

Upgrade program – ACT NOW!

Generous price incentives are now available on all Fortinet installed appliance upgrades

Now is the time to ensure you are protected by the latest generation of Fortinet's high-performance integrated security solutions. Throughout the 1st quarter of 2011, by upgrading your Fortinet installed solution, you will receive generous discounts.

What does this mean for you?

Get 38%
on hardware or bundle*

Get 30%
on FortiCare service contracts

Recommended discounts and are subject to distributor's pricing policy and participation

***Bundle includes:**

- > Hardware return & replace, Firmware upgrades, 8x5 enhanced support, Anti-virus, IPS, Web filtering, Anti-spam

- > Hardware unit, advanced hardware replacement (NBD), Firmware upgrades, 24x7 comprehensive support, AV, IPS, WF and AS BDL multi-year are not eligible.

Please check terms & conditions and purchase order information.



Terms and conditions

- > Terms and conditions must be strictly respected.
- > Offer valid until notification from Fortinet.
- > These recommended discounts on contracts/ subscriptions can only apply with the purchase of a HardWare unit, in the same PO.
- > Offer is open to any current registered user of Fortinet security product who wishes to upgrade to the latest generation device.
- > Promotional discounts are recommended by Fortinet and are subject to distributor's pricing policy and participation.
- > End-user form filled in and signed must be joined with the PO.
- > This offer may not be combined with other offers or promotions (except HA program.)
- > Fortinet reserves the right to alter, extend or terminate this program at any time.
- > For any information, please contact your Fortinet channel manager or emea_partners@fortinet.com

How to participate?

End-user customer to fill in and sign the attached end-user form, along with a complete purchase order. The PO must mention "Upgrade program 2011"
 – please refer to the section "How to purchase?"

Which products are eligible?

End-user can select any product in the same product line as the one already installed (FGT to FGT for example) in order to replace the Fortinet installed appliance.
 FGT to FGT - FML to FML - FAZ to FAZ - FMG to FMG - FORTIDB to FORTIDB - FORTIWEB to FORTIWEB.

Ineligible products: FortiClient - VDOM - BDL multi-year

Summary

The end-user has an end-of-life product which is	The end-user can replace it by	The end-user has NOT an end-of-life product which is	The end-user can replace it by
HW with only some FortiGuard services	BDL only	HW with only some FortiGuard services	BDL* only
HW with FortiCare contract	BDL or HW only	HW with FortiCare contract	BDL only
HW with FortiCare and some FortiGuard contracts	BDL only	HW with FortiCare and some FortiGuard contracts	BDL only
BDL	BDL or HW only	BDL	BDL only
Cluster	BDL	Cluster	BDL

In case of a upgrade to a BDL > No transfer of service contracts.

In case of a upgrade to a HW only (if Fortinet recommendation product): > transfer of service contracts.

How to purchase?

Purchase order process

To be eligible for this promotion we kindly ask you to send back the PO with the end-user agreement form filled in and signed by the end-user. In addition to the information requested by your Fortinet partner, please include:

- > NAME of the promotion "Upgrade program 2011."
- > SERIAL NUMBERS of all the units and the related CONTRACT NUMBERS of services which are being replaced.
- > ENDUSER contact details: name, email address, telephone number, line of business and website /URL.
- > AGREEMENT FORM signed by the end-user.
- > These recommended discounts on contracts/ subscriptions can only apply with the purchase of a HardWare unit, in the same PO.

When do you benefit from transfer of services to the new unit?

- > If the installed product is not *end-of-life*. (EOL) product list available at: <http://support.fortinet.com>

End-user can select any product in the same product line as the one already installed (FortiGate to FortiGate for example) as a replacement for the installed Fortinet appliance. In this case, a bundle (BDL) only can be purchased. There is no transfer of service contract to the new appliance.

Terms and conditions: bundle purchase only. No transfer of service contracts to the new unit.

- > If the installed product is end-of-life.

2 possibilities:

- > The end-user follows Fortinet upgrade recommendation: in case of hardware (HW) only, the transfer of service contracts is possible. Please check process.
- > The end-user doesn't follow Fortinet upgrade recommendation: Fortinet gives you the opportunity to benefit from this program even if you prefer to replace your appliance with one which is not the Fortinet recommendation. (Example: you have a FG-50A and want to replace it by a FG-310B to enjoy extra discounts).



Fortinet migration matrix

In order to transfer remaining support contracts to the new unit (no transfer of services to a BDL), the end user must follow the Fortinet migration path below:

Original appliance	Replaced by
FortiGate-50-50A	FortiGate-50B
FG-60 series (all)	FortiGate-60C
FortiGate-100-100A	FortiGate-110C
FortiGate-200	FortiGate-200A and FG-200B
FortiGate-300	FortiGate-300A
FortiGate-400	FortiGate-400A
FortiGate-500	FortiGate-500A
FortiGate-1000	FortiGate-1000A
FortiGate-3000	FortiGate-3016B
FortiGate-4000P-4000S-4010B	FortiGate-5000 Series
FortiGate-5002FB2	FortiGate-5001 FA2
FortiLog-100-100A	FortiAnalyzer-100B
FortiAnalyzer-400-800-800-400HD-800B	FortiAnalyzer-1000B
FortiAnalyzer-2000-400HD-2000A	No transfer of services
FortiAnalyzer-4000A-400HD-4000-4000A	FortiAnalyzer-4000A-500HD
FortiMail-2000	FortiMail-2000A
FortiMail-4000	FortiMail-4000A
FortiManager-400	FortiManager-400A
FortiManager-3000	FortiManager-3000B



Upgrade program: end-user

End-user information (please print in black UPPERCASE letters)

Company	
Address line 1	
Address line 2	
Website	
Business Tel.	
Contact	
Email address of the person who will do the transfer of services in support.fortinet.com	

Product information (please print in black UPPERCASE letters)

Serial number of the unit to be replaced	
Contract number of services to be replaced	

By purchasing Fortinet products under the upgrade promotion, you agree to the following conditions:

1. Within one month, open a partner ticket and ask for the de-registration of the replaced unit by providing its serial number.
2. Any warranty or guaranty for the replaced (old) hardware unit that might still be valid will cease upon de-registration.
3. Any services contracted and registered for the replaced (old) hardware units will expire within one month after shipment of the new unit, irrespectively of the original contracted duration of such services except if otherwise set out herein.
4. Where applicable and where buyer selected the 'hardware only' option, all services registered for the replaced (old) will be transferred to the new unit.
5. You are not required to return the replaced (old) hardware units to your reseller or Fortinet and the hardware remains your property and the embedded software is licensed to you under the end-user license agreement which you have accepted upon the initial installation of the unit. However, you agree not to resell, lend, rent or lease the replaced (old) unit and not to use it for the provision of any kind of commercial services to third parties.
6. This upgrade promotion is valid as long as stock lasts and until notification from Fortinet.

Signature

Name (please print in black UPPERCASE letters)

Title

Date

