

SOLUTION BRIEF

# Meet Fortinet's Offer Development Team (U.S.)

This team exists exclusively to serve Fortinet's United States service provider partners. As partners take on managed services journeys utilizing Fortinet products and solutions, this team aims to simplify adoption, streamline processes and procedures, and lead partners to success. Offer Development subject-matter experts deliver best practices and technical guidance to accelerate time-to-market and short-term return on investment. We specifically design enablement assets to bring partner resources up to speed quickly while increasing overall technical competence.

## Adapted and Curated Content

Offer Development works with service providers (SPs), managed security service providers (MSSPs), and global systems integrators (GSI) across the U.S., addressing urgent cybersecurity business needs for our partners' customers.

As part of these offer packages, the team creates content specific to partner roles, including:

- **Foundational information** for technical sellers including account managers and systems engineers, such as industry trends, market positioning, and solution overviews
- **Technical and functional enablement** for systems engineers, such as defined-knowledge paths, feature-highlighted videos, and a managed, multi-tenant demo showcase environment with corresponding scripted walkthroughs
- **Practical implementation exercises** for deployment engineers, such as hands-on labs, reference architectures, and deployment and sizing guides
- **Managed solution operations and support guidance** for operational and support personnel, such as operational best practices and troubleshooting guides
- **Resources for advanced subject matter expertise** for solution architects, such as tuning, scaling, and service expansion with the Fortinet Security Fabric

## Technical Workshops

Fortinet's Offer Development experts go onsite to lead partners through technical workshops that encompass an array of enablement categories and solution-delivery phases. These half-day workshops are readily available to schedule today for the following solutions:



Knowledge is power. Is your team ready to sell and support managed solutions more effectively? Engage Fortinet's Offer Development Team today. We have defined a standard, repeatable framework to more effectively shepherd partners through the managed-services journey.

**Reach out to us at [us-mssp@fortinet.com](mailto:us-mssp@fortinet.com) to learn more about Fortinet Offer Development**