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Fortinet Awarded Five-Star Rating in CRN's 2014 Partner Program Guide

Fortinet's FortiPartner Program Recognized as Exceptional for Its Strength and Ongoing Commitment to Reseller Partners

SUNNYVALE, CA -- (Marketwired) -- 04/07/14 -- Fortinet® (NASDAQ: FTNT), a world leader in [high-performance network security](#), today announced that it has been awarded a Five-Star rating in the CRN 2014 Partner Program Guide. The annual directory is the definitive listing of technology vendors that service solution providers or provide products through the IT channel. The Five-Star Partner Program rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

"Solution providers have a lot of choices when it comes to selecting vendor partners. Identifying the right vendor with the right technologies and the right approach can make all the difference," said Robert Faletra, CEO, The Channel Company. "Our annual Partner Program Guide and 5-Star rating recognizes the very best channel programs available in the market today to help solution providers determine which vendor delivers the best partner elements for their individual business goals."

"Increasing partner certifications is a major focus for Fortinet this year," said Joe Sykora, vice president sales operations for Fortinet. "Fortinet is a champion for partner training, and as such, flexible training options are combined with attractive pricing to give partners the tools they need to be successful. We have found there is a direct correlation between a partner's investment in training and resulting revenue growth. As a result of our efforts, Fortinet saw year-over-year double digit partner recruitment growth as well as expansion of our existing partner base."

Data for the 2014 CRN Partner Program guide and the Five-Star Program rating were compiled by the Channel Company's research team. Vendor assessments were based on information provided in their completed 2014 Partner Program Guide applications. The Channel Company research team then determined a vendor's channel program ranking from criteria that included the individual vendor's investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication.

Applicants' responses to a series of questions contained in the PPG application resulted in a given score that allowed the Channel Company to create a prioritized list of vendors. A weighting scheme was assigned to each section, question and response set. Vendor responses to each question in the analysis then determined their overall rank in the Five-Star scoring process.

The PPG list and the companies awarded with a Five-Star rating appear in the April 7 issue of [CRN](#) magazine and online at www.crn.com.

About Fortinet

Fortinet (NASDAQ: FTNT) helps protect networks, users and data from continually evolving threats. As a global leader in high-performance network security, we enable businesses and governments to consolidate and integrate stand-alone technologies without suffering performance penalties. Unlike costly, inflexible and low-performance alternatives, Fortinet solutions empower customers to embrace new technologies and business opportunities while protecting essential systems and content. Learn more at www.fortinet.com.

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