

Exciting Updates Coming to WatchGuardONE in 2026

We're making enhancements to the WatchGuardONE program to deliver greater flexibility and transparency for our partners.

What's New?

Rewards Based on Points Consumption

We're excited to announce enhancements to the WatchGuardONE partner program starting January 1, 2026. FlexPay is a flexible payment offering that WatchGuard partners can use to structure customer-facing packages with ease. It provides three options — term contracts, subscriptions, and points — giving you the freedom to choose what works best for your business.

What's New?

Beginning in 2026, WatchGuardONE will reward partners based on points consumed in WatchGuard Cloud, rather than points purchased. This means you'll continue to earn the same great rebates every time you consume points. This update applies to all rebate goals, including Volume, Growth, and Engagement goals. Rebates apply only to transactions that have not previously received payment, and points purchased will not count toward your rebate attainment—only points consumed will.

There are no changes to term or subscription offerings — just a simpler way to align rewards with actual usage.

This change helps partners deliver profitable, customer-focused security packages without worrying about upfront costs, making it easier to do business with WatchGuard.

Currency Changes for Rebates

We're excited to announce that, beginning January 1, 2026, transactions in EUR and GBP will be available in select EMEA countries*.

Volume Goal: Minimum and currency vary by country

Country	Volume Minimum
United States	\$100,000 USD
England	£87,000
Faroe Islands	
Gibraltar	
Isle Of Man	
Jersey, C.I.	
Northern Ireland	
Scotland	
United Kingdom	
Wales	
Germany & Ireland	76,000 €
Other countries transacting in USD with WatchGuard	\$50,000
Other countries transacting in EUR with WatchGuard	38,000 €

Growth Goal Minimum: \$30,000 minimum USD

Minimum varies by country: £26,000 (UK) and 23,000€ (select EMEA countries*)

WatchGuardONE rebate goals and thresholds will also be based on these currencies, and you can track your progress using the WatchGuardONE Business Tracker on the Partner Portal. There is no change to the rebate payment process. As a reminder, please ensure you have submitted your banking information to be eligible for rebate payments.

These updates are designed to simplify transactions and help partners deliver profitable, customer-focused security solutions.

Please reach out to your WatchGuard sales representative if you have questions.

* Albania, Andorra, Austria, Belgium, Bosnia & Herzegovina, Bulgaria, Croatia, Cyprus, Denmark, Faroe Islands, Finland, France, Germany, Gibraltar, Greece, Greenland, Iceland, Ireland, Italy, Jersey, Liechtenstein, Luxembourg, Macedonia, Malta, Moldova, Monaco, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, UK
Not all countries listed