FORTINET

Understanding Fortinet High-Availability SKUs

What are Fortinet's new high-availability (HA) SKUs?

A: We have introduced HA SKUs to simplify HA deployment and offer discounts. The new HA SKUs allow your customers to use two FortiGate devices with one FortiGuard AI-Powered Security Services subscription license for their HA-pair deployment.

How is this different from the HA promotion?

A: There is no difference in offering customers a free second service subscription for HA deployment. The HA promotion will continue until the end of Q1 2025. The HA promotion overlaps with the HA SKUs, so you may offer HA discounts to your customers by using HA SKUs or leveraging HA promotions.

What are Fortinet models offering HA SKUs?

A: HA SKUs are available for the following models:

Model	HA SKU
FortiGate 40F	FG-40F-HA
FortiGate 40F-3G4G	FG-40F-3G4G-HA
FortiGate 60F	FG-60F-HA
FortiGate 61F	FG-61F-HA
FortiGate 70F	FG-70F-HA
FortiGate 71F	FG-71F-HA
FortiGate 80F	FG-80F-HA

Model	HA SKU
FortiGate 81F	FG-81F-HA
FortiGate 80F-BYPASS	FG-80F-BYPASS-HA
FortiGate 80F-DSL	FG-80F-DSL-HA
FortiGate 80F-POE	FG-80F-POE-HA
FortiGate 81F-POE	FG-81F-POE-HA
FortiGate 100F	FG-100F-HA
FortiGate 101F	FG-101F-HA

Will the HA SKU be offered for G series entry-level models?

A: The priority is to simplify HA promotions for the FortiGate entry-level F series. Entry-level G series are mainly on specific FortiOS branches, which do not yet support the new HA SKU feature. They will be offered once these devices have the appropriate FortiOS code support.

Does Fortinet plan to offer HA SKUs for mid-range and high-end models?

A: There are no plans to introduce HA SKUs for FortiGate mid-range and high-end models.

We support customer HA deployment requirements. If you have questions about HA-pair deployment for mid-range and high-end models, please reach out to the Fortinet team for assistance.

Can I apply HA promotions on these new HA SKUs?

A: No. The HA promotion only applies to eligible SKUs. Please check the latest Fortinet promotions catalog for details.

I already provided a quote to my customer with an HA promotion (discounts) applied. Do I need to re-issue a quote with new HA SKUs?

A: We have extended the HA promotion to the end of Q1 2025 to help you close the deal without the need to re-issue a new quote. If you need assistance, please reach out to your Fortinet channel account manager.

Can the FG-xxF-HA SKU be used for existing customers with FG-xxF series?

A: No. It cannot be used for existing customers with FG-xxF series as only new FG-xx-HA SKUs are specifically registered into FortiCare with the vSN (virtual SN). The vSN CLI may be available, but SN without this SKU cannot be registered in FortiCare and hence will not be able to leverage the subscriptions for this HA SKU.

How do I create a BOM with new HA SKUs?

A: Each HA SKU needs to be ordered in a pair.

Sample BOM for FortiGate 40F:

- 2x FG-40F-HA (FortiGate 40F hardware with HA support)
- 1x FC-10-0040F-809-02-36 (three-years of FortiGuard Enterprise Protection subscription)

What services are eligible for FortiGate HA SKUs?

A: Only the following services are eligible for the HA SKU:

- Enterprise Protection (FC-10-XXXX-809-02-DD)
- Unified Threat Protection (UTP) (FC-10-XXXX-950-02-DD)
- Advanced Threat Protection (ATP) (FC-10-XXXX-928-02-DD)

Is there a hardware and service bundle available for HA deployment?

A: Currently there is no FortiGate + FortiGuard bundle available.

Can I add a la carte services with HA SKUs?

A: A la carte subscriptions are currently not supported.

Can the HA be automatically configured, or is there something specific needed?

A: Your customer may choose to use FortiZTP to create the HA pair and register the device to FortiCloud. Your customer needs to ensure that the link used for HA is the highest physical port number. The list is below:

- FortiGate 100F/101F series: HA1/HA2 predefined port
- FortiGate 80F/81F series: port 5/6
- FortiGate 70F/71F series: port 4/5
- FortiGate 60F/61F series: port 5
- FortiGate 40F series: port 3

Can my customers configure HA without FortiZTP?

A: Yes. Your customers can still configure HA without the FortiZTP feature to create the HA cluster. In that case, they can select which ports they prefer.

What is the upgrade path for these new HA SKUs?

A: New HA SKUs work in FOS 7.2.9, FOS 7.4.6, FOS 7.6.1, and above. Please note that upgrades to releases not supporting an HA SKU might cause the subscriptions to fail to work properly or the vSN CLI to be rejected and fail to work.

Where can I find resources for HA SKU deployment?

A: You can find our comprehensive admin guides and reference manuals in the Fortinet Document Library.

www.fortinet.com