

DOCUMENT\* PRESENTED  
BY WICK HILL

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# GET FIRED UP ABOUT Q4 SALES

## Red Instead : It's Like Getting the Box for Free

One of our most popular promotions ever! Great deals are available on both XTM and XCS trade ups. Customers pay the cost of the subscriptions when they trade in a competitor's appliance for select 3-year XTM or XCS Bundles. It really is like getting the box for free! Visit [www.watchguard.com/red-instead](http://www.watchguard.com/red-instead) for a list of eligible WatchGuard appliances.

## Free Fireware Pro Upgrade

This quarter, when customers buy an XTM 2 or 5 Series Bundle, we'll throw in a Fireware Pro upgrade for FREE.

## High Availability Deals for XTM and XCS

Everybody understands that high availability is the key to maximum network uptime. Now XTM customers can have H/A when they purchase 2 hardware SKUs of the same model and receive up to 30% off when units are purchased as a pair on the same invoice. Includes a free upgrade to Fireware Pro for XTM 5 Series customers.

XCS customers can have high availability at a great price too, when they purchase 2 hardware SKUs of the same model and receive up to 30% off when purchased as a pair on the same invoice.

## XTM 8 Series Next-Generation Bundle

Promotional pricing on XTM 8 Series Next-Generation Firewall Bundles makes them one of the great deals of Q4.

Customers get next-generation firewall protection with Application Control, IPS, and LiveSecurity Plus for the cost of the base appliance!

## Special XCS Promotion

Customers get a SecureMail email encryption subscription FREE with the purchase or trade up of any XCS appliance. Plus, they get a free Virtual Quarantine Management Server when they purchase an XCS appliance.

## Learn and Earn Training Incentive!

When you attend a WatchGuard sales or technical training this quarter and pass the certification test, you have the option to order an NFR unit that could be free. Just sell at least one XTM 510 or XCS 170 or higher appliance within 60 days of NFR unit ship date and WatchGuard will credit you with the cost of the unit. Best way ever to get an NFR appliance!

To find out where the extra money is this quarter, visit [www.watchguard.com/securitypays](http://www.watchguard.com/securitypays)

**Get details on Q4 promotions at [www.watchguard.com/promos](http://www.watchguard.com/promos)**

All promotions good through December 31, 2011

