

WatchGuard T20	Eligible SKU	Spiff F	ayout (USD)
WatchGuard Firebox T20 with 3-yr Total Security Suite (WW)	WGT20643-WW	\$	25.00
WatchGuard Firebox T20 w ith 1-yr Total Security Suite (WW)	WGT20641-WW	\$	15.00
WatchGuard Firebox T20 with 3-yr Basic Security Suite (WW)	WGT20033-WW	\$	15.00
WatchGuard Firebox T20 with 1-yr Basic Security Suite (WW)	WGT20031-WW	\$	7.50
Trade Up to WatchGuard Firebox T20 with 3-yr Total Security Suite (WW)	WGT20673-WW	\$	15.00
Trade Up to WatchGuard Firebox T20 with 1-yr Total Security Suite (WW)	WGT20671-WW	\$	7.50
Trade up to WatchGuard Firebox T20 with 3-yr Basic Security Suite (WW)	WGT20413-WW	\$	10.00
Trade up to WatchGuard Firebox T20 with -yr Basic Security Suite (WW)	WGT20411-WW	\$	7.50
WatchGuard Firebox T20-W with 3-yr Total Security Suite (WW)	WGT21643-WW	\$	25.00
WatchGuard Firebox T20-W with 1-yr Total Security Suite (WW)	WGT21641-WW	\$	15.00
WatchGuard Firebox T20-W with 3-yr Basic Security Suite (WW)	WGT21033-WW	\$	25.00
WatchGuard Firebox T20-W with 1-yr Basic Security Suite (WW)	WGT21031-WW	\$	15.00
Trade Up to WatchGuard Firebox T20-W with 3-yr Total Security Suite (WW)	WGT21673-WW	\$	15.00
Trade Up to WatchGuard Firebox T2-W with 1-yr Total Security Suite (WW)	WGT21671-WW	\$	7.50
Trade up to WatchGuard Firebox T20-W with 3-yr Basic Security Suite (WW)	WGT21413-WW	\$	15.00
Trade up to WatchGuard Firebox T20-W w ith -yr Basic Security Suite (WW)	WGT21411-WW	\$	7.50

WatchGuard T35	Eligible SKU	Spiff P	ayout (USD)
WatchGuard Firebox T35 w ith 3-yr Total Security Suite (WW)	WGT35643-WW	\$	25.00
WatchGuard Firebox T35 with 1-yr Total Security Suite (WW)	WGT35641-WW	\$	15.00
WatchGuard Firebox T35 with 3-yr Total Security Suite (US)	WGT35643-US	\$	25.00
WatchGuard Firebox T35 with 1-yr Total Security Suite (US)	WGT35641-US	\$	15.00
WatchGuard Firebox T35 with 3-yr Basic Security Suite (WW)	WGT35033-WW	\$	15.00
WatchGuard Firebox T35 with 1-yr Basic Security Suite (WW)	WGT35031-WW	\$	7.50
WatchGuard Firebox T35 with 3-yr Basic Security Suite (US)	WGT35033-US	\$	15.00
WatchGuard Firebox T35 with 1-yr Basic Security Suite (US)	WGT35031-US	\$	7.50
Competitive Trade In to WatchGuard Firebox T35 with 3-yr Total Security Suite (WW)	WGT35693-WW	\$	15.00
Competitive Trade In to WatchGuard Firebox T35 with 3-yr Total Security Suite (US)	WGT35693-US	\$	15.00
Competitive Trade In to WatchGuard Firebox T35 with 3-yr Basic Security Suite (WW)	WGT35083-WW	\$	7.50
Competitive Trade In to WatchGuard Firebox T35 with 3-yr Basic Security Suite (US)	WGT35083-US	\$	7.50
Trade up to WatchGuard Firebox T35 with 3-yr Total Security Suite (WW)	WGT35673-WW	\$	10.00
Trade up to WatchGuard Firebox T35 with 3-yr Basic Security Suite (US)	WGT35063-US	\$	7.50
WatchGuard Firebox T35-W with 3-yr Total Security Suite (WW)	WGT36643-WW	\$	25.00
WatchGuard Firebox T35-W with 1-yr Total Security Suite (WW)	WGT36641-WW	\$	15.00
WatchGuard Firebox T35-W with 3-yr Total Security Suite (US)	WGT36643-US	\$	25.00
WatchGuard Firebox T35-W with 1-yr Total Security Suite (US)	WGT36641-US	\$	15.00
WatchGuard Firebox T35-W with 3-yr Basic Security Suite (WW)	WGT36033-WW	\$	15.00
WatchGuard Firebox T35-W with 1-yr Basic Security Suite (WW)	WGT36031-WW	\$	7.50
WatchGuard Firebox T35-W with 3-yr Basic Security Suite (US)	WGT36033-US	\$	15.00
WatchGuard Firebox T35-W with 1-yr Basic Security Suite (US)	WGT36031-US	\$	7.50
Competitive Trade In to WatchGuard Firebox T35-W with 3-yr Total Security Suite (US)	WGT36693-US	\$	15.00
Competitive Trade In to WatchGuard Firebox T35-W with 3-yr Total Security Suite (WW)	WGT36693-WW	\$	15.00
Competitive Trade In to WatchGuard Firebox T35-W with 3-yr Basic Security Suite (US)	WGT36083-US	\$	7.50
Competitive Trade In to WatchGuard Firebox T35-W with 3-yr Basic Security Suite (WW)	WGT36083-WW	\$	7.50
Trade up to WatchGuard Firebox T35-W with 3-yr Total Security Suite (WW)	WGT36673-WW	\$	10.00
Trade up to WatchGuard Firebox T35-W with 3-yr Basic Security Suite (WW)	WGT36063-WW	\$	7.50

WatchGuard T35-Rugged	Eligible SKU	Spiff P	ayout (USD)
WatchGuard Firebox T35-Rugged with 3-yr Total Security Suite	WG35R643	\$	75.00
WatchGuard Firebox T35-Rugged with 1-yr Total Security Suite	WG35R641	\$	45.00
WatchGuard Firebox T35-Rugged with 3-yr Basic Security Suite	WG35R033	\$	75.00
WatchGuard Firebox T35-Rugged with 1-yr Basic Security Suite	WG35R031	\$	45.00
Trade up to WatchGuard Firebox T35-Rugged with 3-yr Basic Security Suite	WG35R063	\$	45.00
Trade up to WatchGuard Firebox T35-Rugged with 1-yr Basic Security Suite	WG35R061	\$	35.00
WatchGuard T40	Eligible SKU	Spiff P	ayout (USD)
WatchGuard Firebox T40 with 3-yr Total Security Suite	WGT40643-xx	\$	45.00
WatchGuard Firebox T40 with 1-yr Total Security Suite	WGT40641-xx	\$	15.00
WatchGuard Firebox T40 with 3-yr Basic Security Suite	WGT40033-xx	\$	35.00
WatchGuard Firebox T40 with 1-yr Basic Security Suite	WGT40031-xx	\$	15.00
Trade up to WatchGuard Firebox T40 with 3-yr Total Security Suite	WGT40673-xx	\$	35.00
Trade up to WatchGuard Firebox T40 with 3-yr Basic Security Suite	WGT40671-xx	\$	25.00
WatchGuard Firebox T40-W with 3-yr Total Security Suite	WGT41643-xx	\$	45.00
WatchGuard Firebox T40-W with 1-yr Total Security Suite	WGT41641-xx	\$	25.00
WatchGuard Firebox T40-W with 3-yr Basic Security Suite	WGT41033-xx	\$	35.00
WatchGuard Firebox T40-W with 1-yr Basic Security Suite	WGT41031-xx	\$	15.00
Trade up to WatchGuard Firebox T40-W with 3-yr Total Security Suite (WW)	WGT41673-xx	\$	35.00
Trade up to WatchGuard Firebox T40-W with 1-yr Total Security Suite (WW)	WGT41671-xx	\$	20.00
Trade up to WatchGuard Firebox T40-W with 3-yr Basic Security Suite (US)	WGT41413-xx	\$	25.00
Trade up to WatchGuard Firebox T40-W with 1-yr Basic Security Suite (US)	WGT41411-xx	\$	15.00

WatchGuard T80	Eligible SKU	Spiff F	ayout (USD)
WatchGuard Firebox T80 with 3-yr Total Security Suite	WGT80643-xx	\$	55.00
WatchGuard Firebox T80 with 1-yr Total Security Suite	WGT80641-xx	\$	35.00
WatchGuard Firebox T80 with 3-yr Basic Security Suite	WGT80033-xx	\$	45.00
WatchGuard Firebox T80 with 1-yr Basic Security Suite	WGT80031-xx	\$	25.00
Trade up to WatchGuard Firebox T80 w ith 3-yr Total Security Suite	WGT80033-xx	\$	45.00
Trade up to WatchGuard Firebox T80 w ith 1-yr Total Security Suite	WGT80031-xx	\$	30.00
Trade up to WatchGuard Firebox T80 w ith 3-yr Basic Security Suite	WGT80413-xx	\$	40.00
Trade up to WatchGuard Firebox T80 with 1-yr Basic Security Suite	WGT80411-xx	\$	20.00
Firebox M270	Eligible SKU	Spiff F	ayout (USD)
WatchGuard Firebox M270 w ith 3-yr Total Security Suite	WGM27643	\$	65.00
WatchGuard Firebox M270 with 3-yr Basic Security Suite	WGM27033	\$	50.00
Competitive Trade In to WatchGuard Firebox M270 with 3-yr Total Security Suite	WGM27693	\$	65.00
Trade Up to WatchGuard Firebox M270 with 3-yr Total Security Suite	WGM27673	\$	40.00
Trade Up to WatchGuard Firebox M270 with 3-yr Basic Security Suite	WGM27063	\$	30.00
Firebox M370	Eligible SKU	Spiff F	ayout (USD)
WatchGuard Firebox M370 with 3-yr Total Security Suite	WGM37643	\$	100.00
WatchGuard Firebox M370 with 3-yr Basic Security Suite	WGM37033	\$	45.00
Competitive Trade In to WatchGuard Firebox M370 with 3-yr Total Security Suite	WGM37693	\$	85.00
Competitive Trade In to WatchGuard Firebox M370 with 3-yr Basic Security Suite	WGM37083	\$	65.00
Trade up to WatchGuard Firebox M370 w ith 3-yr Total Security Suite	WGM37673	\$	65.00
Trade up to WatchGuard Firebox M370 w ith 3-yr Basic Security Suite	WGM37063	\$	45.00

Firebox M470	Eligible SKU	Spiff Payout (USD)		
WatchGuard Firebox M470 w ith 3-yr Total Security Suite	WGM47643	\$	150.00	
WatchGuard Firebox M470 with 3-yr Basic Security Suite	WGM47033	\$	100.00	
Competitive Trade In to WatchGuard Firebox M470 with 3-yr Total Security Suite	WGM47693	\$	150.00	
Competitive Trade In to WatchGuard Firebox M470 with 3-yr Basic Security Suite	WGM47083	\$	100.00	
Trade up to WatchGuard Firebox M470 w ith 3-yr Total Security Suite	WGM47673	\$	100.00	
Trade up to WatchGuard Firebox M470 w ith 3-yr Basic Security Suite	WGM47063	\$	75.00	
Firebox M570	Eligible SKU	Spiff P	Spiff Payout (USD)	
WatchGuard Firebox M570 with 3-yr Total Security Suite	WGM57643	\$	200.00	
WatchGuard Firebox M570 with 3-yr Basic Security Suite	WGM57033	\$	150.00	
Competitive Trade In to WatchGuard Firebox M570 with 3-yr Total Security Suite	WGM57693	\$	200.00	
Competitive Trade In to WatchGuard Firebox M570 with 3-yr Basic Security Suite	WGM57083	\$	150.00	
Trade up to WatchGuard Firebox M570 w ith 3-yr Total Security Suite	WGM57673	\$	150.00	
Trade up to WatchGuard Firebox M570 w ith 3-yr Basic Security Suite	WGM57063	\$	100.00	
Firebox M440	Eligible SKU	Spiff P	ayout (USD)	
WatchGuard Firebox M440 with 3-yr Total Security Suite	WGM44643	\$	250.00	
WatchGuard Firebox M440 with 3-yr Basic Security Suite	WGM44033	\$	200.00	
Competitive Trade In to WatchGuard Firebox M440 with 3-yr Total Security Suite	WGM44693	\$	250.00	
Competitive Trade In to WatchGuard Firebox M440 with 3-yr Basic Security Suite	WGM44083	\$	200.00	
Trade Up to WatchGuard Firebox M440 w ith 3-yr Total Security Suite	WGM44673	\$	200.00	
Trade Up to WatchGuard Firebox M440 with 3-yr Basic Security Suite	WGM44063	\$	150.00	
Firebox M670	Eligible SKU	Spiff P	ayout (USD)	
WatchGuard Firebox M670 w ith 3-yr Total Security Suite	WGM67643	\$	300.00	
WatchGuard Firebox M670 with 3-yr Basic Security Suite	WGM67033	\$	250.00	
Competitive Trade In to WatchGuard Firebox M670 with 3-yr Total Security Suite	WGM67693	\$	300.00	
Competitive Trade In to WatchGuard Firebox M670 with 3-yr Basic Security Suite	WGM67083	\$	250.00	
Trade up to WatchGuard Firebox M670 w ith 3-yr Total Security Suite	WGM67673	\$	250.00	
Trade up to WatchGuard Firebox M670 w ith 3-yr Basic Security Suite	WGM67063	\$	200.00	

Firebox M4600	Eligible SKU	Spiff I	Payout (USD)
WatchGuard Firebox M4600 w ith 3-yr Total Security Suite	WG460643	\$	500.00
WatchGuard Firebox M4600 w ith 3-yr Basic Security Suite	WG460033	\$	400.00
Competitive Trade In to WatchGuard Firebox M4600 with 3-yr Total Security Suite	WG460693	\$	500.00
Competitive Trade In to WatchGuard Firebox M4600 with 3-yr Basic Security Suite	WG460083	\$	400.00
Trade up to WatchGuard Firebox M4600 with 3-yr Total Security Suite	WG460673	\$	450.00
Trade up to WatchGuard Firebox M4600 with 3-yr Basic Security Suite	WG460063	\$	350.00
Firebox M5600	Eligible SKU	Spiff I	Payout (USD)
WatchGuard Firebox M5600 w ith 3-yr Total Security Suite	WG561643	\$	750.00
WatchGuard Firebox M5600 with 3-yr Basic Security Suite	WG561033	\$	650.00
Competitive Trade In to WatchGuard Firebox M5600 with 3-yr Total Security Suite	WG561693	\$	750.00
Competitive Trade In to WatchGuard Firebox M5600 with 3-yr Basic Security Suite	WG561083	\$	650.00
Trade up to WatchGuard Firebox M5600 with 3-yr Total Security Suite	WG561673	\$	700.00
Trade up to WatchGuard Firebox M5600 with 3-yr Basic Security Suite	WG561063	\$	600.00

WatchGuard Access Points	Eligible SKU	Spiff P	ayout (USD)
WatchGuard AP420 and 3-yr Total Wi-Fi	WGA42723	\$	45.00
WatchGuard AP420 and 1-yr Total Wi-Fi	WGA42721	\$	25.00
WatchGuard AP420 and 3-yr Secure Wi-Fi	WGA42733	\$	35.00
WatchGuard AP420 and 1-yr Secure Wi-Fi	WGA42731	\$	20.00
WatchGuard AP420 and 3-yr Basic Wi-Fi	WGA42703	\$	20.00
WatchGuard AP420 and 1-yr Basic Wi-Fi	WGA42701	\$	10.00
Competitive Trade In to WatchGuard AP420 and 3-yr Total Wi-Fi	WGA42453	\$	40.00
Competitive Trade In to WatchGuard AP420 and 3-yr Secure Wi-Fi	WGA42513	\$	30.00
Competitive Trade In to WatchGuard AP420 and 3-yr Basic Wi-Fi	WGA42443	\$	15.00
Trade Up to WatchGuard AP420 and 3-yr Total Wi-Fi	WGA42483	\$	30.00
Trade Up to WatchGuard AP420 and 3-yr Secure Wi-Fi	WGA42493	\$	20.00
WatchGuard AP327X and 3-yr Total Wi-Fi	WGA37723	\$	35.00
WatchGuard AP327X and 1-yr Total Wi-Fi	WGA37721	\$	25.00
WatchGuard AP327X and 3-yr Secure Wi-Fi	WGA37733	\$	25.00
WatchGuard AP327X and 1-yr Secure Wi-Fi	WGA37731	\$	20.00
WatchGuard AP327X and 3-yr Basic Wi-Fi	WGA37703	\$	20.00
WatchGuard AP327X and 1-yr Basic Wi-Fi	WGA37701	\$	10.00
Competitive Trade In to WatchGuard AP327X and 3-yr Total Wi-Fi	WGA 37453	\$	30.00
Competitive Trade In to WatchGuard AP327X and 3-yr Secure Wi-Fi	WGA37513	\$	20.00
Competitive Trade In to WatchGuard AP327X and 3-yr Basic Wi-Fi	WGA37443	\$	15.00
Trade Up to WatchGuard AP327X and 3-yr Total Wi-Fi	WGA 37483	\$	25.00
Trade Up to WatchGuard AP327X and 3-yr Secure Wi-Fi	WGA 37493	\$	15.00
Trade Up to WatchGuard AP327X and 3-yr Basic Wi-Fi	WGA37403	\$	10.00

WatchGuard Access Points	Eligible SKU	Spiff Pa	ayout (USD)
WatchGuard AP325 and 3-yr Total Wi-Fi	WGA35723	\$	25.00
WatchGuard AP325 and 1-yr Total Wi-Fi	WGA35721	\$	15.00
WatchGuard AP325 and 3-yr Secure Wi-Fi	WGA35733	\$	20.00
WatchGuard AP325 and 1-yr Secure Wi-Fi	WGA35731	\$	15.00
WatchGuard AP325 and 3-yr Basic Wi-Fi	WGA35703	\$	20.00
WatchGuard AP325 and 1-yr Basic Wi-Fi	WGA35701	\$	10.00
Competitive Trade In to WatchGuard AP325 and 3-yr Total Wi-Fi	WGA35453	\$	25.00
Competitive Trade In to WatchGuard AP325 and 3-yr Secure Wi-Fi	WGA35513	\$	15.00
Competitive Trade In to WatchGuard AP325 and 3-yr Basic Wi-Fi	WGA35443	\$	15.00
Trade Up to WatchGuard AP325 and 3-yr Total Wi-Fi	WGA 35483	\$	20.00
Trade Up to WatchGuard AP325 and 3-yr Secure Wi-Fi	WGA 35493	\$	10.00
Trade Up to WatchGuard AP325 and 3-yr Basic Wi-Fi	WGA35403	\$	10.00
WatchGuard AP125 and 3-yr Total Wi-Fi	WGA 15723	\$	20.00
WatchGuard AP125 and 1-yr Total Wi-Fi	WGA 15721	\$	10.00
WatchGuard AP125 and 3-yr Secure Wi-Fi	WGA 15733	\$	10.00
WatchGuard AP125 and 1-yr Secure Wi-Fi	WGA 15731	\$	10.00
WatchGuard AP125 and 3-yr Basic Wi-Fi	WGA 15703	\$	10.00
WatchGuard AP125 and 1-yr Basic Wi-Fi	WGA 15701	\$	10.00
Competitive Trade In to WatchGuard AP125 and 3-yr Total Wi-Fi	WGA 15453	\$	20.00
Competitive Trade In to WatchGuard AP125 and 3-yr Secure Wi-Fi	WGA 15513	\$	15.00
Competitive Trade In to WatchGuard AP125 and 3-yr Basic Wi-Fi	WGA 15443	\$	10.00
Trade Up to WatchGuard AP125 and 3-yr Total Wi-Fi	WGA 15483	\$	15.00
Trade Up to WatchGuard AP125 and 3-yr Secure Wi-Fi	WGA 15493	\$	5.00

WatchGuard AuthPoint	Eligible SKU	Spiff Payout (USD)
WatchGuard AuthPoint - 3 years - 5 to 250 users	WGATH573	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 years - 251 to 1000 users	WGATH583	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 3 years - 1000+ users	WGATH593	\$ 1.00/user, paid end of quarter
WatchGuard AuthPoint - 1 year - 5 to 250 users	WGATH571	\$ .50/user, paid end of quarter
WatchGuard AuthPoint - 1 year - 251 to 1000 users	WGATH581	\$ .50/user, paid end of quarter
WatchGuard AuthPoint - 1 year - 1000+ users	WGATH591	\$ .50/user, paid end of quarter
Panda AD360 - NEW	Eligible SKU	Spiff Payout (USD)
Panda Adaptive Defense 360 - 1 Year - 1 to 50 licenses	WGAD3011	\$ 0.50/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 51 to 100 licenses	WGAD3021	\$ 0.50/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 101 to 500 licenses	WGAD3031	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 501 to 1000 licenses	WGAD3041	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 1001 to 3000 licenses	WGAD3051	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 3001 to 5000 licenses	WGAD3061	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 5001 to 10000 licenses	WGAD3071	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 1 Year - 10001 to 1000000 licenses	WGAD3081	\$ 1.00/user, paid end of quarte
Panda Adaptive Defense 360 - 3 Year - 1 to 50 licenses	WGAD3013	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 51 to 100 licenses	WGAD3023	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 101 to 500 licenses	WGAD3033	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 501 to 1000 licenses	WGAD3043	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 1001 to 3000 licenses	WGAD3053	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 3001 to 5000 licenses	WGAD3063	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 5001 to 10000 licenses	WGAD3073	\$ 2.00/user, paid end of quarter
Panda Adaptive Defense 360 - 3 Year - 10001 to 1000000 licenses	WGAD3083	\$ 2.00/user, paid end of quarter

