

TRADEUP PROGRAM

2018 APAC End-User Version

UPGRADE AND SAVE!

The TradeUp Program* allows you to access the latest Fortinet solutions, bringing you improved performance, updated security, and an advanced feature set whilst benefitting from real cost savings.

Our network security platform is tested and validated by the world's leading experts and customers globally. It is powered by Fortinet's FortiGuard Labs threat research and response capabilities, together providing protection across the complete threat lifecycle. This means customers are protected 24/7 from growing threats that go undetected by other solutions.

BENEFITS

Discounts**

38% Discount

on Hardware, Hardware Bundles and standalone FortiGuard

36% Discount

on FortiCare Support & Bundle subscriptions

1 PROMOTIONAL DISCOUNTS & ELIGIBILITY

- TradeUp your End-of-Order (EOO) Fortinet units for new models and receive **up to 38% discount****.
- Products announced EOO (for list of exclusions see FAQs) are eligible for TradeUp discounts. A limited number of products not included in the EOO announcement are also eligible (see page two). A special pricing request must be approved for all non-EOO products.

2 TRANSFER EXISTING SUPPORT SUBSCRIPTIONS

- End-Users can also benefit from a transfer of existing support subscriptions to their upgraded unit only when a recommended replacement is chosen.
- Transferring existing support subscriptions to the newly purchased unit is simple via the [Support Portal](#). More detailed instructions can be found in the FAQ section below.

HOW TO TRADEUP

1 CHOOSE YOUR ELIGIBLE TRADEUP UNIT

All Partners can check the EOO serial numbers list in Renewal Assets (Upsell Opportunities) via the Partner Portal.

2 CREATE YOUR TRADEUP ID

Distributors can create a TradeUp ID in the Renewal Tracking area (TradeUp) via the Partner Portal.

3 RAISE YOUR PURCHASE ORDER

In order to benefit from the TradeUp discounts a TradeUp ID is mandatory on the PO + the reference "TRADEUP PROGRAM".

EOO PRODUCTS ELIGIBLE FOR SERVICE TRANSFERS

Fortinet units eligible for TradeUp	Recommended replacement	Fortinet units eligible for TradeUp	Recommended replacement
FortiGate/WiFi-20C,30B, 30D-POE	FortiGate/WiFi-30E	FortiAnalyzer-200D	FortiAnalyzer-200F
FortiGate/Wifi-30D, 40C	FortiGate/WiFi-30E, 50E, 51E, 52E	FortiAnalyzer-300D, 400B, 400C	FortiAnalyzer-400E
FortiGate/WiFi-50B, FortiGate 51B	FortiGate/Wifi-30E, 50E, 51E, 52E, 60D, 60E, 61E	FortiAnalyzer-1000C ,1000D, 2000B	FortiAnalyzer-1000E, 2000E
FortiGate-60C, 60C-POE	FortiGate-60D, 60E, 61E	FortiAnalyzer-3000D, 3000E, 3500E, 4000B	FortiAnalyzer-3000F, 3500F
FortiWifi-60C, 60CM	FortiWiFi-60E, 61E	FortiAuthenticator-400C	FortiAuthenticator-400E
FortiWiFi-60CX-ADSL-A	FortiWiFi-60E-DSL	FortiAuthenticator-3000D	FortiAuthenticator-3000E
FortiGate-70D	FortiGate-60E	FortiMail-400B, 400C	FortiMail-400E
FortiGate-80C, 80CM	FortiGate-80E, 81E	FortiMail-2000B	FortiMail-1000D
FortiGate-92D	FortiGate-81E	FortiMail-3000C, 3000D	FortiMail-3000E
FortiGateRugged-100C	FortiGateRugged-90D	FortiManager-300D, 400B, 400C	FortiManager-300E, 400E
FortiGate-110C, 111C	FortiGate-80E, 81E, 100D, 100E,101E, 140E	FortiManager-1000C, 1000D	FortiManager-2000E
FortiGate-200B, 224B	FortiGate-200E, 201E	FortiWeb-400B, 400C	FortiWeb-400D
FortiGate-300C, 310B, 311B	FortiGate-300E, 301E	FortiWeb-1000C	FortiWeb-1000D
FortiGate-620B, 621B, 600C	FortiGate-600D	FortiWeb-3000C, 3000D	FortiWeb-2000E, 3000E
FortiGate-800, 800F, 800C	FortiGate-600D, 800D, 900D	FortiWeb-4000C, 4000D	FortiWeb-3000E, 3010E
FortiGate-1240B	FortiGate-1200D	FortiSwitch-28C	FortiSwitch-108E
FortiGate-1000C	FortiGate-1000D	FortiSwitch-108D-POE	FortiSwitch-108E-POE
FortiGate- 3016B	FortiGate-3000D	FortiSwitch-124B-POE	FortiSwitch-124E-POE
FortiGate-3040B, 3140B	FortiGate-3100D	FortiSwitch-124D	FortiSwitch-124E
FortiGate-3240C	FortiGate-3200D	FortiSwitch-124D-POE	FortiSwitch-124E-POE
FortiGate-3600C, 3810A-E4, 3950B	FortiGate-3700D, 3800D	FortiSwitch-224B-POE, 224D-POE	FortiSwitch-224E-POE
FortiGate-5001A-SW, 5005-FA2, 5001B, 5101C, 5001 SX	FortiGate-5001D	FortiSwitch-248D-POE	FortiSwitch-248E-POE
FortiAP-210B, 220A, 220B, C220C	FortiAP-221E	FortiSwitch-248D-FPOE	FortiSwitch-248E-FPOE
FortiAP-222B	FortiAP-222E	FortiSwitch-324B-POE	FortiSwitch-224D-FPOE
FortiAP-223B, C225C	FortiAP-223E	FortiSwitch-348B, 448B	FortiSwitch-448D
FortiAP-320B	FortiAP-320C	FortiSwitch-548B	FortiSwitch-1048D

Non EOO products eligible for TradeUp discount and transfer of support subscriptions: FortiAP-221B ; FortiAP-221E

TRADEUP FAQ

WHICH PRODUCTS ARE ELIGIBLE FOR THE TRADEUP PROGRAM?

Distributors & Resellers can identify all eligible EOO units in the Renewal Assets area (Upsell Opportunities) on the [Partner Portal](#), both in basic and detailed view by selecting “ShowTradeUp”. Once an EOO unit has been replaced the End-User agrees not to reuse, resell, lend, rent or lease the replaced unit and not to use it for the provision of any kind of commercial services to third parties.

WHICH PRODUCTS ARE NOT ELIGIBLE FOR THE TRADEUP PROGRAM?

The following products are not eligible for the TradeUp program: FortiVoice, FortiClient, Coyote Point, FortiToken, FortiRecorder, Virtual Appliances, Fortinet VM Solutions, FortiSMS, FortiCarrier, VDOM, ADOM, Accessories, FortiFone, FortiCamera, Professional Services, FortiSiem, FortiProxy.

IMPORTANT: Units with support subscriptions that expired more than 12 months ago are not eligible for the TradeUp program.

WHICH EOO UNITS ARE ELIGIBLE FOR SUPPORT SUBSCRIPTION TRANSFERS?

Only EOO units listed on page two qualify for the transfer of support subscriptions. To be able to transfer support subscriptions from an EOO unit to a recommended replacement unit, the hardware unit must be purchased on its own, without bundle support included. We strongly recommend that the End-User checks the respective datasheet of the recommended replacement units available to verify the technical specifications of the new device.

WHAT IS THE PROCESS FOR TRANSFERRING A SUPPORT SUBSCRIPTION FROM AN EOO UNIT TO A RECOMMENDED REPLACEMENT UNIT?

End-Users can transfer their support subscription in the Asset/Manage Products area on the [Support site](#).

1. Select the serial number of the product to be replaced
2. Click on the Registration/RMA Transfer option and insert the serial number of the new unit
3. Click “Save” and ensure that the transfer of services has been confirmed

Once existing services have been transferred to the replacement unit additional standalone subscriptions can be registered.

HOW DO I CREATE A TRADEUP ID?

Distributors should create a TradeUp ID in the Renewal Tracking area of the [Partner Portal](#). Distributors must enter all information regarding the End-User and Reseller as well as the serial number which will be replaced. Once an EOO unit has been traded up it will no longer qualify for further TradeUp or renewal.

WHAT SHOULD BE INCLUDED IN THE PO?

Every purchase order must include a corresponding TradeUp ID. The purchase order must also reference “TradeUp Program”. One TradeUp ID per purchase order.

For all other questions regarding TradeUp please contact your Fortinet Channel representative or email international_partners@fortinet.com

* This brochure is subject to the General Terms and Conditions of the Trade-Up Program (EMEA & APAC Regions) that are available for review via the TradeUp Page of the [Partner Portal](#). Fortinet reserves its right to modify any aspect of (or to withdraw in its entirety from) the Program at any given time without prior notice.

** Reseller & End-User discounts are non-binding manufacturer recommended discounts. Any final quote shall be issued, respectively, by the Distributor or the Reseller.