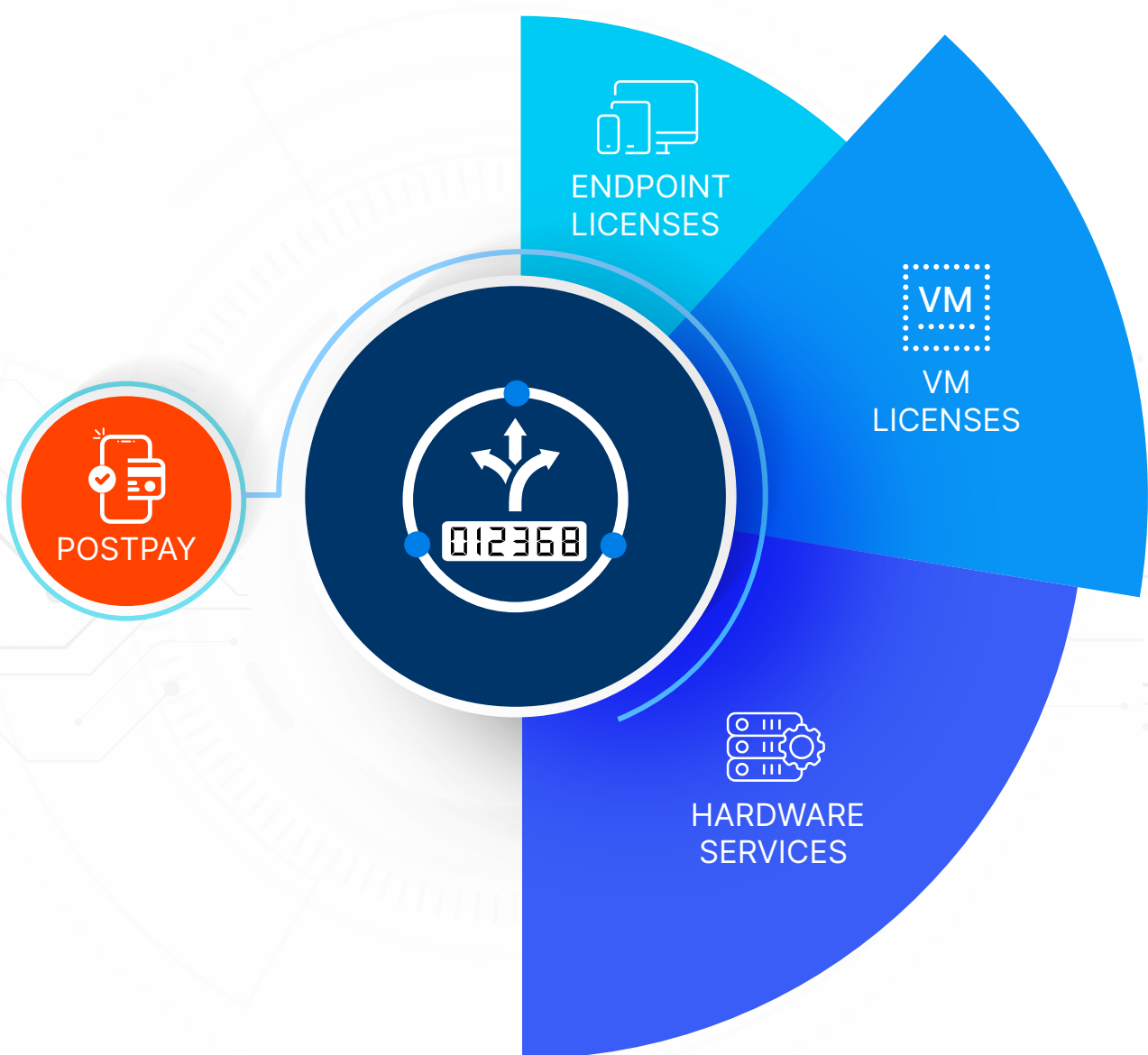
Available in

Hosted

Key Benefits

Flexibility

Create as many license entitlements as you need for various supported products. Increase and decrease capacity and services as you go without any procurement hassles.

Simplify Operation

Centralize administration and visibility of all licenses entitlements with automated and custom reports.

Cost Control

Single payment for broad choice of products, thus avoiding multiple procurement cycles. Entitlements are charged daily and can be stopped any time.

Automation

Automate the whole License Life-Cycle Management with rich API support.

Cloud Agnostic

FortiFlex can be used for any type of cloud. Supported virtual security appliance instances running on either Private or Public clouds can be licensed by FortiFlex (BYOL instances).

Why FortiFlex?

MSSPs are constantly challenged by the need to select the right sizing for virtual machines, hardware devices and security services, as well as to keep a secure CI/CD posture. The use of classical perpetual/subscription licensing scheme creates a sizing black hole, which can lead to over-provisioning waste or even worse under-provisioning, which increases the risk of exposure. The FortiFlex program (formerly Flex-VM) enables MSSPs to eliminate sizing issues and overspending, address CI/CD compliance with powerful API integration, and benefit from a predictable OpEx model. It is a new consumption model that brings on-demand usage and pay-for-usage charging through BYOL licensing for virtual appliances, security services and cloud-based management services.
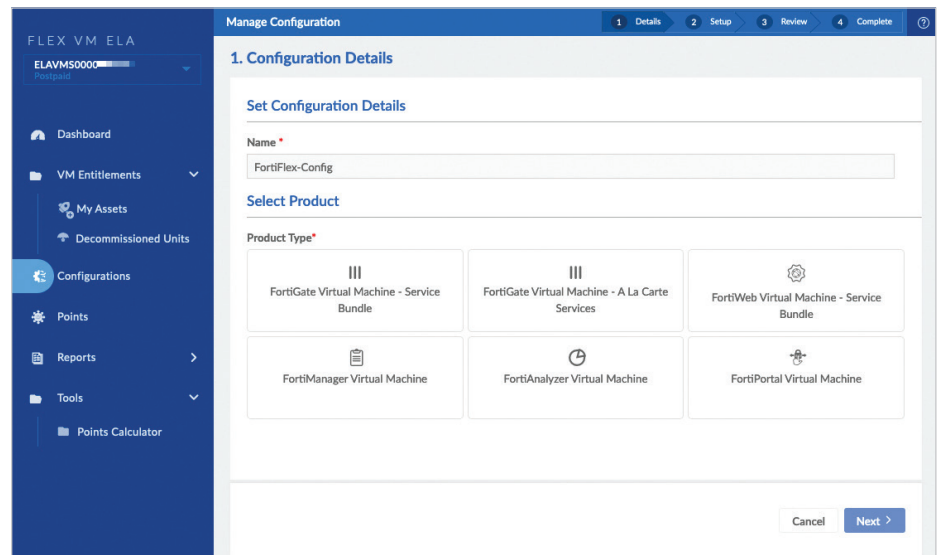

What is FortiFlex MSSP?

FortiFlex MSSP is a Postpaid consumption service that requires monthly payment. It is available to MSSP partners only and can be used to configure and manage a variate of Fortinet security services, from virtual machines to Hardware devices. Each entitlement contains a base capacity and one or more services. For virtual machines, Subscribers can create multiple sets of a single VM entitlement that corresponds to a licensed virtual machine and for hardware devices, each entitlement can be attached to a registered Serial Number.

The Subscription license gives customers access to security and support capacities for on-demand usage. Customers can create entitlements as described above and the usage of these devices and entitlements results in charges in terms of consumption credits.

FortiFlex Onboarding Workflow

FortiFlex Onboarding — 1

FortiFlex Access — 2

Entitlement Consumption — 3

Renewals — 4
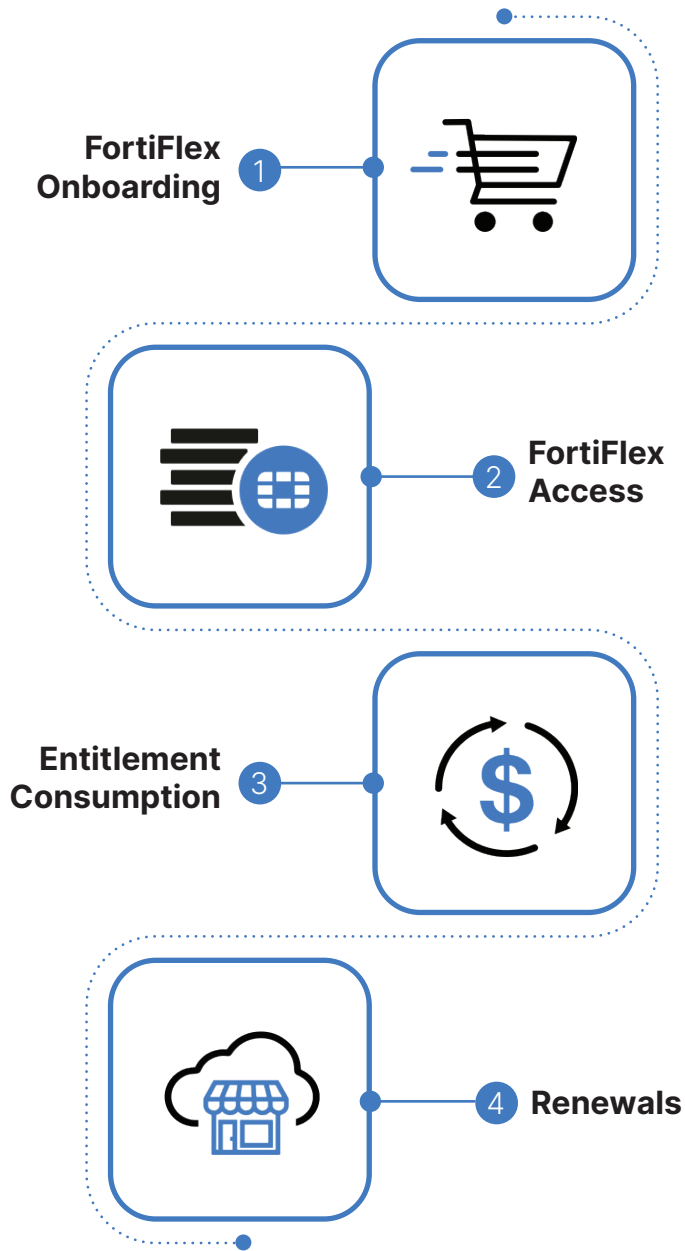
1	Business case is submitted for partner qualification
	Qualified partners purchase FortiFlex Program SKU
2	For activation, partners register FortiFlex Program contract in FortiCare
3	From within FortiFlex system, partners create license entitlements for supported products
	Entitlements are charged daily, and billed monthly
4	Renewing the program, automatically renews all active entitlements

Program Overview

SECURITY PRODUCTS & SERIVES

- FortiGate Virtual Firewall, VDOMs
- FortiWeb Virtual Web App Firewall
- FortiCare Support (Premium, Elite)
- Advanced Application Security Services
- FortiGuard Security Services (A la Carte, Bundle)

MANAGEMENT PRODUCT & SERVICES

- FortiAnalyzer-VM
- FortiManager-VM
- FortiPortal-VM
- FortiAnalyzer Cloud with SOCaas
- FortiManager Cloud
- FortiGate Cloud
- SDWAN Cloud

FORTIFLEX SERVICES

- FortiFlex Portal
- FortiFlex API / Automation

Service Catalogue

The following shows a summary of Fortinet product offerings frequently selected by these use cases. The individual Data Sheets for each product contain more details.
You can find them under https://www.fortinet.com/resources/datasheets.

⊘ AVAILABLE NOW

▌▌▌ FortiGate VM - Services Bundle

Bundles	Enterprise	UTP	ATP	FortiCare Premium
FortiCare	24×7	24×7	24×7	24×7
FortiGuard App Control Service	⊘	⊘	⊘	⊘
FortiGuard IPS Service	⊘	⊘	⊘	
FortiGuard Advanced Malware Protection (AMP) — Antivirus, Mobile Malware, Botnet, CDR, Virus Outbreak Protection, and FortiSandbox Cloud Service	⊘	⊘	⊘	
FortiGuard Web and Video Filtering Service	⊘	⊘		
FortiGuard Antispam Service	⊘	⊘		
FortiGuard Security Rating Service	⊘			
FortiGuard IoT Detection Service	⊘			
FortiGuard Industrial Service	⊘			
FortiConverter Service	⊘			

▌▌▌ FortiGate VM - A La Carte Services

Service Type	Services	
FortiGuard Services	Intrusion Prevention	Advanced Malware
	Security Rating	DLP
	AI Based Inline Sandbox	Web, DNS & Video Filtering
Cloud Services	FortiGate Cloud	SD-WAN Underlay
	FortiAnalyzer Cloud with SOCaaS	FortiAnalyzer Cloud
Support Services	FortiCare Premium	FortiCare Elite

⚙️ FortiWeb VM - Service Bundle

Service type	Advanced Bundle	Standard Bundle
24 × 7 FortiCare plus AV	✓	✓
FortiWeb Security Service	✓	✓
IP Reputation	✓	✓
FortiWeb Cloud Sandbox	✓	
Credential Stuffing Defense Service	✓	
Threat Analysis	✓	

📋 FortiManager VM

Service type	Included in bundle
FortiCare Premium Support	✓

🥧 FortiAnalyzer VM

Service type	Included in bundle
FortiCare Premium Support	✓
FortiGuard IOC (Indicators Of Compromise)	✓
Security Automation Service	✓
FortiGuard Outbreak Detection Service	✓

☁️ FortiPortal VM

Service type	Included in bundle
FortiCare Premium Support	✓

FortiGate Hardware

Service type	Enterprise	UTP	ATP
FortiCare Premium Support	✓	✓	✓
FortiCare Elite	✓	✓	✓

FortiADC-VM

Service type	Advanced Bundle	Standard Bundle
FortiCare Premium support	✓	✓
IP Reputation	✓	✓
FortiADC WAF Security Service	✓	✓
FortiSandbox Cloud	✓	
AV	✓	
IPS	✓	
Credential Stuffing Defense Service	✓	

COMING SOON

	FortiEMS On-Prem/Cloud	**FortiGuard Services:** VPN/ZTNA, EPP/APT and Chrome Book
	FortiWeb Cloud	Throughput capacity and Applications
	FortiSASE	FortiTrust Per User Bands
	FortiRecon	External Attack Surface Management (EASM)
		Brand Protection (BP)
		Adversary Centric Intelligence (ACI)
		Takedown Service
	Container FortiOS (cFOS)	**FortiGuard Bundles:** Standard and Advanced
		FortiGuard Services: FortiCare Premium
	FortiAuthenticator	FortiToken Mobile
		User License
		Brand Protection (BP)

Sizing

For sizing, a Calculator tool is publicly available at https://fndn.fortinet.net/index.php?/tools/flexvm/
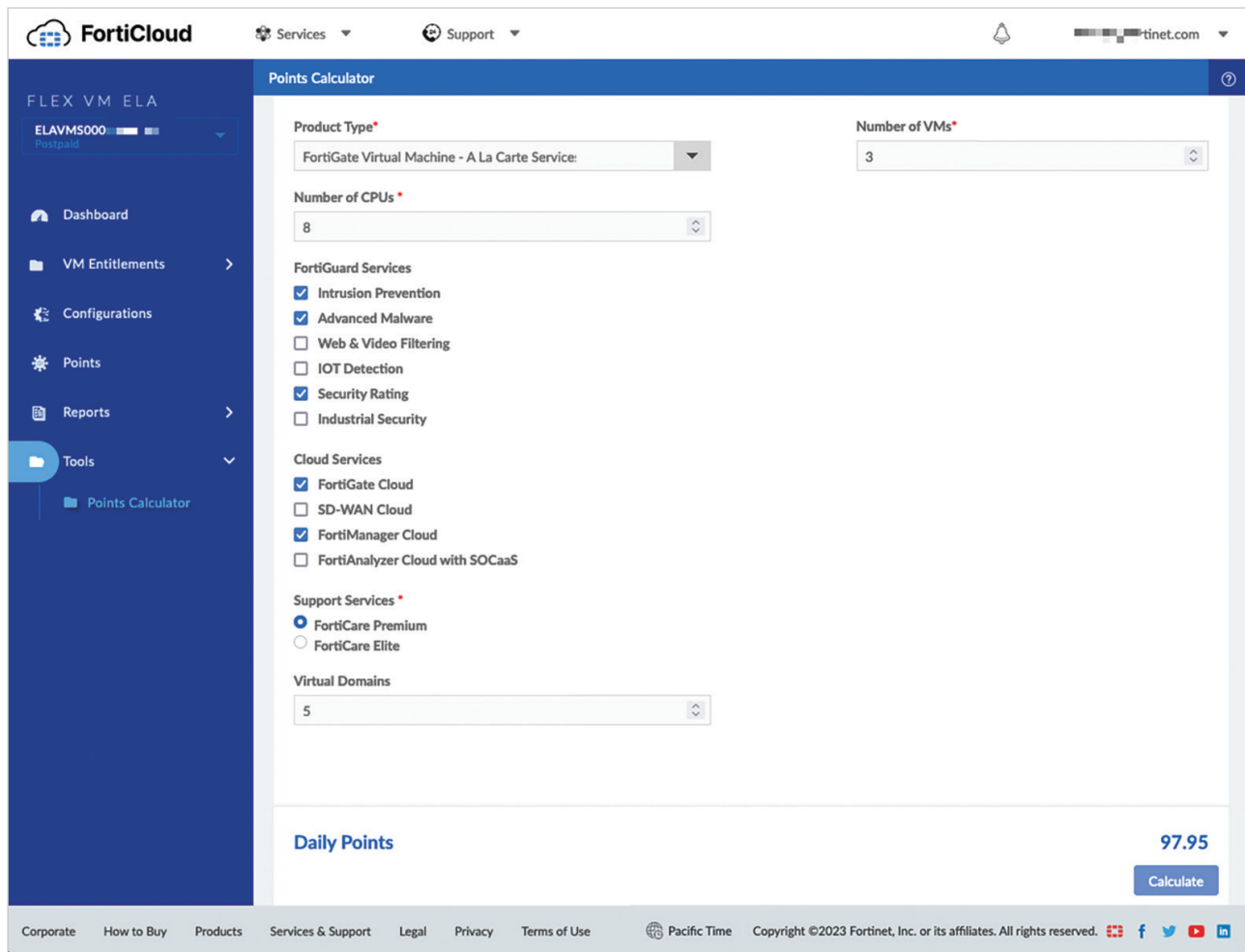
Order Information

FortiFlex	Program	SKU	YoY Rollover (Unconsumed Credits)
Postpaid - MSSP	Program	**FC-10-ELAVS-221-02-DD** (DD= 12 or 36 or 60 months)	NA
	Monthly Billing	**FCB-ELAVM-01**	NA

Minimal Consumption: Yearly consumption of **50K** Credits, where 1 Consumption Credit = USD 1.20 (List Price)

Under Consumption: True-up to meet Minimum Annual Consumption if usage is lower.

Enrolment: To access the FortiFlex MSSP Program, contact a Fortinet Sales representative.

The Fortinet Security Fabric

The Fortinet Security Fabric is at the heart of the Fortinet security strategy. It is a platform organically built around a common operating system and management framework to enable broad visibility, seamless integration and interoperability between critical security elements, and granular control and automation.
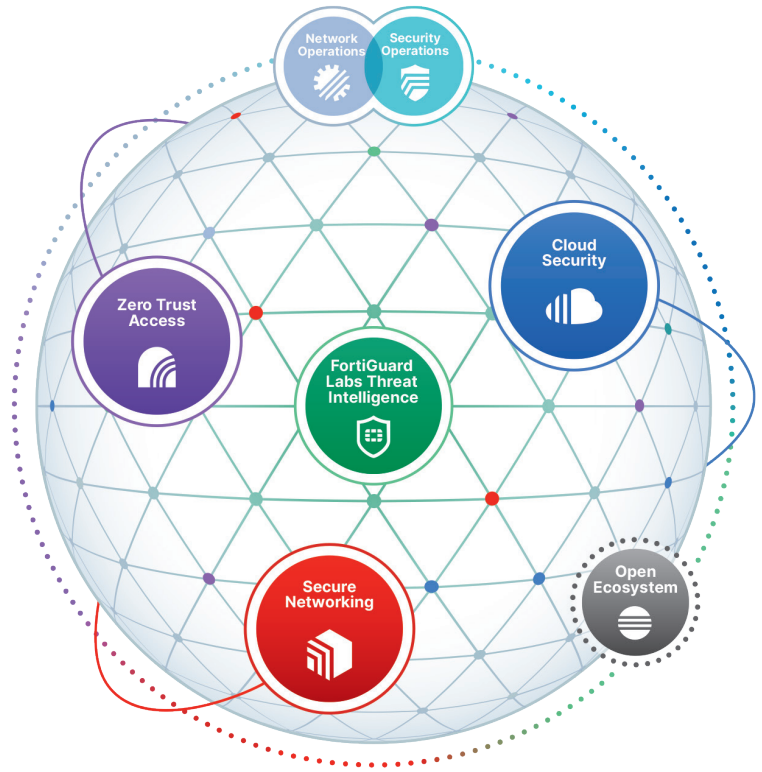
Broad

visibility and protection of the entire digital attack surface to better manage risk.

Integrated

solution that reduces management complexity and shares threat intelligence.

Automated

self-healing networks with AI-driven security for fast and efficient operations.

Learn more at **www.fortinet.com/corporate/about-us**

Network Operations · Security Operations · Cloud Security · Zero Trust Access · FortiGuard Labs Threat Intelligence · Secure Networking · Open Ecosystem

Broad Portfolio of Solutions to Protect Your Digital Attack Surface

Zero Trust Access	Secure Networking	Cloud Security	Network Operations	Security Operations	Open Ecosystem
• ZTNA Agent	• Network Firewall	• Cloud-Native Protection	• Network Management	• Endpoint (EDR/XDR)	• Fabric Connectors
• Authentication	• SD-WAN	• DevSecOps	• Network Orchestration	• Automation: SIEM/SOAR	• Fabric API
• MFA/Token	• SD-Branch	• Cloud Firewall	• Network Monitoring	• Managed SOC & MDR	• Fabric DevOps
• SASE	• Web Proxy	• SD-WAN for Multi-cloud	• Cloud Management	• DRPS, EASM	• Extended Ecosystem
	• Wi-Fi	• WAF	• Digital Experience Monitoring	• Deception	• 490+ Open Ecosystem
	• Switching	• Email Security			• Integrations
	• 5G/LTE	• ADC/GSLB			
	• Network Access Control	• Anti-DDoS			
	• And More...	• CASB			

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