



파트너 딜 등록 프로세스 안내

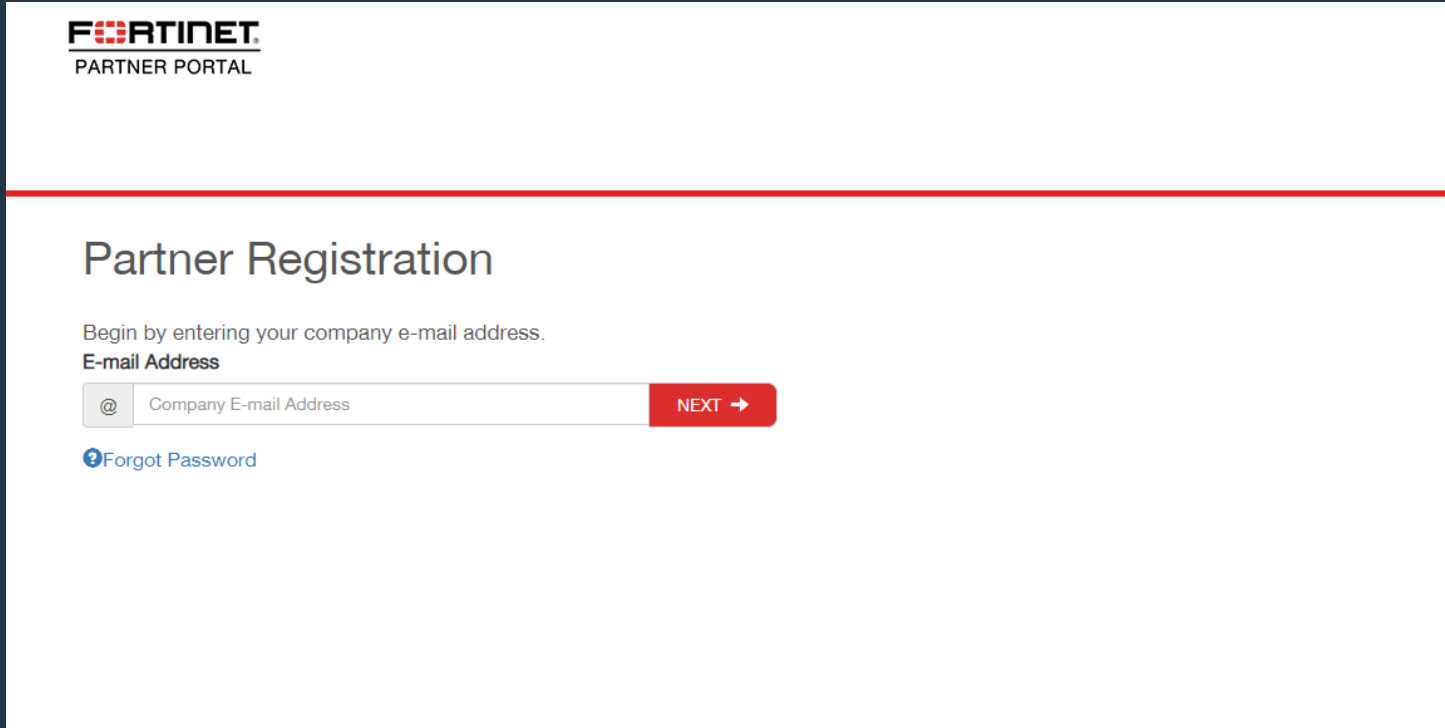
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cychung@fortinet.com / 010-9300-0912
Channel Account Manager

딜 등록 프로세스 개요

- 포티넷 파트너 포털(FPP, <https://partnerportal.fortinet.com>)에서 바로 신청
- 파트너 레벨이나 딜 금액에 상관 없이 모두 신청 가능
- 5 영업일(Working Day) 이내에 승인/거절 통보가 없으면 자동 거절됨
- 승인/완료된 딜 등록 건은 90일간 유효 하며, 최대 2번 까지 연장 가능
- [Notes]란을 통해 딜 진행 상황에 대해 매월 업데이트 필수
- 문의 : cam_kr@fortinet.com / CAM 정찬영 차장 / 010-9300-0912

잠깐! 아직 포티넷 파트너로 등록되지 않으셨나요?

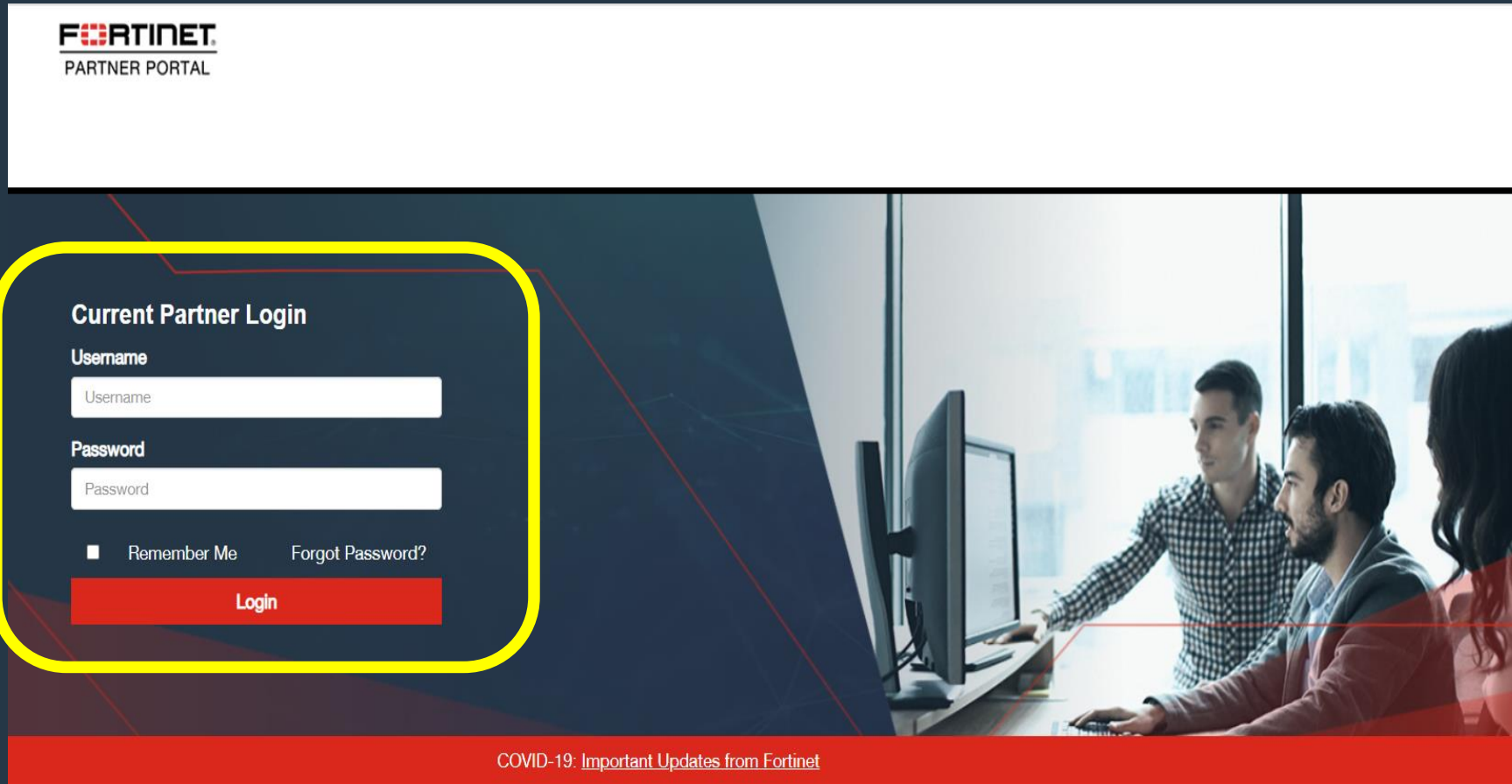
포티넷 파트너로 등록을 하신 후 '딜 등록'이 가능합니다!



The screenshot shows the Fortinet Partner Portal registration page. At the top left is the Fortinet logo and 'PARTNER PORTAL'. Below this is a red horizontal line. The main heading is 'Partner Registration'. Below the heading is the instruction 'Begin by entering your company e-mail address.' followed by the label 'E-mail Address'. There is a text input field with an '@' icon on the left and the placeholder text 'Company E-mail Address'. To the right of the input field is a red button with the text 'NEXT →'. Below the input field is a link with a question mark icon and the text 'Forgot Password'.

- 문의 : cam_kr@fortinet.com | CAM 정찬영 차장 | 010-9300-0912
- 링크 : https://partnerportal.fortinet.com/English/register_email.aspx

딜 등록 프로세스 1 - 파트너 포탈 접속



FORTINET
PARTNER PORTAL

Current Partner Login

Username

Password

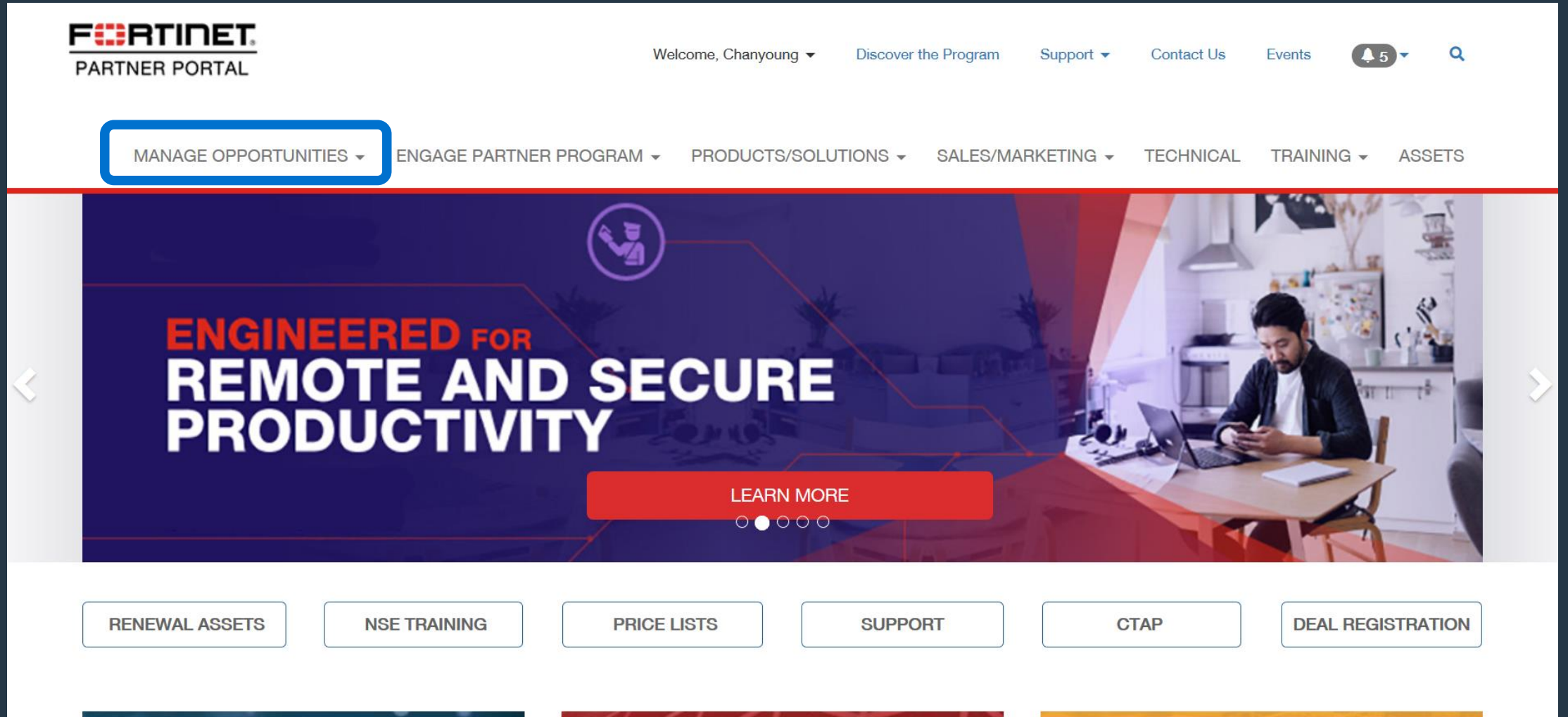
☐ Remember Me [Forgot Password?](#)

Login

COVID-19: [Important Updates from Fortinet](#)

- 링크 : <https://partnerportal.fortinet.com>

딜 등록 프로세스 1 – Manage Opportunities 클릭



딜 등록 프로세스 2 – Register New Oppty. 클릭

The screenshot shows the 'Deal Registration Dashboard' with the following elements:

- Header:** Deal Registration Dashboard
- Sub-header:** Your pending and approved opportunities are listed in the dashboards below.
- Open Opportunities:** Represented by a target icon and the text 'Open Opportunities' with a value of 0.
- YTD Closed Won:** Represented by a trophy icon and the text 'YTD Closed Won' with a value of 0.
- Annotation:** A yellow box with a blue border contains the text '클릭하시면 딜 등록 프로세스가 바로 시작됩니다.' (Clicking will start the deal registration process immediately). A blue arrow points from the '+REGISTER NEW OPPORTUNITY' button to this box.

+REGISTER NEW OPPORTUNITY

클릭하시면 딜 등록 프로세스가
바로 시작됩니다.

딜 등록 프로세스 3 – 상세 내용 기재 (1)

The screenshot shows the 'Register New Opportunity' page in the Fortinet Partner Portal. The page has a header with the Fortinet logo and navigation links. Below the header, there's a breadcrumb trail: HOME > DEAL REGISTRATION DASHBOARD > REGISTER NEW OPPORTUNITY. The main heading is 'Register New Opportunity' with a subtext: 'To register a new opportunity, fill out the form below. Fields with an asterisk (*) are required.' The form is divided into two sections: 'End User Contact Information' and 'End User Company Information'. The 'End User Contact Information' section includes fields for First Name, Last Name, E-mail Address, Job Title, and Phone. The 'End User Company Information' section includes fields for Company, Address, Country (a dropdown menu showing 'Korea, Republic of'), State / Province, City, and Postal Code. There is also a 'Website' field at the bottom.

The screenshot shows the 'Opportunity Information' page in the Fortinet Partner Portal. The page has a header with the Fortinet logo and navigation links. Below the header, there's a breadcrumb trail: HOME > DEAL REGISTRATION DASHBOARD > REGISTER NEW OPPORTUNITY. The main heading is 'Opportunity Information' with a subtext: 'Please enter the information for this opportunity.' The form includes fields for Estimated Close Date (MM/DD/YYYY), Estimated Value (a dropdown menu showing '- Select One -'), Distributor (a dropdown menu showing '- Select One -'), Is this an SD-WAN Opportunity? (a dropdown menu showing '- Select One -'), and Description (a text area with a red note: '(To prevent a delay for approval, please include as much information you have regarding customer needs, employees they have, other locations, and if known, which Fortinet Security Solutions or products)').

- [End User] 관련 정보들은 **국문**으로 작성하셔도 좋으나, **최대한 상세하게** 입력 부탁드립니다.
- [Opportunity Information]에서는 **Description**에 최대한 많은 정보 입력해주세요.
- 총판 선택은 **필수**입니다!!

APAC – eBrazintech / Hanil Networks 중 택일!!

딜 등록 프로세스 3 – 상세 내용 기재 (2)

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* This End-User opportunity includes the following security solutions:

Network Security

☐ **Network Security**

- Next Generation Firewalls
- Secure SD-WAN IPS
- IPS
- Secure Web Gateway
- Management & Analytics

☐ **Small Infrastructure**

- Switching
- Wireless
- Secure SD-Branch

☐ **Small Business Networking Security**

- Security and SD-WAN
- Secure Switching
- Secure Wireless
- LTE Connectivity

Network Access

☐ **Zero-Trust Network Access**

- NAO and IoT Security
- Identity and Access Management

☐ **Business Communications**

- Voice and phone

☐ **Small Business**

- User Authentication

Cloud Security

☐ **Dynamic Cloud Security**

- Public Cloud Infrastructure
- Private Cloud & SDN

☐ **Application and SaaS Security**

- Web Applications and APIs
- Email and Productivity
- DDoS
- Application Delivery
- OASB

☐ **Small Business Cloud Security**

- Email Security

Security Operations

☐ **End Point Protection**

- End Point Protection with EDR
- Endpoint Visibility & Control

☐ **Security Operations**

- Sandbox
- SIEM
- SOAR
- UEBA
- Deception

☐ **Small Business Security Operations**

- Advanced Threat Protection
- Endpoint Protection
- Management & Analytics

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Attachments

Attachments are listed below.

Add Attachments (5 MB Limit):

Choose File(s)

Notes

Add a Note:

Note Title:

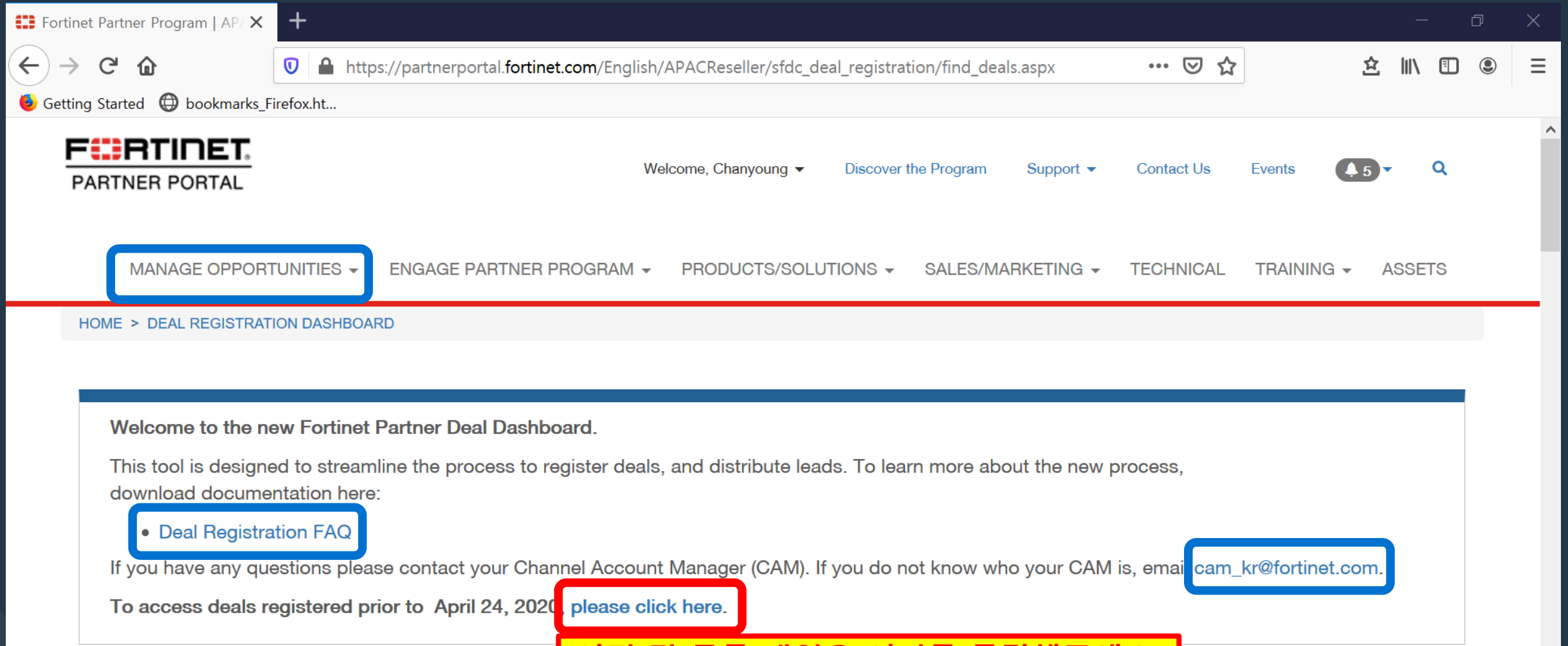
Note Comments:

☐ Tick here to confirm you accept the Fortinet Deal Registration Terms and Conditions

REVIEW TERMS SUBMIT

- 해당 딜 관련 Technology는 **최대한 가까운** 카테고리를 선택해주시면 됩니다.
- 마지막 **[Notes]**에서는 Deal Description 이외에 **추가로** 공유하실 정보나 요청 사항 또는 참여하는 **파트너 프로모션 명**을 기재해주세요.

기타(1) 이전 딜 등록 내역 확인



Fortinet Partner Program | AP/ X

← → ↺ 🏠

🔒 https://partnerportal.fortinet.com/English/APACReseller/sfdc_deal_registration/find_deals.aspx

Getting Started 🌐 bookmarks_Firefox.ht...

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HOME > DEAL REGISTRATION DASHBOARD

Welcome to the new Fortinet Partner Deal Dashboard.

This tool is designed to streamline the process to register deals, and distribute leads. To learn more about the new process, download documentation here:

- Deal Registration FAQ

If you have any questions please contact your Channel Account Manager (CAM). If you do not know who your CAM is, email cam_kr@fortinet.com.

To access deals registered prior to April 24, 2020, [please click here.](#)

이전 딜 등록 내역은 여기를 클릭해주세요.

기타(2) 등록된 딜 리스트 관리

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5

MANAGE OPPORTUNITIES

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PRODUCTS/SOLUTIONS

SALES/MARKETING

TECHNICAL

TRAINING

ASSETS

Opportunity Registrations Pending Approval

Below are the opportunity registrations you have submitted that are awaiting approval from a Channel Manager.

Search

Last Updated

Last 90 Days

Company	Contact	Status	Last Updated*	Date Created*	Your Last Update*	Fortinet Contact Email
(테스트)포티넷	찬영 정	Pending	04/28/2020	04/28/2020	04/28/2020	cychung@fortinet.com
abc	Chanyoung Chung	Pending	04/27/2020	04/27/2020	04/27/2020	cychung@fortinet.com

EXPORT

Items to Display: 50

Approved Open Opportunity Registrations

Below are the approved opportunity registrations you have submitted that have an open status.

Search

Last Updated

Last 90 Days

Company	Stage	Last Updated*	Estimated Close Date*	Expiration Date*	Deal Id	Fortinet Contact Email
---------	-------	---------------	-----------------------	------------------	---------	------------------------

EXPORT

Items to Display: 50

Closed Won Opportunity Registrations

These are your opportunities that have been closed won.

Search

Last Updated

Last 90 Days

Deal Name	Customer Company	Closed*	Deal Id	Fortinet Contact Email
-----------	------------------	---------	---------	------------------------

EXPORT

Items to Display: 50

Closed Lost Opportunity Registrations

These are your opportunities that have been closed lost.

Search

Last Updated

Last 90 Days

Deal Name	Customer Company	Closed*	Deal Id	Fortinet Contact Email
-----------	------------------	---------	---------	------------------------

EXPORT

Items to Display: 50

Denied

These are your opportunities that have been denied.

Search

Last Updated

Last 90 Days

Deal Name	Customer Company	Closed*	Deal Id	Fortinet Contact Email
-----------	------------------	---------	---------	------------------------

EXPORT

Items to Display: 50

딜 등록 신청 후 한 화면에서
리스트 관리가 가능합니다!

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