

# FORTINET | AMERICAS INTERNATIONAL XPERTS SUMMIT



## DEMO KIT PURCHASING PROCESS

To participate in the **Fortinet Xperts Summit 2025**, partners are required to acquire a Fortinet DEMO KIT.

Partners must choose **one** of the following Kits:

- **Kit #1** ~\$4,200 to Partner (Deceptor, SASE, SIEM, NDR and PAM) \*

QTY	Part No.	Description	List Price
2	FC1-10-DCVMS-496-02-12	FortiDeceptor-VM Subscription License 1 Year VM model FortiCare Premium,	1,375.00
1	FC1-10-EMS05-684-02-12	FortiSASE NFR User License 1 Year Per-User Subscription for 50 Test Users:	1,000.00
1	FC1-10-FSM97-248-02-12	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare	2,989.60
50	FC1-10-FSM98-180-02-12	FortiSIEM All-In-One Subscription License 1 Year Per Device Subscription License that manages minimum 50 devices	174.41
1	FC1-10-NDRCL-1008-02-12	FortiNDR Cloud NFR License 1 Year Not For Resale licence.	1,500.00
5	FC1-10-PAVUL-591-02-12	FortiPAM-VM 1 Year Subscription for one FortiPAM Virtual Machine seat for between 5 to 9 users.	500.00

- **Kit #2** ~\$1,800 to Partner (Deceptor, SASE, NDR) \*

QTY	Part No.	Description	List Price
2	FC1-10-DCVMS-496-02-12	FortiDeceptor-VM Subscription License 1 Year VM model FortiCare Premium,	1,375.00
1	FC1-10-EMS05-684-02-12	FortiSASE NFR User License 1 Year Per-User Subscription for 50 Test Users:	1,000.00
1	FC1-10-NDRCL-1008-02-12	FortiNDR Cloud NFR License 1 Year Not for Resale licence.	1,500.00

\* Estimated. Prices may be a bit lower, depending on the country.



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### **PO Process:**

1. FortiPartner requests Quote to Distributor mentioning Kit 1 or Kit 2. The distributor could be any distributor the FortiPartner conducts regular business with.
  - a. The distributor then validates the partner is attending the Fortinet XPERTS Summit. If so, the Distributor issues a quote to partner with the pre-approved discounts.
2. FortiPartner places a PO to Distributor using the quote.
  - a. The Distributor requests Fortinet DAM the specific FTQ and then places the PO to Fortinet using such FTQ.
  - b. Distributor provides PO Number to FortiPartner.
3. Partner Engineer registers using the PO number the distributor placed to Fortinet.
  - a. Partner receives product.
4. Fortinet SE verifies Name and KIT PO. SE approves or rejects PO for registration.
  - a. If PO is approved, the partner **MUST** include the PO number in the registration page to finish up the registration process.