

# **FORTIFLEX MSSP PROGRAM**

Flexible on-demand consumption for agile environments



Q3/2023

# F::RTINET.

### Available in



### **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.

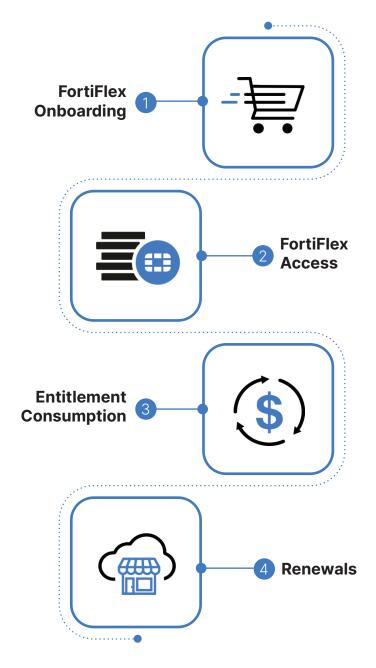
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Configurations	III FortiGate Virtual Machine - Service Bundle	III FortiGate Virtual Machine - A La Carte Services	( FortiWeb Virtual Machine - Service
🔆 Points	Bundle	Jervices	Bundle
🗈 Reports >	FortiManager Virtual Machine	Ø           FortiAnalyzer Virtual Machine	
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Points Calculator			
			Cancel Next >

# 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



1	Business case is submitted for partner qualification
1	Qualified partners purchase FortiFlex Program SKU
2	For activation, partners register FortiFlex Program contract in FortiCare
	From within FortiFlex system, partners create license entitlements for supported products
3	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

Ô FortiWeb Virtual Web App Firewall 012368

FortiCare Support [@] (Premium, Elite)

Advanced Application {**``**} Security Services

> FortiGuard Security Services (A la Carte, Bundle)

### MANAGEMENT PRODUCT **& SERVICES**



### **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 <u>https://www.fortinet.com/resources/datasheets.</u>

### **⊘** 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	$\bigcirc$	$\checkmark$	$\overline{\mathbf{v}}$	$\bigcirc$
FortiGuard IPS Service	$\bigcirc$	$\checkmark$	$\checkmark$	
FortiGuard Advanced Malware Protection (AMP) — Antivirus, Mobile Malware, Botnet, CDR, Virus Outbreak Protection, and FortiSandbox Cloud Service	$\bigcirc$	$\bigcirc$	$\bigcirc$	
FortiGuard Web and Video Filtering Service	$\bigcirc$	$\bigcirc$		
FortiGuard Antispam Service	$\bigcirc$	$\bigcirc$		
FortiGuard Security Rating Service	$\bigcirc$			
FortiGuard IoT Detection Service	$\bigcirc$			
FortiGuard Industrial Service	$\bigcirc$			
FortiConverter Service	$\bigcirc$			

### FortiGate VM - A La Carte Services

Service Type	Services	
	Intrusion Prevention	Advanced Malware
FortiGuard Services	Security Rating	DLP
	Al Based Inline Sandbox	Web, DNS & Video Filtering
Cloud Services	FortiGate Cloud	SD-WAN Underlay
Cloud Services	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	$\overline{\mathbf{v}}$	$\overline{\mathbf{O}}$
FortiWeb Security Service	$\overline{\mathbf{v}}$	$\bigotimes$
IP Reputation	$\overline{\mathbf{v}}$	$\bigotimes$
FortiWeb Cloud Sandbox	$\overline{\mathbf{v}}$	
Credential Stuffing Defense Service	$\overline{\mathbf{v}}$	
Threat Analysis	$\overline{\mathbf{O}}$	

#### Ê FortiManager VM

Service type	Included in bundle
FortiCare Premium Support	$\overline{\mathbf{O}}$

### **FortiAnalyzer VM**

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

### FortiPortal VM

Service type	Included in bundle
FortiCare Premium Support	$\bigotimes$

### FortiGate Hardware

Service type	Enterprise	UTP	АТР
FortiCare Premium Support	$\bigcirc$	$\bigcirc$	$\bigcirc$
FortiCare Elite	$\bigcirc$	$\bigcirc$	$\bigcirc$

# → ( FortiADC-VM

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

### $\ensuremath{\boxtimes}$ COMING SOON

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

# Sizing

For sizing, a Calculator tool is publicly available at <a href="https://fndn.fortinet.net/index.php?/tools/flexvm/">https://fndn.fortinet.net/index.php?/tools/flexvm/</a>

FortiCloud	Services 💌 😨 Support 💌		↓ tinet.com ▼
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👩 Dashboard	Number of CPUs * 8	0	
VM Entitlements >	FortiGuard Services		
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# **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.

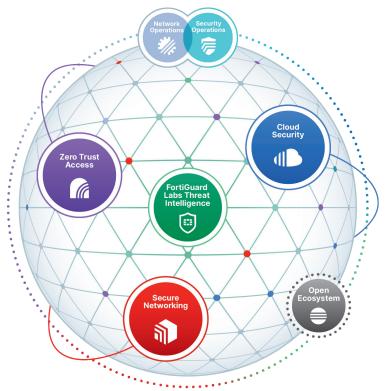
### Integrated

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



# **Broad Portfolio of Solutions to Protect Your Digital Attack Surface**



#### **Zero Trust** Access

- ZTNA Agent
- Authentication
- MFA/Token
- SASE



### Secure Networking

- Network Firewall
- SD-WAN
- SD-Branch
- Web Proxy
- Wi-Fi
- Switching
- 5G/LTE
- Network
- Access Control
- And More...



#### Cloud Security

- Cloud-Native Protection
- DevSecOps
- Cloud Firewall SD-WAN for
- Multi-cloud • WAF
- Email Security
- ADC/GSLB
- Anti-DDoS
- CASB



- Management Network
- Orchestration Network
- Monitoring
- Cloud Management
- Digital Experience Monitoring



Security

XDR)

Operations

• Automation:

SIEM/SOAR

Managed SOC

• DRPS, EASM

Deception

& MDR

• Endpoint (EDR/

#### Open Ecosystem

- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 490+ Open Ecosystem
- Integrations



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