

Simplify procurement with Fortinet and Microsoft Azure multiparty private offers (MPO)

Close Azure deals faster and leverage customers' Microsoft Azure Consumption Commitments (MACC) with MPOs

Why Sell Through the Azure Marketplace?

319%

increase in customers with consumption commitments buying via Azure Marketplace¹

288%

growth in SaaS-billed sales via Azure Marketplace¹

200%

increase in partners selling ISV solutions through Azure Marketplace¹

¹The path to marketplace success starts here. Official Microsoft Blog, November 15, 2022

Why Sell MPO with Fortinet?

150+

More than 150 integrations with Microsoft

750k+

750,000+ customers and growing

100%

100% of purchases count toward customer's MACC

Deal Flow for an MPO is as Easy as 1-2-3-4

1

Fortinet **creates offer** and includes you

2

You **extend offer** to the customer

3

Customer buys through Azure Marketplace

4

Microsoft pays you

To Get Started:

Fortinet is available to assist with any questions.

Please contact us at azuresales@fortinet.com

Questions About MPO?

Reach out to ChannelReady@microsoft.com

Questions About the Fortinet Partner Program?

Reach out to Partners@fortinet.com