



ORDERING GUIDE

FortiFlex Program

Formerly Flex-VM

Many organizations, including enterprises and managed service providers, want to meet their IT needs with agility and an investment-efficient consumption model. The FortiFlex programs enable organizations to avoid procurement delays, eliminate legacy license management constraints, and benefits from a predictable OpEx model. It is a new consumption model that brings on-demand usage and pay-for-usage charging through BYOL licensing for virtual security appliances, security services, and cloud-based management services.

WHAT IS FORTIFLEX ENTERPRISE?

FortiFlex Enterprise is a prepaid subscription that can be used to configure and manage a variety of Fortinet security services, from virtual machines to endpoints to hardware services. For virtual machines, subscribers can create multiple sets of a single VM entitlement that correspond to a licensed virtual machine and for hardware devices, each entitlement can be attached to a registered serial number.

After registering FortiFlex Enterprise points ("Flex Credits") to the FortiCloud account, Enterprise IT admins can immediately provision and consume services across their entire Fortinet estate, including Fortinet SaaS/PaaS and Public Cloud options.

WHAT IS FORTIFLEX MSSP?

FortiFlex MSSP is a Postpaid subscription service that requires monthly payment for usage in consumption credits. It is available to MSSP partners only and can be used to configure and manage a variate of Fortinet security services, from virtual machines to Hardware devices. Each entitlement contains a base capacity and one or more services. For virtual machines, Subscribers can create multiple sets of a single VM entitlement that corresponds to a licensed virtual machine and for hardware devices, each entitlement can be attached to a registered Serial Number.

The Subscription license gives customers access to security capacity for usage and. Customers can create entitlements as described above and the usage of these devices and entitlements results in charges in terms.

The following shows a summary of Fortinet product offerings frequently selected by these use cases. The FortiFlex Calculator contains more details of consumption credits for each individual product.

	MSSP	ENTERPRISE
FortiGate-VM Bundle Services	✓	✓
FortiGate-VM A La Carte Services	✓	✓
FortiWeb-VM	✓	✓
FortiManager-VM	✓	✓
FortiAnalyzer-VM	✓	✓
FortiPortal-VM	✓	✓
FortiADC-VM	✓	✓
FortiGate Hardware Services	✓	✓ ¹
FortiSwitch Hardware Services	✓	✓ ¹
FortiAP Hardware Services	✓	✓ ¹
FortiClient EMS On-Prem	✓	✓
FortiClient EMS Cloud	✓	✓
FortiSASE	✓	✓
FortiWeb Cloud - Public	✓	✓
FortiWeb Cloud - Private	✓ ¹	
FortiEDR MSSP	✓	

¹ Consult a Fortinet sales representative for availability.

FORTIFLEX PRODUCT OFFERINGS

The **FortiGate-VM** offering is based on the FortiGate-VM term-based subscription model (s-series), which does not support VDOMs in its default configuration. The FortiGate-VM is offered in the following options:

- **FortiGate-VM Service Bundles:** Customers can create entitlements based on predefined CPU sizes, a service bundle, and quantity of VDOMs.

The CPU sizes available are: VM-01, VM-02, VM-04, VM-08, VM-16, VM-32, and VM-UL.

The available bundles are: FortiCare (Premium), ATP, UTP, and Enterprise.

- **FortiGate-VM A La Carte Services:** Customers can create granular entitlements, where CPU size can be anything from 1 to 96, FortiGuard security and cloud services can be selected individually, and support service can be premium or elite.

The **FortiGate Hardware** offering is based on the FortiGate Hardware subscription services, where the existing services bundles are available (FortiCare Premium, ATP, UTP and Enterprise). FortiFlex only provides the service portion, where the hardware itself is still purchased upfront and owned by the customers. This product type is available to all Postpaid accounts and restricted to only approved Prepaid accounts. Check first with your Fortinet sales representative for availability.

The **FortiWeb-VM** offering is based on FortiWeb-VM s-series and is offered in a single option:

- **FortiWeb-VM Service Bundle:** Entitlements are created based on predefined CPU sizes and service bundles.

The CPU sizes available are: VM-01, VM-02, VM-04, VM-08, and VM-16.

The available bundles are standard and advanced.

The **FortiWeb Cloud** is offered in two different options:

- **FortiWeb Cloud - Private:** This option is only available to approved Postpaid accounts.
- **FortiWeb Cloud - Public:** This option is available to all accounts.

Both options are based on traffic throughput and quantity of protected applications.

The **FortiManager-VM** offering is based on FortiManager-VM s-series. Entitlements can be created based on the number of managed devices and ADOMs. The more devices are added, the more discounts the customer gets on daily prices. ADOM prices are fixed no matter how many are added. Check the calculator tool in FNDN to verify the prices.

The **FortiAnalyzer-VM** offering is based on FortiAnalyzer-VM s-series. Entitlements can be created based on quantity of ADOMs and daily storage capacity(GB). ADOM points consumption is calculated as a fixed value per ADOM.

The **FortiPortal-VM** offering is based on FortiPortal perpetual series. Entitlements can be created based on the number of managed devices.

The **FortiADC-VM** offering is based on FortiADC-VM s-series and is offered in a single option:

- **FortiADC-VM Service Bundle:** Entitlements are created based on predefined CPU sizes and service bundles.

The CPU sizes available are: VM-01, VM-02, VM-04, VM-08, and VM-16.

The available bundles are standard and advanced.

FortiClient EMS is offered in two options:

- **EMS On-Prem:** Software version installed on-premises and license by quantity endpoints.
- **EMS Cloud:** Cloud version hosted at FortiCloud and license by quantity endpoints.

The available services are:

- ZTNA/VPN
- EPP/APT
- Chromebook
- FortiCare Best Practise

FortiClient EDR is offered only for MSSP partners with a single option.

The available services are:

- Discover & Detect & Respond

FortiSASE is offered as a Cloud-based service hosted in FortiCloud.

The available services are:

- Standard
- Advanced

The **FortiSwitch Hardware** offering is based on the FortiSwitch Hardware subscription services, where the support services are available (FortiCare Premium and FortiCare Elite). FortiFlex only provides the service portion, where the hardware itself is still purchased upfront and owned by the customers. This product type is available to all Postpaid accounts and restricted to only approved Prepaid accounts. Check first with your Fortinet sales representative for availability.

The **FortiAP Hardware** offering is based on the FortiAP Hardware subscription services, where the support services are available (FortiCare Premium and FortiCare Elite). FortiFlex only provides the service portion, where the hardware itself is still purchased upfront and owned by the customers. This product type is available to all Postpaid accounts and restricted to only approved Prepaid accounts. Check first with your Fortinet sales representative for availability.


SIZING

For sizing, a [FortiFlex calculator](#) is available on FNDN.


FortiFlex Calculator

FortiFlex BOM


PRODUCT TYPE ▾




FortiGate Virtual Machine - Service Bundle




FortiGate Virtual Machine - A La Carte Services




FortiWeb Virtual Machine - Service Bundle




FortiManager Virtual Machine




FortiAnalyzer Virtual Machine




FortiPortal Virtual Machine




FortiGate Hardware




FortiADC Virtual Machine



FortiWeb Cloud - Private



FortiWeb Cloud - Public



FortiClient EMS On-Prem

FORTIPOINTS TRANSFER

Now, FortiPoints can be transferred into FortiFlex balance. Transfer is final and cannot be reverted.

FortiPoints transfer is done via FortiMarketplace and different exchange rate will apply depending on the quantity of transferred points:

- Below 1M FortiFlex points: 1 FortiFlex = 1.2 FortiPoints
- Between 1M-9.9M FortiFlex points: 1 FortiFlex = 1 FortiPoints
- Above 10M FortiFlex points: 1 FortiFlex = 0.8 FortiPoints

**The Greater Your Purchase,
The Lower Your Expense.**

! Please note that points transfers are final and transferred points **CANNOT** be returned.

FortiFlex Needed	Conversion Rate <small>FortiFlex Point/FortiPoint</small>	Rollover <small>unconsumed FortiFlex points rollover at anniversary date</small>
- 50K	1.2	50%
50K - 1M	1.2	100%
1M - 10M	1	100%
10M -	0.8	100%

NOTE: FortiFlex points won't expire if FortiFlex program is renewed before anniversary date.

FortiFlex Points wanted
All values entered/calculated will be rounded up to the nearest integer.

10,000

1

FortiPoints needed

12,000

[Cancel](#)
Request Transfer

ORDER INFORMATION

- You must register all SKU purchases within 365 days of the purchase date.
- For the MSSP program only, a minimum consumption of 50,000 points per year is required.

For Enterprise, in the case of excess consumption, there is a 90-day grace period to recover from a negative balance. VM entitlements stop operation after the grace period ends. During the grace period, new entitlements cannot be created.

For MSSP, in the case of underconsumption, there is a true-up to meet the minimum annual consumption amount if usage is lower. VM entitlements stop operation after the grace period ends.

FORTIFLEX PROGRAMS	SKU	YOY ROLLOVER (UNCONSUMED POINTS)
Prepaid - Enterprise	Program FC-10-ELAVR-221-02-DD (DD= 12, 36, or 60 months)	N/A
	Annual Points (12 months) LIC-ELAVM-10K*	From first 180 days of purchase: 50% From second 180 days of purchase: 100%
	Multi-Year Points (36 or 60 months) LIC-ELAVMMY-50K-DD (DD= 36 or 60 months)	Until end of program: 100%
Postpaid - MSSP	Program FC-10-ELAVS-221-02-DD (DD= 12, 36, or 60 months)	N/A
	Monthly Billing FCB-ELAVM-01	N/A

RESOURCES

FortiFlex has extensive documentation that you can easily find on the Document Library:

- [Sales docs](#)
- [Admin Guide](#)

Visit www.fortinet.com for more details

