



Promotion Book Q2 2024

North EMEA v.1

Q2 2024 – Promotion List

- Wi-Fi Replacement Round Up
- Endpoint Volume Pricing Offer
- Competitive Endpoint Contract Buyout
- Not For Resale – Total Identity Security
- Not For Resale – Endpoint Modules
- Not For Resale – Passport Security Package
- Technical Training Promotion
- SchoolMate – Gov/Edu Discount Program
- Security Pays Spiff Program

Wi-Fi Replacement Round Up

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Secure Wi-Fi

Timeframe: April 1 – June 30, 2024

Promotion Details

- It's now time to upgrade to the lightning-fast and reliably secure Wi-Fi 6 access point. Reduce the complexity of managing multiple services to easily deploy, configure, and report Wi-Fi connectivity and performance for every user on one platform with Wi-Fi in WatchGuard Cloud.
- All new AP hardware receives a **25% discount** off MSRP
- Must be sold with USP Wi-Fi Management 3- or 5-year license
- See next page for eligible products and combined MSRP pricing
- Use promo code **WGQ224B639** when ordering

Rules

- Not stackable with any other promotion or GovEd discount
- Deal registration is not available
- NFR units are not included
- Duty and import costs may apply
- Promotion fulfilled via hardware discount



Wi-Fi Replacement Round Up

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Secure Wi-Fi

Timeframe: April 1 – June 30, 2024

Discount Schedule

Product Name	SKU	MSRP (USD)	Promo MSRP (USD)
WatchGuard AP432	WGA43200000	\$755	\$566.25
WatchGuard AP430CR	WGA43000000	\$1,369	\$1,026.75
WatchGuard AP332CR	WGA332000000	\$736	\$552.00
WatchGuard AP330	WGA33000000	\$617	\$462.75
WatchGuard AP130	WGA13000000	\$350	\$262.50



Endpoint Volume Pricing Offer – Now for 1-year Deals

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Endpoint Security

Timeframe: April 1 – June 30, 2024

Promotion Details

- Provide increased, competitive discount for endpoint purchases/sales
- Focused on cross selling and engagement with Watchguard endpoint solutions
- Opportunity to seat new customers with EPP and upsell to EPDR
- **Applicable for 1- and 3-year deals, over 25 seats**
- Contact a WatchGuard representative for assistance for more details.

Partner Special Pricing Offer

	WG EPP	WG EPDR
25 - 100 Seats	25% Off	15% Off
101 - 250 Seats	35% Off	25% Off
251 - 500 Seats	40% Off	30% Off
500 + Seats	45% Off	35% Off

Terms and Conditions Apply. The promotional pricing will not be renewed after the term of the initial purchase. Contact a WatchGuard partner or WatchGuard sales professional for more details.

Rules

*Percentage off MSRP-LSD

- Promo Code Required: **WGQ224B622**
- 101+ seats requires deal registration
- Panda Endpoint is **not** included in this promotion
- The promotional pricing will not be renewed after the term of the initial purchase
- Cannot be stacked with any other promotion



Endpoint Competitive Contract Buyout

Promo Target:	WatchGuardONE Partners	Availability:	Worldwide
Product Line:	Endpoint Security	Timeframe:	April 1 – June 30, 2024

Promotion Details

- For a limited time, WatchGuard will buy out competitive endpoint contracts for up to 12 months based on time left on competitive contract
- Applicable for **3-year deals only** available to new customers purchasing **over 25 seats**
- Increase your ability to displace competitors more quickly and efficiently
- Opportunity to seat new customers with EPP and upsell to EPDR
- Contact a WatchGuard representative for more details or questions

Rules

- 3-year contract commitment required
- **Special bid required**
- Panda Endpoint solutions are not included in this promotion
- The promotional pricing will not be renewed after the term of the initial purchase
- Buyout is **up to 12 months** on like contracts
- Customer invoice must be shown to validate price
- Cannot be stacked with any other promotion



Not For Resale – Total Identity Security

Keep Identity Real with Real Identity Security now just \$.01

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Total Identity Security Not For Resale (NFR)

Timeframe: April 1 – June 30, 2024

Promotion Details

- Total Identity Security (TIS) one-year NFRs are now available at your distributor for just \$.01
- Implement identity security that ensures only the real user can access your systems and applications has become a critical security need for every organization
- TIS includes AuthPoint MFA, Dark Web Monitor, Corporate Password Manager, and WatchGuard Cloud automated token provisioning
- Order SKU #s at Distribution:
 - **WGTIS365** WatchGuard AuthPoint Total Identity Security - NFR - 1 Year - 5+ users



Rules

- OPP# required to fulfill NFR. No change from standard NFR process
- Not stackable with any other promotion
- Minimum 5 seats required
- Deal registration not available
- Duty and import costs may apply, depending on country



Some promotions may not be available in all countries.
Please check with your local WatchGuard representative for availability.

Not For Resale – Endpoint Modules

Patch Management & Full Encryption now just \$.01

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Endpoint Modules Not For Resale (NFR)

Timeframe: April 1 – June 30, 2024

Promotion Details

- Patch Management & Full Encryption one-year NFRs are now available at your distributor for just \$.01
- Patch Management: Reduce the risk and complexity of managing vulnerabilities in OS and third-party applications. <https://www.watchguard.com/wgrd-resource-center/docs/watchguard-patch-management>
- Full Encryption: The first line of defense to protect data simply and effectively <https://www.watchguard.com/wgrd-resource-center/docs/watchguard-full-encryption>
- Order SKU #s at Distribution:
 - **WGPTCH30001** Patch Management NFR – 1 year
 - **WGENCR30001** Full Encryption NFR – 1 year



Rules

- OPP# required to fulfill NFR. No change from standard NFR process
- Not stackable with any other promotion
- Maximum 50 seats
- Deal registration not available
- Duty and import costs may apply, depending on country



Some promotions may not be available in all countries.
Please check with your local WatchGuard representative for availability.

Not For Resale – Passport Security

NOW with WatchGuard EPDR Endpoint Security

Promo Target: WatchGuardONE Partners

Availability: Worldwide

Product Line: Passport not for resale (NFR)

Timeframe: April 1 – June 30, 2024

Promotion Details

- Complete one-third of your Endpoint Security specialization with the Passport NFR
- Passport one-year NFR is now available at your distributor for just \$.01
- Passport now includes:
 - WatchGuard EPDR
 - AuthPoint Multifactor Authentication
 - DNSWatchGO for DNS level protection
- Order SKU **WGPSP891** at distribution



Rules

- OPP# required to fulfill NFR. No change from standard NFR process
- Not stackable with any other promotion
- Maximum 50 seats
- Deal registration not available
- Duty and import costs may apply, depending on country



Technical Training Program

Promo Target: Partner Technical Engineer

Availability: Worldwide*

Product Line: Firebox Tabletops & Wi-Fi

Timeframe: Ongoing

Promotion Details

- Complete technical training and pass Network Essentials Kryterion exam
 - Purchase **3-year Firebox T25-W** for \$99 USD + Shipping costs, Includes Total Security Suite
 - OR
 - Purchase **3-year Firebox T45-W** for \$199 USD + Shipping costs, Includes Total Security Suite
-
- Complete technical training and pass Secure Wi-Fi Essentials Kryterion exam
 - Purchase **3-year AP130** with USP Wi-Fi Management for \$150 USD + Shipping costs
 - OR
 - Purchase **3-year AP330** with USP Wi-Fi Management for \$216 USD + Shipping costs

Applicable SKUs

- WGT26043, WGT48043-AU, WGT48043-EU, WGT48043-UK, WGT48043-US
- WGA13003503, WGA33003503

Rules

- Sold to individual, not to reseller
- Sold direct through WatchGuard
- May only purchase one product from each category (Firebox or Wi-Fi)
- Contact your local office for shipping cost estimates
- *Not available in Latin America



Some promotions may not be available in all countries.
Please check with your local WatchGuard representative for availability.

SchoolMate Program

Government/Education

Promo Target: Nonprofit, Schools, Government

Availability: Worldwide

Product Line: All Products*

Timeframe: Ongoing

Promotion Details

- Qualifying government, education, and non-profit institutions can earn additional savings when purchasing WatchGuard products to secure their networks
 - Federal, state and local governments (cities/municipalities/counties)
 - Accredited 2- or 4-year colleges and universities
 - Public and private primary and secondary schools (K-12)
 - School districts
 - School boards
 - University hospitals
 - Libraries
 - Public sector organizations
 - Non-profit organizations

Rules

- Not stackable with any other promotion
- High Availability (HA) units and Trade-Up/Trade-In SKUs excluded



Security Pays Spiff Program

Promo Target:	Partner Sales Representatives	Availability:	AMER, EMEA, ANZ
Product Line:	All Products	Timeframe:	Ongoing

Promotion Details

- WatchGuard wants to reward you for your hard work and loyalty. Open to all active WatchGuardONE Partners, Security Pays is one of the most lucrative programs in the industry. You can earn real dollars for participating and selling WatchGuard solutions. Accrued funds are deposited into your Security Pays debit card account, and you can use those funds at most stores and online retailers around the world. Check out this quarter's excellent spiffs.

Eligibility

- Domestic and International Partners
- Platinum, Gold, and Silver partners only in good standing

Rules

- See program details at www.watchguard.com in the Partner Portal
- Claims must be submitted within 30 days of invoice date
- Only individuals may receive payout
- Spiffs payable only on eligible SKUs; SKUs may change without notice, check back frequently
- Participation in Security Pays program required
- Proof of sale required
- Spiff amount may vary based on special bid pricing at WatchGuard's discretion
- Spiff amount may change without notice



Security Pays Spiff Program – Spiff List (Q2 2024)

WatchGuard T25	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox T25 with 5-yr Total Security Suite	WGT25645	\$ 28.00
WatchGuard Firebox T25 with 3-yr Total Security Suite	WGT25643	\$ 20.00
WatchGuard Firebox T25 with 1-yr Total Security Suite	WGT25641	\$ 12.00
WatchGuard Firebox T25 with 5-yr Basic Security Suite	WGT25035	\$ 28.00
WatchGuard Firebox T25 with 3-yr Basic Security Suite	WGT25033	\$ 20.00

WatchGuard T45	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox T45 with 5-yr Total Security Suite	WGT45645	\$ 36.00
WatchGuard Firebox T45 with 3-yr Total Security Suite	WGT45643	\$ 28.00
WatchGuard Firebox T45 with 1-yr Total Security Suite	WGT45641	\$ 20.00
WatchGuard Firebox T45 with 5-yr Basic Security Suite	WGT45035	\$ 36.00
WatchGuard Firebox T45 with 3-yr Basic Security Suite	WGT45033	\$ 28.00
WatchGuard Firebox T45-PoE with 5-yr Total Security Suite	WGT47645-XX	\$ 36.00
WatchGuard Firebox T45-PoE with 3-yr Total Security Suite	WGT47643-XX	\$ 28.00
WatchGuard Firebox T45-PoE with 1-yr Total Security Suite	WGT47641-XX	\$ 20.00
WatchGuard Firebox T45-PoE with 5-yr Basic Security Suite	WGT47035-XX	\$ 36.00
WatchGuard Firebox T45-PoE with 3-yr Basic Security Suite	WGT47033-XX	\$ 28.00
WatchGuard Firebox T45-W-PoE with 5-yr Total Security Suite	WGT48645-XX	\$ 36.00
WatchGuard Firebox T45-W-PoE with 3-yr Total Security Suite	WGT48643-XX	\$ 28.00
WatchGuard Firebox T45-W-PoE with 1-yr Total Security Suite	WGT48641-XX	\$ 20.00
WatchGuard Firebox T45-W-PoE with 5-yr Basic Security Suite	WGT48035-XX	\$ 36.00
WatchGuard Firebox T45-W-PoE with 3-yr Basic Security Suite	WGT48033-XX	\$ 28.00
WatchGuard Firebox T45-CW with 5-yr Total Security Suite	WGT49645-XX	\$ 44.00
WatchGuard Firebox T45-CW with 3-yr Total Security Suite	WGT49643-XX	\$ 27.00
WatchGuard Firebox T45-CW with 1-yr Total Security Suite	WGT49641-XX	\$ 15.00
WatchGuard Firebox T45-CW with 5-yr Basic Security Suite	WGT49035-XX	\$ 25.00
WatchGuard Firebox T45-CW with 3-yr Basic Security Suite	WGT49033-XX	\$ 15.00

WatchGuard T85	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox T85-PoE with 5-yr Total Security Suite	WGT85645-XX	\$ 44.00
WatchGuard Firebox T85-PoE with 3-yr Total Security Suite	WGT85643-XX	\$ 36.00
WatchGuard Firebox T85-PoE with 1-yr Total Security Suite	WGT85641-XX	\$ 28.00
WatchGuard Firebox T85-PoE with 5-yr Basic Security Suite	WGT85035-XX	\$ 44.00
WatchGuard Firebox T85-PoE with 3-yr Basic Security Suite	WGT85033-XX	\$ 36.00

Security Pays Spiff Program – Spiff List

Firebox M290	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox M290 with 3-yr Total Security Suite	WGM29000803	\$ 70.00
WatchGuard Firebox M290 with 3-yr Basic Security Suite	WGM29000703	\$ 45.00
Trade up to WatchGuard Firebox M290 with 3-yr Total Security Suite	WGM29002103	\$ 65.00
Trade up to WatchGuard Firebox M290 with 1-yr Total Security Suite	WGM29002101	\$ 40.00
Trade up to WatchGuard Firebox M290 with 3-yr Basic Security Suite	WGM29002003	\$ 40.00
Firebox M390	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox M390 with 3-yr Total Security Suite	WGM39000803	\$ 120.00
WatchGuard Firebox M390 with 3-yr Basic Security Suite	WGM39000703	\$ 80.00
Trade up to WatchGuard Firebox M390 with 3-yr Total Security Suite	WGM39002103	\$ 120.00
Trade up to WatchGuard Firebox M390 with 1-yr Total Security Suite	WGM39002101	\$ 80.00
Trade up to WatchGuard Firebox M390 with 3-yr Basic Security Suite	WGM39002003	\$ 68.00
Firebox M590	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox M590 with 3-yr Total Security Suite	WGM59000803	\$ 240.00
WatchGuard Firebox M590 with 3-yr Basic Security Suite	WGM59000703	\$ 200.00
Trade up to WatchGuard Firebox M590 with 3-yr Total Security Suite	WGM59002103	\$ 240.00
Trade up to WatchGuard Firebox M590 with 3-yr Basic Security Suite	WGM59002003	\$ 200.00
Firebox M690	Eligible SKU	Spiff Payout (USD)
WatchGuard Firebox M690 with 3-yr Total Security Suite	WGM69000803	\$ 265.00

Security Pays Spiff Program – Spiff List

WatchGuard Firebox M690 with 3-yr Basic Security Suite	WGM69000703	\$ 220.00
Trade up to WatchGuard Firebox M690 with 3-yr Total Security Suite	WGM69002103	\$ 245.00
Trade up to WatchGuard Firebox M690 with 3-yr Basic Security Suite	WGM69002003	\$ 210.00

Firebox M4800

Eligible SKU

Spiff Payout (USD)

WatchGuard Firebox M4800 with 3-yr Total Security Suite	WGM48643	\$ 400.00
WatchGuard Firebox M4800 with 3-yr Basic Security Suite	WGM48033	\$ 320.00
Trade up to WatchGuard Firebox M4800 with 3-yr Total Security Suite	WGM48673	\$ 360.00
Trade up to WatchGuard Firebox M4800 with 3-yr Basic Security Suite	WGM48413	\$ 280.00

Firebox M5800

Eligible SKU

Spiff Payout (USD)

WatchGuard Firebox M5800 with 3-yr Total Security Suite	WGM58643	\$ 600.00
WatchGuard Firebox M5800 with 3-yr Basic Security Suite	WGM58033	\$ 520.00
Trade up to WatchGuard Firebox M5800 with 3-yr Total Security Suite	WGM58673	\$ 560.00
Trade up to WatchGuard Firebox M5800 with 3-yr Basic Security Suite	WGM58413	\$ 480.00

FireboxV

WatchGuard FireboxV XLarge with 3-yr Total Security Suite	WGVXL643	\$ 422.00
WatchGuard FireboxV Large with 3-yr Total Security Suite	WGVLG643	\$ 212.00
WatchGuard FireboxV Medium with 3-yr Total Security Suite	WGVME643	\$ 100.00
WatchGuard FireboxV Small with 3-yr Total Security Suite	WGVSM643	\$ 42.00
WatchGuard FireboxV Micro with 3-yr Total Security Suite	WGVMO643	\$ 21.00
WatchGuard FireboxV XLarge with 3-yr Basic Security Suite	WGVXL033	\$ 240.00
WatchGuard FireboxV Large with 3-yr Basic Security Suite	WGVLG033	\$ 120.00
WatchGuard FireboxV Medium with 3-yr Basic Security Suite	WGVME033	\$ 55.00
WatchGuard FireboxV Small with 3-yr Basic Security Suite	WGVSM033	\$ 24.00
WatchGuard FireboxV Micro with 3-yr Basic Security Suite	WGVMO033	\$ 11.00
Trade up to WatchGuard FireboxV XLarge with 3-yr Total Security Suite	WGVXL673	\$ 386.00
Trade up to WatchGuard FireboxV Large with 3-yr Total Security Suite	WGVLG673	\$ 190.00
Trade up to WatchGuard FireboxV Medium with 3-yr Total Security Suite	WGVME673	\$ 90.00
Trade up to WatchGuard FireboxV Small with 3-yr Total Security Suite	WGVSM673	\$ 35.00
Trade up to WatchGuard FireboxV XLarge with 3-yr Basic Security Suite	WGVXL063	\$ 206.00
Trade up to WatchGuard FireboxV Large with 3-yr Basic Security Suite	WGVLG063	\$ 100.00
Trade up to WatchGuard FireboxV Medium with 3-yr Basic Security Suite	WGVME063	\$ 45.00
Trade up to WatchGuard FireboxV Small with 3-yr Basic Security Suite	WGVSM063	\$ 20.00

Security Pays Spiff Program – Spiff List

WatchGuard Access Points	Eligible SKU	Spiff Payout (USD)
WatchGuard AP432	WGA43200000	\$ 15.00
WatchGuard AP430CR	WGA43000000	\$ 28.00
WatchGuard AP332CR	WGA332000000	\$ 14.00
WatchGuard AP330	WGA330000000	\$ 14.00
WatchGuard AP130	WGA130000000	\$ 8.00
WatchGuard AuthPoint	Eligible SKU	Spiff Payout (USD)
WatchGuard AuthPoint - 3 Year - 1 to 50 Users	WGATH30103	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 51 to 100 Users	WGATH30203	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 101 to 250 Users	WGATH30303	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 251 to 500 Users	WGATH30403	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 501 to 1000 Users	WGATH30503	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 1001 to 5000 Users	WGATH30603	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 Year - 5001+ Users	WGATH30703	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 1 to 50 Users	WGATH30101	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 51 to 100 Users	WGATH30201	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 101 to 250 Users	WGATH30301	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 251 to 500 Users	WGATH30401	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 501 to 1000 Users	WGATH30501	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 1001 to 5000 Users	WGATH30601	\$.50/user, paid end of quarter
WatchGuard AuthPoint - 1 Year - 5001+ Users	WGATH30701	\$.50/user, paid end of quarter
Panda AD360	Eligible SKU	Spiff Payout (USD)
Panda Adaptive Defense 360 - 1 Year - 1 to 50 licenses	WGAD3011	\$ 0.30/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 51 to 100 licenses	WGAD3021	\$ 0.30/user, paid end of quarter

Security Pays Spiff Program – Spiff List

Panda Adaptive Defense 360 - 1 Year - 101 to 500 licenses	WGAD3031	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 501 to 1000 licenses	WGAD3041	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 1001 to 3000 licenses	WGAD3051	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 3001 to 5000 licenses	WGAD3061	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 5001 to 10000 licenses	WGAD3071	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 1 Year - 10001 to 100000 licenses	WGAD3081	\$ 0.75/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 1 to 50 licenses	WGAD3013	\$ 0.50/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 51 to 100 licenses	WGAD3023	\$ 0.50/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 101 to 500 licenses	WGAD3033	\$ 1.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 501 to 1000 licenses	WGAD3043	\$ 1.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 1001 to 3000 licenses	WGAD3053	\$ 1.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 3001 to 5000 licenses	WGAD3063	\$ 1.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 5001 to 10000 licenses	WGAD3073	\$ 1.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 10001 to 100000 licenses	WGAD3083	\$ 1.00/user, paid end of quarter

WatchGuard Endpoint Security

Eligible SKU

Spiff Payout (USD)

WatchGuard Advanced EPDR - Cost per License - 3 year agreement

WatchGuard Advanced EPDR - 3 Year - 1 to 50 licenses	WGAEPDR30103	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 51 to 100 licenses	WGAEPDR30203	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 101 to 250 licenses	WGAEPDR30303	\$ 3.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 251 to 500 licenses	WGAEPDR30403	\$ 3.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 501 to 1000 licenses	WGAEPDR30503	\$ 3.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 1001 to 5000 licenses	WGAEPDR30603	\$ 3.00/user, paid end of quarter
WatchGuard Advanced EPDR - 3 Year - 5001+ licenses	WGAEPDR30703	\$ 3.00/user, paid end of quarter

WatchGuard Advanced EPDR - Cost per License - 1 year agreement

WatchGuard Advanced EPDR - 1 Year - 1 to 50 licenses	WGAEPDR30101	\$ 1.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 51 to 100 licenses	WGAEPDR30201	\$ 1.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 101 to 250 licenses	WGAEPDR30301	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 251 to 500 licenses	WGAEPDR30401	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 501 to 1000 licenses	WGAEPDR30501	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 1001 to 5000 licenses	WGAEPDR30601	\$ 2.00/user, paid end of quarter
WatchGuard Advanced EPDR - 1 Year - 5001+ licenses	WGAEPDR30701	\$ 2.00/user, paid end of quarter

WatchGuard EPDR - Cost per License - 3 year agreement

WatchGuard EPDR - 3 Year - 1 to 50 licenses	WGEPR30103	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 51 to 100 licenses	WGEPR30203	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 101 to 250 licenses	WGEPR30303	\$ 3.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 251 to 500 licenses	WGEPR30403	\$ 3.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 501 to 1000 licenses	WGEPR30503	\$ 3.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 1001 to 5000 licenses	WGEPR30603	\$ 3.00/user, paid end of quarter
WatchGuard EPDR - 3 Year - 5001+ licenses	WGEPR30703	\$ 3.00/user, paid end of quarter

WatchGuard EPDR - Cost per License - 1 year agreement

WatchGuard EPDR - 1 Year - 1 to 50 licenses	WGEPR30101	\$ 1.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 51 to 100 licenses	WGEPR30201	\$ 1.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 101 to 250 licenses	WGEPR30301	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 251 to 500 licenses	WGEPR30401	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 501 to 1000 licenses	WGEPR30501	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 1001 to 5000 licenses	WGEPR30601	\$ 2.00/user, paid end of quarter
WatchGuard EPDR - 1 Year - 5001+ licenses	WGEPR30701	\$ 2.00/user, paid end of quarter

WatchGuard EDR - Cost per License - 3 year agreement

WatchGuard EDR - 3 Year - 1 to 50 licenses	WGEDR30103	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 51 to 100 licenses	WGEDR30203	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 101 to 250 licenses	WGEDR30303	\$ 2.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 251 to 500 licenses	WGEDR30403	\$ 2.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 501 to 1000 licenses	WGEDR30503	\$ 2.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 1001 to 5000 licenses	WGEDR30603	\$ 2.00/user, paid end of quarter
WatchGuard EDR - 3 Year - 5001+ licenses	WGEDR30703	\$ 2.00/user, paid end of quarter

WatchGuard EDR - Cost per License - 1 year agreement

WatchGuard EDR - 1 Year - 1 to 50 licenses	WGEDR30101	\$ 0.50/user, paid end of quarter
WatchGuard EDR - 1 Year - 51 to 100 licenses	WGEDR30201	\$ 0.50/user, paid end of quarter
WatchGuard EDR - 1 Year - 101 to 250 licenses	WGEDR30301	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 1 Year - 251 to 500 licenses	WGEDR30401	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 1 Year - 501 to 1000 licenses	WGEDR30501	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 1 Year - 1001 to 5000 licenses	WGEDR30601	\$ 1.00/user, paid end of quarter
WatchGuard EDR - 1 Year - 5001+ licenses	WGEDR30701	\$ 1.00/user, paid end of quarter

Company Confidential - Not For Distribution G2 (APR 2024 v1)