



WatchGuardONE Channel Partner Program

Acceso al Partner Program

Solicita ser partner de WatchGuard:

<https://secure.watchguard.com/BecomeAPartner>

Acceso al Portal

<https://www.watchguard.com/es>



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Recursos de WatchGuard que ayudan con la seguridad de los trabajadores remotos

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Especializaciones WatchGuardONE

WatchGuardONE Status

Realizar al menos una de estas especializaciones

Especialización Network Security

Sales Cert

Technical Cert

NFR

Especialización Secure Wi-Fi

Sales Cert

Technical Cert

NFR

Especialización MFA

Sales Cert

Technical Cert

NFR

Especialización Endpoint Security

Sales Cert

Technical Cert

NFR

Requisitos de nivel

SILVER

1 persona mínimo

- 1 certificación comercial
- 1 WatchGuardONE onboarding
- 1 certificación técnica
- 1 NFR

GOLD

2 personas mínimo

- 2 certificaciones comerciales
- 1 WatchGuardONE onboarding
- 2 certificaciones técnicas
- 2 NFR

Requisitos Específicos de Nivel

REQUIREMENTS	PLATINUM	GOLD	SILVER
Sales, Marketing, and Operations			
WatchGuardONE Partner Agreements	•	•	•
Completed Partner Finder Profile	•	•	•
Submit Annual Business Plan	•	•	
WatchGuard Invitation	•		
Certifications and Accomplishments			
WatchGuardONE Onboarding Webinar	•	•	•
Purchase NFR Product	•	•	•
Sales Certified Individuals	3	2	1
Technically Certified Individuals	3	2	1
Accomplished Specializations	3	2	1

Beneficios Específicos de Nivel

MARKETING SUPPORT				PLATINUM	GOLD	SILVER
WatchGuard Logos Usage	✓	✓	✓			
Partner Locator Listing with Customized Profiles	✓	✓	✓			

SALES SUPPORT				PLATINUM	GOLD	SILVER
Assigned Account Management Team	✓	✓	✓			
On-Demand and Live Sales Trainings	✓	✓	✓			
Sales Certifications for Individuals	✓	✓	✓			

Sales Incentives				PLATINUM	GOLD	SILVER
Discount				10%	10%	5%
Rebate				7%	5%*	0%
Co-Op				4%	2%	0%

BUSINESS SUPPORT				PLATINUM	GOLD	SILVER
Deal Registration				5-15%	5-15%	5-15%

MARKETING SUPPORT				PLATINUM	GOLD	SILVER
WatchGuardONE Readiness Onboarding Program	✓	✓	✓			
Quarterly Business Reviews	✓	✓	✓			
Priority Account Management Support	✓	✓	✓			
Assigned Executive Sponsor	✓	✓	✓			
Annual WatchGuard Executive Review	✓	✓	✓			

SALES SUPPORT				PLATINUM	GOLD	SILVER
Priority Partner Support with Targeted Response Times	✓	✓	✓			
Online Technical Support Resources	✓	✓	✓			
Technical Training (online and in person free of charge)	✓	✓	✓			
Dedicated Platinum Technical Support Line	✓	✓	✓			

* Gold Partners earn 7% rebate with all three specializations

Requisitos NFR

Especialización en Network Security:

- Todos los dispositivos Rackmount con suscripción de tres años
- Firebox T70 o T80 con suscripción de tres años
- FireboxV / Firebox Cloud – Small, Medium, Large o XLarge con suscripción de tres años

Especialización Secure Wi-Fi:

- Cualquier punto de acceso con suscripción de tres años

Especialización Multi-Factor Authentication:

- Authpoint con suscripción de un año (cinco usuarios) proporcionada por un Passport NFR o una licencia Autpoint NFR independiente

Especialización Endpoint Security:

- Panda Adaptive Defense 360 con suscripción de un año proporcionada por Passport NFR, AD360 NFR o EAP AD360 con ART NFR



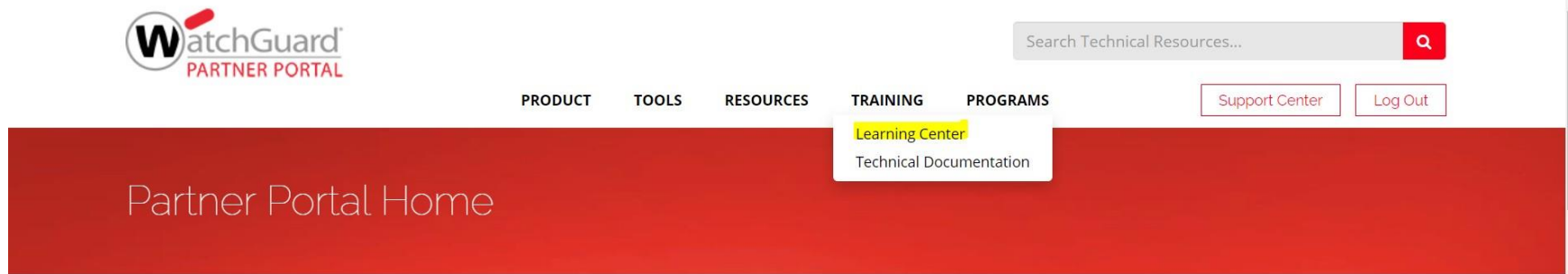
Proceso de Solicitud de NFR

- ✓ Inicia sesión en el partner Portal
- ✓ Rellena la solicitud que encontrarás en el apartado Product- Not for Resale Product
- ✓ Una vez aprobada WatchGuard te enviará un email de aprobación con copia al mayorista para tramitar la compra

The screenshot displays the WatchGuard Partner Portal interface. At the top left is the WatchGuard logo with 'PARTNER PORTAL' underneath. To the right is a search bar labeled 'Search Technical Resources...' and a search icon. Below the search bar are navigation tabs for 'PRODUCT', 'TOOLS', 'RESOURCES', 'TRAINING', and 'PROGRAMS'. A 'Support Center' and 'Log Out' button are also visible. The main content area features a large red banner with the text 'Not for Resale Product'. Below this banner is a breadcrumb trail: 'HOME > NOT FOR RESALE PRODUCTS'. A central image shows hands holding a glowing blue cube with a gear icon. To the right of the image is a dropdown menu with the following items: 'End-Of-Life Info', 'Compare Appliances', 'Not for Resale Product' (highlighted in yellow), 'Product Certifications', 'Selling Endpoint Security', 'Selling AuthPoint MFA', 'Selling Secure Wi-Fi', 'Selling Total Security Suite', and 'Virtual Appliance Evaluations'. Below the menu, there is a text block starting with 'Not Wat' and 'an excellent way to gain first-hand experience with'.

Learning Center: Certificaciones comerciales y técnicas

Las certificaciones se realizan a través del Learning Center dentro del Partner Portal.



The screenshot shows the top navigation bar of the WatchGuard Partner Portal. On the left is the WatchGuard Partner Portal logo. To its right is a search bar labeled "Search Technical Resources...". Further right are navigation links for "PRODUCT", "TOOLS", "RESOURCES", "TRAINING", and "PROGRAMS". The "TRAINING" link is highlighted in yellow, and a dropdown menu is open below it, showing "Learning Center" (also highlighted in yellow) and "Technical Documentation". On the far right of the navigation bar are "Support Center" and "Log Out" buttons. Below the navigation bar is a large red banner with the text "Partner Portal Home" in white.



The screenshot shows the WatchGuard Learning Center landing page. At the top left is the WatchGuard Learning Center logo. Below it is a navigation bar with links for "TECHNICAL TRAINING", "SALES TRAINING", "PRODUCT UPDATES", "GET STARTED", and "EMPLOYEES". On the right side of the navigation bar are "My Learning" and "Log Out" buttons. The main content area features a dark blue background with a digital data visualization. The text "The WatchGuard Learning Center" is prominently displayed in white, with the tagline "Making sense of cyber security for technical and business professionals" underneath. A white "Explore" button is centered at the bottom of the main content area.

Certificaciones comerciales y técnicas

Sales Training

Obligatorio:

- ✓ WatchGuardONE onboarding

Según especialización:

- ✓ Network Security
- ✓ Secure Wi-Fi
- ✓ Multi-Factor Authentication
- ✓ End Point Security

Nota: Certificación válida 1 año

Technical Training

Según especialización:

- ✓ Network Security
- ✓ Secure Wi-Fi
- ✓ Multi- Factor Authentication
- ✓ Endpoint Security

Nota: Certificación válida 2 años

Technical Training: Exámenes de Certificación

Certification Exams

WatchGuard now enables you to get certified in any of our product families as part of the WatchGuardONE Program, including Network Security Essentials, Secure Wi-Fi Essentials, and Multi-Factor Authentication Essentials. By passing an Essentials exam, you will earn a WatchGuardONE Technical Certification in the related product family. These Technical Certifications count towards your WatchGuardONE status and Specializations. You can earn all three Technical Certifications by passing all three exams.

We offer our exams at [Kryterion testing centers](#) worldwide, or through their online proctoring service.

For quick reference, here are useful links to help you get started:

- **Register for an Exam**

Create an exam account to schedule an exam directly with Kryterion at a time, location, and delivery method that is convenient for you.

- **Certification FAQs**

We recommend that you review the Certification FAQs on the WatchGuard public website for complete details.

- **Study Guides**

These guides include a description of the exam, information on what material to study to prepare for the exam, and several sample exam questions.



Registrarse para un examen

Los exámenes técnicos se realizan a través de la plataforma Kryterion.

Es necesario crear un usuario y contraseña para esta plataforma

En la pestaña *Schedule for an Exam* aparecen las fechas disponibles



[home](#) | [login](#) | [forgot password](#) | [help](#) | [create new account](#)

WELCOME TO THE WATCHGUARD TECHNOLOGIES, INC. EXAM REGISTRATION SITE

IMPORTANT NOTE FOR ONSITE EXAMS: Due to the COVID-19 outbreak, many testing centers are temporarily closing. Kryterion is working to reschedule all scheduled onsite exams to a later date. If your exam is rescheduled, you will receive an email with the new date and time and a second email explaining the reason for this change. If the time or location does not work for you, you can log in to your Webassessor account and reschedule it. To use online proctoring instead, cancel this exam and register for an online-proctored exam. If you have any questions or need help, email exams@watchguard.com.

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Welcome to the WatchGuard Technologies, Inc. Exam Registration Site

LOG IN

WatchGuard offers exam testing at local Kryterion proctored test centers around the world or with an approved webcam, through Kryterion's online proctored services (OLP). Once you have created your account, you can schedule or re-schedule your exam directly with Kryterion for a time, location, and delivery method that is convenient for you.

Follow these steps to get started:

1. Create a Kryterion account using the link in the upper right corner.
2. Log in to your account.
3. Click **Schedule an Exam**.

If you have questions about creating an account or scheduling an exam, click **Help** in the upper right corner. For general questions, email us at exams@watchguard.com.

