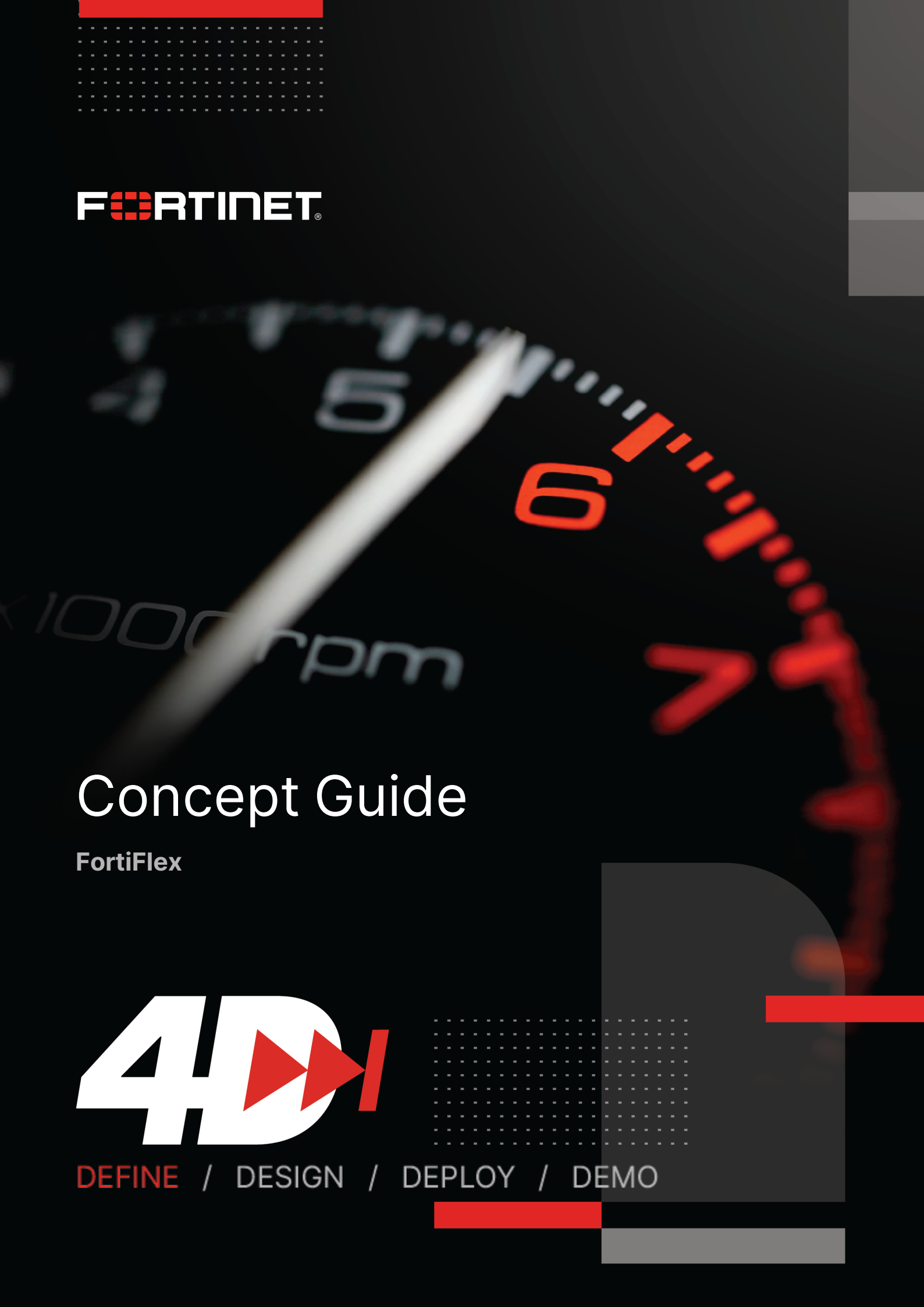


The Fortinet logo, featuring the word "FORTINET" in a bold, sans-serif font. The letter "O" is replaced by a red square with a white grid pattern. A registered trademark symbol (®) is located to the right of the word.

FORTINET®

A blurred background image of a speedometer. The needle is pointing towards the right, and the numbers 4, 5, and 6 are visible on the scale. The text "K1000rpm" is also visible.

Concept Guide

FortiFlex



DEFINE / DESIGN / DEPLOY / DEMO



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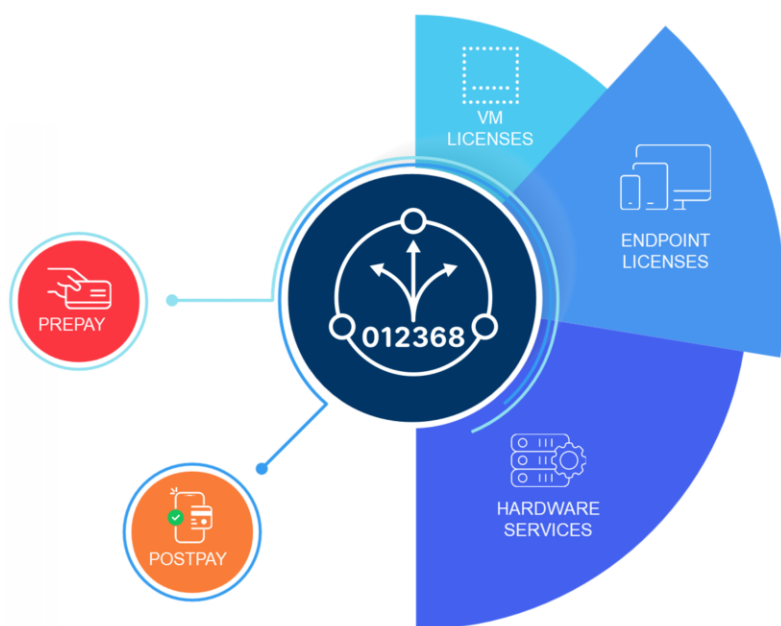
Introduction

Many organizations, including enterprises and managed service providers, want to meet their IT needs with agility and an investment-efficient consumption model. In the age of subscription-based and service-based licensing, purchases, usages and renewal shift from annual-based to monthly-based or even per day.

The FortiFlex programs enable organizations to avoid procurement delays, eliminate legacy license management constraints, and benefits from a predictable OpEx model. It is a flexible 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.

FortiFlex provides:

- On-demand scaling
- Self-service consumption and instant delivery
- An off-the-shelf, broad portfolio of Fortinet Inc. products and services
- A flexible consumption model and usage-based services
- Daily licensing of VM, hardware, and Cloud services
- Centralized operations visibility and license automation through an API
- Automated life-cycle management



About this guide

This guide provides a broad overview of FortiFlex concepts and components. It uses industry standard terminology with introductions to Fortinet-specific terms, concepts, and technologies.

Once readers are familiar with FortiFlex concepts and terminology, they can proceed to the [FortiFlex Administration Guide](#).

FortiFlex concepts

Traditional, term-based licensing is not always suitable for dynamic environments. Unpredictable costs, procurement delays, and sizing difficulties can create unexpected challenges and overspending issues when provisioning products and services. FortiFlex addresses these challenges to create a simplified provisioning model of Fortinet Inc. services.

Benefits of the FortiFlex programs include:

Simplified operation	Centralized administration and visibility of all license entitlements with automated and custom reports.
Cost control	Single payment for a broad choice of products, thus avoiding multiple procurement cycles. Entitlements are charged daily and can be stopped at any time.
Cloud agnostic	Support any type of cloud; virtual or hardware security appliance instances run on either hybrid, private, or public clouds.
Flexibility and scalability	Create as many license entitlements as you need for various supported products. Increase and decrease capacity and services as you go without any procurement hassles to eliminate sizing issues.
Automation	Automate the whole license life-cycle management with rich API support.

This section includes the following information:

- [Licensing comparison on page 5](#)
- [Enterprise and MSSP on page 6](#)

Licensing comparison

Traditional licensing methods include standard contracts with set terms for the entitlements included within them. The following demonstrates an example of FortiGate-VM traditional licensing.

Normal series	The normal series is a perpetual licensing system. Support services must be contracted on an annual basis.
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	The normal series supports VDOMs for each CPU level.
V-series	The V-series is a perpetual licensing system. Support services must be contracted on an annual basis. The V-series does not include VDOMs by default however a subscription service can be purchased to support VDOMs.
S-series	The S-series is a single, annual SKU contract. This license series is intended for short-term, subscription based scenarios. The S-series contains a FortiCare service bundle, a VM base, and can support the addition of a VDOM license.



The inclusion of only FortiGate-VM licensing is for demonstrative purposes only. The inclusion of traditional licensing or all of the virtual machines, hardware, and cloud services supported by FortiFlex have not been included for brevity. See [Supported product types on page 10](#) for a comprehensive list of services available in FortiFlex.

FortiFlex licensing differs by allowing for more flexibility and scalability:

FortiFlex	FortiFlex is an annually contracted program used to create multiple sets of single entitlements per service offering. FortiFlex entitlements contain a FortiCare bundle and a VM base. License usage is calculated daily and you can change the license capacity at any time. When a license is updated, a new points consumption calculation will take effect.
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Enterprise and MSSP

FortiFlex can be leveraged for all types of customers who are looking for flexibility in service provisioning. Partner and end customers can purchase points upfront to spend on on-demand services through the Enterprise offering. Managed security service providers (MSSPs) and other service providers can roll out services in the pay-as-you-go MSSP offering.

Enterprise

FortiFlex Enterprise is a prepaid subscription that can be used to configure and manage a variety of Fortinet Inc. 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 to the FortiCloud account, Enterprise IT admins can immediately provision and consume services across their entire Fortinet estate, including Fortinet Inc. SaaS, PaaS, and Public Cloud options.

MSSP

FortiFlex MSSP is a postpaid subscription service that requires monthly payments for usage in consumption credits. It is available to MSSP partners only and can be used to configure and manage a variety of Fortinet Inc. security services, including virtual machines and 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.

MSSP can be leveraged with multitenant environments. See the FortiCloud [Organizations Portal Administration Guide](#) for more information.

FortiFlex components

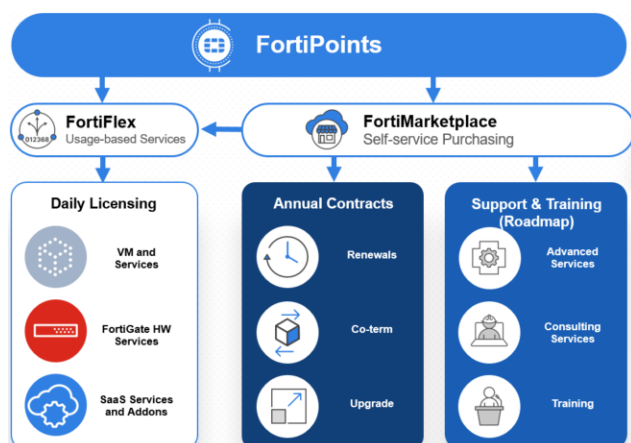
FortiFlex leverages multiple services to provide a comprehensive, unified service. After registering FortiPoints in your FortiCloud account, you can transfer FortiPoints into FortiFlex points in the Asset Management FortiMarketplace. These points can then be traded for VM, hardware, and Cloud entitlements and licenses in the FortiFlex portal.

This section includes the following information:

- [FortiPoints on page 8](#)
- [FortiMarketplace on page 9](#)
- [Supported product types on page 10](#)
- [Additional terms and definitions on page 11](#)

FortiPoints

FortiPoints are a consolidated, credit-based points system used as currency in the FortiMarketplace. FortiPoints combine existing points-based programs, including FortiFlex and FortiMarketplace, into a single points balance for purchase, renewals, and upgrades.



FortiPoints facilitate:

- Licensing scalability and flexibility
- Efficient and agile procurement

- Easy access to a broad product ecosystem
- Simplified management

FortiPoint packages allow for carry-over to avoid the waste of assets. When FortiPoints have been registered but go unused, they can be carried over into following years until they reach their expiration date.

Further, FortiPoints can be transferred to FortiFlex points in the FortiMarketplace for provisioning of usage-based services and licensing. See [FortiMarketplace on page 9](#).



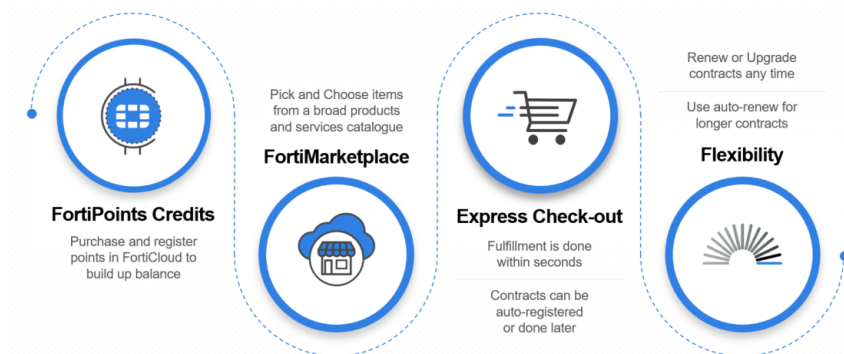
FortiFlex has its own points package that can be used in conjunction with FortiPoints.

FortiMarketplace

The FortiMarketplace, otherwise referred to as the Marketplace, is an agile, self-service portal that allows for service purchase, renewal, and upgrades. In tandem with FortiPoints, FortiMarketplace allows for the flexible and efficient purchase of VM, hardware, and Cloud offerings.

The general FortiMarketplace process is as follows:

1. Register FortiPoints in your FortiCloud account.
2. Select a Fortinet Inc. product or service in the Asset Management portal's Marketplace.
3. Select a predefined bundle or customize your required service.
4. Once fulfillment of the order is complete, renew or upgrade services as needed. Auto-renew can also be enabled for longer contracts.



The FortiMarketplace can be facilitated through multiple methods:

Term-based subscription	Purchase, renew, or upgrade annual or co-term (monthly) contracts.
Advanced services (Road map)	Exchange points for advanced and professional services, including Incident Response, consulting, and training.
FortiFlex	Transfer FortiPoints to FortiFlex for daily use-based consumption. See FortiMarketplace and FortiFlex on page 10 .

SUPPORTED PRODUCT TYPES



For more information on the FortiMarketplace, see [Marketplace](#) in the FortiCloud Asset Management guide.

FortiMarketplace and FortiFlex

A single points program supports multiple consumption models for products and services. Instead of provisioning annual contracts and advanced training services in the FortiMarketplace, FortiFlex facilitates usage-based services. By transferring FortiPoints in the FortiMarketplace to FortiFlex points, daily licensing of virtual machines (VMs), hardware, and Cloud services enables simplified, flexible procurement of services.

For more information on transferring FortiPoints to FortiFlex points, see [FortiFlex](#) in the FortiCloud Asset Management guide.

For more information on FortiFlex points, see [Points](#) in the FortiFlex Administration guide.

Supported product types

FortiFlex supports three main product types:

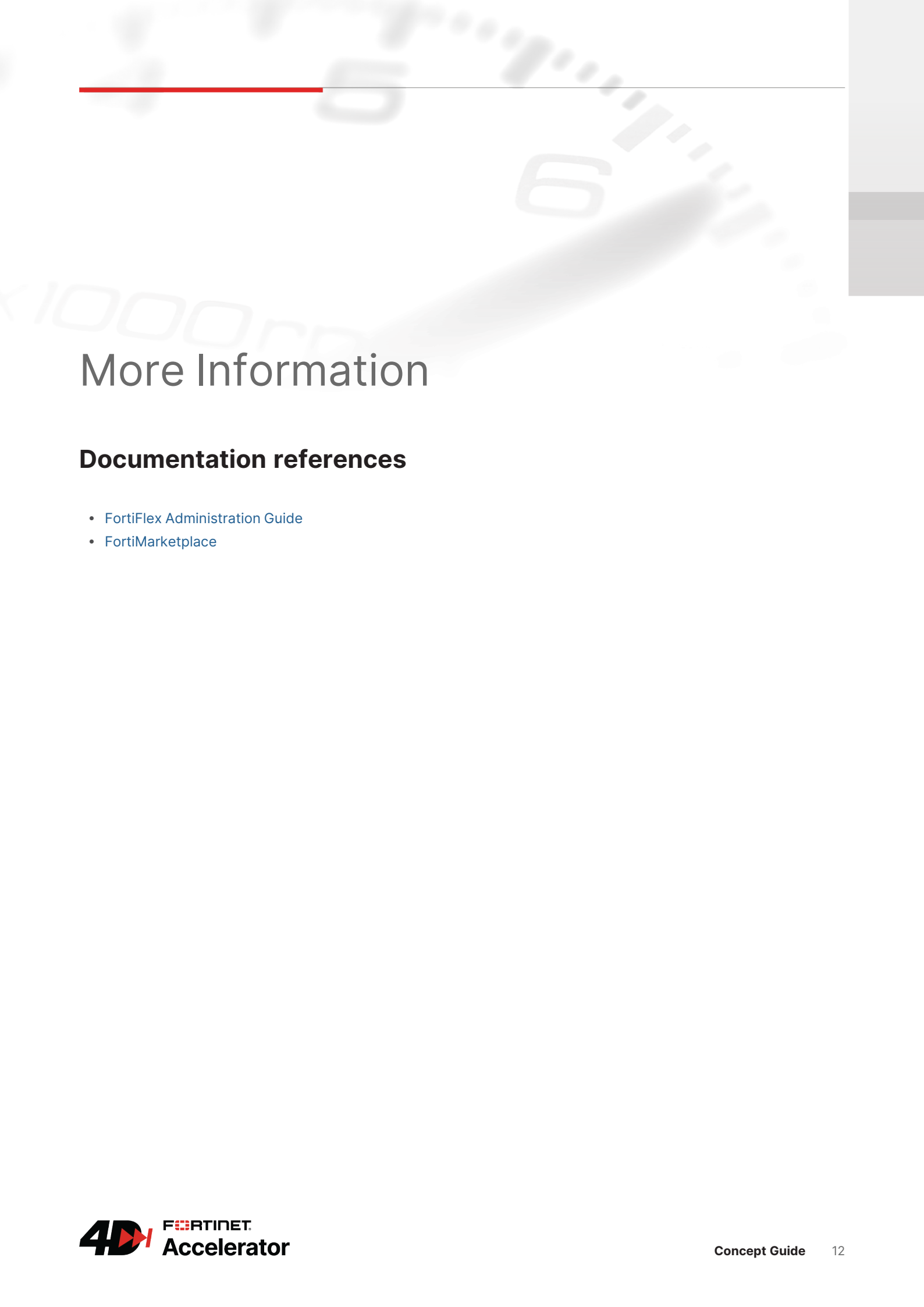
Virtual Machines	VM entitlements and configurations can be deployed for: - FortiGate - FortiWeb - FortiManager - FortiClient EMS On-Prem - FortiAnalyzer - FortiPortal - FortiADC
Hardware	Hardware devices are purchased and owned by customers. Hardware that does not have any services already attached can be added to FortiFlex. Hardware entitlements and configurations can be deployed for: - FortiGate - FortiAP - FortiSwitch
Cloud Services	Cloud service entitlements and configurations can be deployed for: FortiWeb Cloud

- FortiClient EMS Cloud
- FortiSASE
- FortiEDR MSSP
- FortiRecon
- FortiNDR

Additional terms and definitions

The following is a list of additional terms and definitions related to FortiFlex:

Configuration	Configurations allow you to define and customize a service offering's form factor, service package, add ons, and so on.
Entitlement	Entitlements use the configuration to create the service or hardware. Points begin to be consumed once an entitlement is activated for the first time.
Points calculator	The FortiFlex points calculator allows you to estimate the total number of points that will be consumed before you create the configuration.
Service offering	Service offerings are available VM, hardware, and Cloud service packages that can generate licenses and services. Service offerings permit more customized and individual packages than a typical SKU.
SKU	SKUs are predefined packages and services with set subscription lengths. A FortiFlex program SKU must be registered to your FortiCloud account to gain access to the FortiFlex portal. Likewise, a FortiFlex Point Pack SKU can be registered to increase your available FortiFlex points.



More Information

Documentation references

- [FortiFlex Administration Guide](#)
- [FortiMarketplace](#)

Change log

Date	Change Description
2024-11-04	Initial release.



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