

OUR SECURITY *DELIVERED YOUR WAY*



The WatchGuard ONE logo, featuring a stylized 'W' inside a circle followed by the text 'atchGuard' and 'ONE' in a larger font.
MANAGED SECURITY SERVICE PROVIDER

Partner with WatchGuard – It's Just Easy

Everything we do starts with making it simple for our Partners and customers, and it's backed by our award-winning products, services, and WatchGuardONE Partner Program.

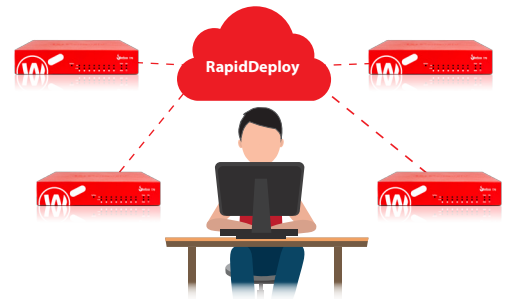
Easier to Sell

One platform, one SKU, total security. Our Firebox platform delivers a suite of powerful network and endpoint security services along with the intelligence of correlation with industry-leading performance. These come with flexible, on-demand and distributed pricing options.



Easier to Deploy

Remotely deploy and configure multiple Firebox® appliances with zero-touch and minimal on-site assistance using WatchGuard RapidDeploy.



Easier to Manage

WatchGuard System Manager, WatchGuard Dimension, and the WatchGuard Wi-Fi Cloud provide intuitive controls, comprehensive reporting, and complete visibility into your customers' network and Wi-Fi security.



Easier to Do Business with

Our award-winning WatchGuardONE program puts the power in your hands, providing you with all of the technical, sales, and marketing resources you need, as well as discounts, rebates, and around-the-clock support.

24x7 SUPPORT **ON-DEMAND DISCOUNTS**
MARKETING RESOURCES **FLEXIBILITY**
SALES RESOURCES



100% Channel, 100% of the Time

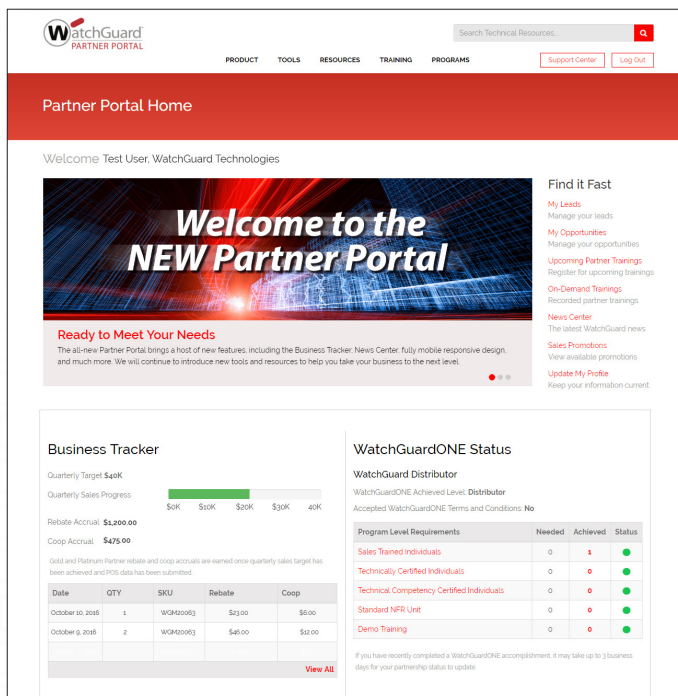
WatchGuard has always been and always will be a 100% channel-focused organization. As your partner in profitability, we equip you with everything you need for a successful partnership.



WatchGuard's MSSP Partner Program, a classification within the broader, award-winning WatchGuardONE Channel Partner Program, provides the flexibility and support needed to build a predictable and recurring revenue stream.



Flexible Payment Options - Get started immediately with predictable, recurring payments that eliminate the up-front costs of an annual contract. In addition to our standard pricing options, you can use WatchGuard MSSP Pre-Pay Points to quickly allocate security services to your customers' security appliances.



One-Stop Resource - Access the WatchGuard Partner Portal to manage your customers' service subscriptions, stay updated on the latest news, download customizable marketing materials, view self-help technical documentation, and much more.

Expert Support - WatchGuard provides extensive trainings and around-the-clock technical support so you can become the security expert. We also offer easy access to NFR appliances. Building practical knowledge of our products through hands-on, real-world experience is the best way to learn and embrace the WatchGuard advantage.

See How You Can Get Your Share

We go beyond simple volume-based sales and let you choose the level of involvement that fits your business. Our technical training and resources help you become the expert your customers want, with a value-based model that lets you build profitability as you increase certification.

WatchGuardONE

PROGRAM LEVEL BENEFITS	SILVER	GOLD	PLATINUM
Product and Subscription Discounts	•	•	•
Exclusive Rights to Sell Restricted Products	•	•	•
Deal Registration	•	•	•
Special Bid Eligibility	•	•	•
Subscription Renewal Tool	•	•	•
Security Pays Incentive Program	•	•	•
Demonstration (NFR) Equipment Discount	•	•	•
Partner Portal and Mobile Application Access	•	•	•
Online Technical Support Resources	•	•	•
Sales Training	•	•	•
Technical Training (online and in person) Free of Charge	•	•	•
Technical Certification	•	•	•
Priority Partner Support with Targeted Response Times	•	•	•
WatchGuardONE Partner Locator Listing	•	•	•
Volume-Based Rebate Opportunity		•	•
Cooperative Advertising Fund Opportunity		•	•
Assigned Inside Sales Support		•	•
Assigned Field Sales Support		•	•
Field Sales Engineer Support		•	•
Field Marketing Manager		•	•
Demand Generation Support		•	•
Assigned Marketing Support at WatchGuard Headquarters			•
Dedicated Platinum Technical Support Line			•
Quarterly Business Review			•
Dedicated Executive Sponsor			•

Note: There may be differences in program implementation for specific regions. Please contact your regional sales office for any recent updates.

SECURITY SUITES

Features & Services	TOTAL SECURITY SUITE	Basic Security Suite
Stateful Firewall	✓	✓
Mobile VPN	✓	✓
Branch Office VPN	✓	✓
Application Proxies	✓	✓
Intrusion Prevention Service (IPS)	✓	✓
App Control	✓	✓
WebBlocker	✓	✓
spamBlocker	✓	✓
Gateway AntiVirus	✓	✓
Reputation Enabled Defense (RED)	✓	✓
Network Discovery	✓	✓
APT Blocker	✓	
Data Loss Protection (DLP)	✓	
Dimension Command	✓	
Threat Detection & Response	✓	
Support	Gold (24x7)	Standard (24x7)

“ WatchGuard allows us to be the go-to experts for our customers. The best part? The more training we complete, the more WatchGuard rewards our effort. ”

~ Angelo Millena, *Managing Director, CMS Information Technology Pty Ltd*

Enterprise-Grade Security That Is Easy to Deploy and Manage

It's in WatchGuard's DNA to deliver advanced network security technologies that were previously thought to be too complex for small to midsize organizations and distributed enterprises. We take these enterprise-grade technologies and make them easy to manage and deploy.

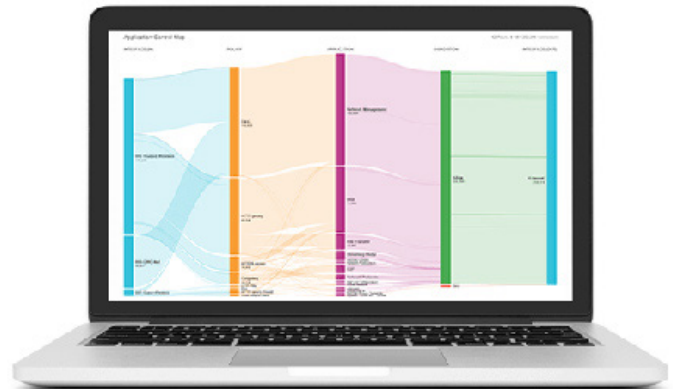


One Security Platform - Deliver total security in one powerful, easy-to-manage, and cost-effective appliance. WatchGuard Firebox appliances lead the industry in performance and include best-in-class security services that ensure your customers stay ahead of the evolving threat landscape.

Zero-Touch Deployment - Avoid having network administrators on site to configure customers' devices with the zero-touch RapidDeploy feature. Save time and resources for initial configuration and deployment of network security by simply shipping new devices to remote locations and having them automatically download templated configurations.

Centralized Management - Manage all of your customers' Firebox appliances with one centralized management console. WatchGuard System Manager gives you the flexibility to create policy templates from anywhere and quickly push them to multiple appliances using role-based tenants.

Complete Visibility - Instantly identify your customers' issues, threats, and trends with WatchGuard Dimension, a cloud-ready, actionable visibility and management platform that offers over 100 comprehensive dashboards and reports. Consolidate reports and logs for all your customers to quickly distill information from a high level, as well as drill down for granular details, and then make immediate adjustments to policies through an interactive dashboard.

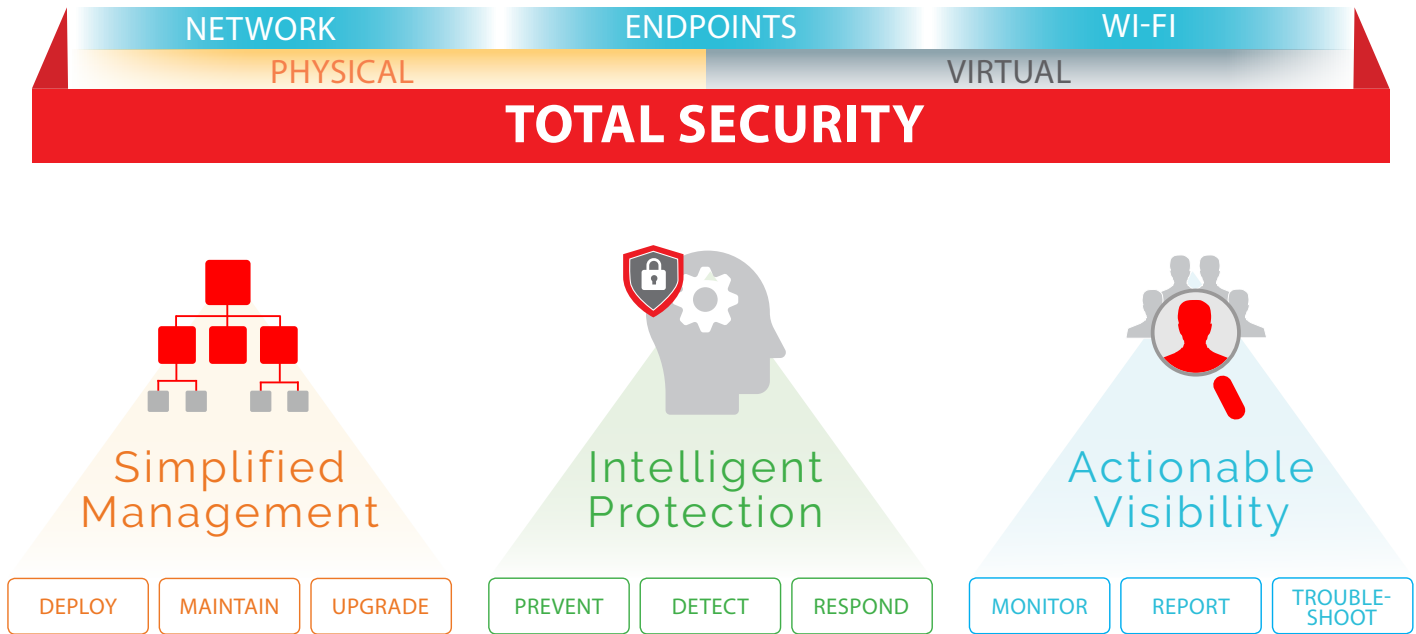


Cloud-Ready - WatchGuard makes it easy for you to deliver industry-leading security to your customers no matter the infrastructure requirements, whether it is physical, virtual, or a combination of both – including private and public cloud environments.

Secure Cloud Wi-Fi - Extend enterprise-grade security into your customers' wireless environments with WatchGuard's cloud-managed access points. Easily scale from one access point to an unlimited number of access points across multiple locations, and manage them from anywhere using one console for all customer accounts.



Our Security, Delivered Your Way



Customers require more than just hardware installation, technical support, and threat prevention. Whether it's physical or virtual infrastructures or security coverage across networks, endpoints, and Wi-Fi, they need total security and peace-of-mind with proactive and reactive security services. With WatchGuard, you are equipped with a complete portfolio of security solutions that ensure your customers stay ahead of the rapidly evolving threat landscape with a simplified management platform, intelligent protection against all types of threats, and complete visibility across their IT infrastructure.

WatchGuard enables manage service providers to easily offer value-added services for their customers in addition to the security suites that include prevention, detection and response protection against advanced threats. MSSPs benefit from simple deployment, remote management, easy ongoing maintenance, remote monitoring, troubleshooting and comprehensive reporting using one vendor and one platform.

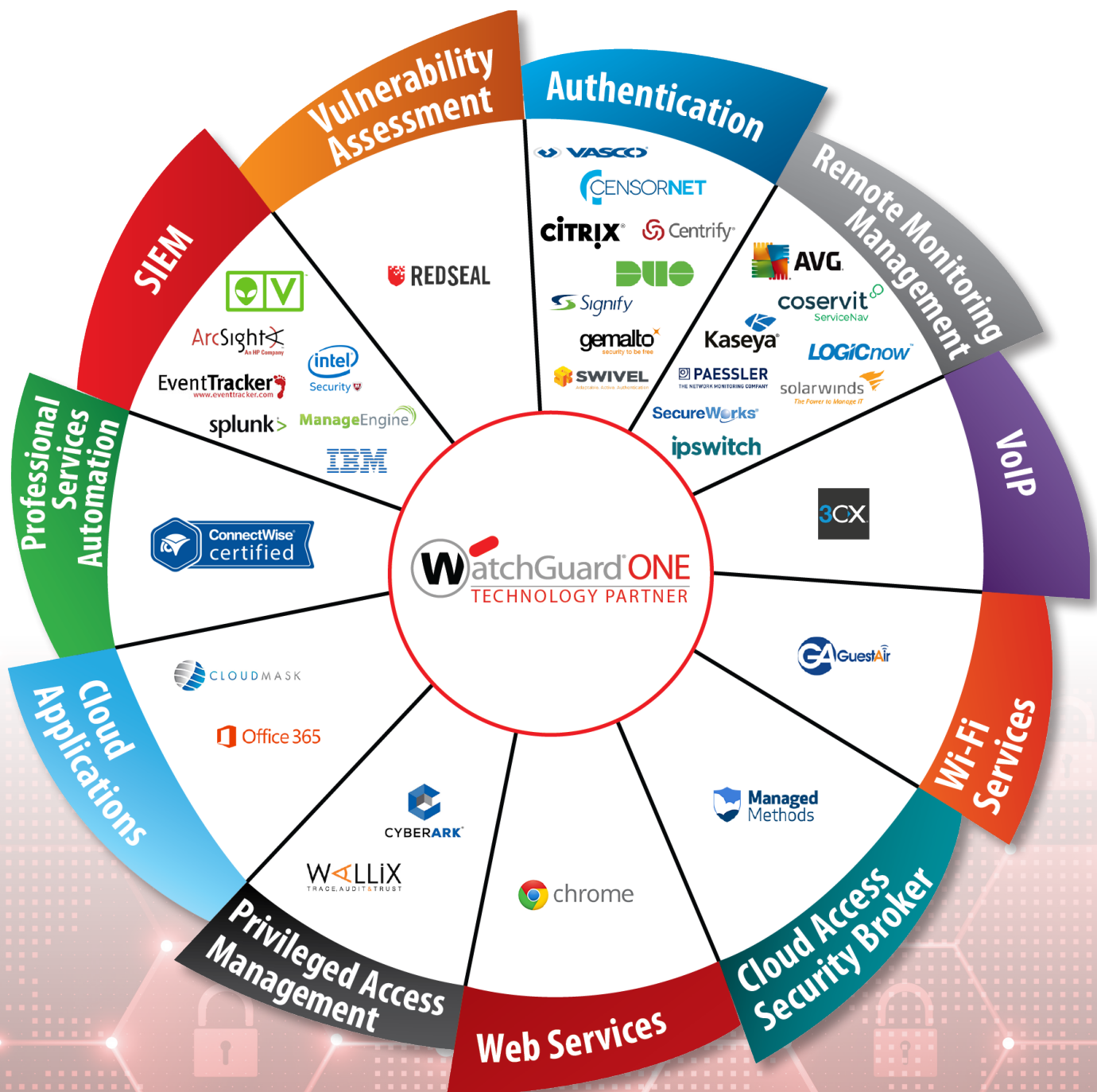


Robust Ecosystem of Integrations

Since WatchGuard pioneered Unified Threat Management (UTM) in the 1990s, the cyber security ecosystem has flourished with complementary digital security technologies. WatchGuard partners with industry-leading technology companies to develop product integrations for easier deployments, stronger security, and enhanced management of your customers' devices and services.

Bundled Offerings - Attach and upsell your solution offerings with Technology Partner product integrations, including multi-factor authentication, SIEM platforms, cloud applications, and much more. Each integration comes complete with a guide and technical support.

Common MSSP Tools - Out-of-the-box remote monitoring management along with professional services automation integrations enable you to effectively manage and monitor your customers' devices and services using common managed service provider tools.





Become a WatchGuardONE MSSP Partner Today!

The opportunities are endless when working with WatchGuard. As a 100 percent channel-focused organization, we are dedicated to your success and will provide you with the technical, sales, and marketing support you need to ramp up quickly. Sign up now to become an MSSP Partner, and we can get you up and running in a matter of days.

www.watchguard.com/mssp



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