



WatchGuard Teams with ConnectWise

Provides Managed Security Service Providers (MSSPs) Interoperability with ConnectWise

Sydney – November 9, 2011 – WatchGuard Technologies, a global leader in business security solutions, today announced new interoperability features with ConnectWise PSA. As a result, MSSPs who utilise ConnectWise software can now easily and seamlessly track key parameters of WatchGuard UTM's as part of their MSSP service.

“Managed security service providers play an integral role in protecting small and midsize businesses who lack the IT staff or security expertise that larger organisations have in-house,” said Scott Robertson, Asia Pacific Vice President, Channels and Alliances, WatchGuard Technologies. “Given that WatchGuard is the de facto UTM industry leader for small and midsize businesses, it only makes sense that we extend our UTM functionality to the industry’s leading developer of business management solutions for IT service providers, VARs and MSSPs.”

The MSP Connector for ConnectWise centralises, manages and reports on key metrics from a variety of managed services tools and now WatchGuard's award-winning UTM security appliances. With this integration, MSSPs are empowered to fully automate their service offering, which results in greater efficiencies, better use of resources and ultimately higher revenues. The MSP Connector allows for easy integration of remote monitoring and management, backup and disaster recovery, help desk ticket integration, resource scheduling, service delivery, invoicing and reporting.

Malcolm Joesse, Managing Director of Sydney-based Hotline IT, said, “We are very happy to hear about this partnership between WatchGuard and ConnectWise. We have been dealing with both companies for many years and each have changed the way we do business. Their partnership will deliver a better way for us to service our clients and keep better track of their services and provide better reporting.”

WatchGuard UTM's – Ideal for MSSPs

WatchGuard provides MSSPs with a variety of UTM security solutions to best meet their customer environments and needs. With 14 UTM models to choose from, MSSPs can provide optimised network security for businesses with 5 to 5,000+ users. In addition to next-generation firewall and intrusion prevention capabilities, MSSPs can offer to add Application Control, Gateway Anti-virus, WebBlocker, spamBlocker and WatchGuard's context-aware, cloud-based security service, Reputation Enabled Defense.

Robertson concludes, “By providing interoperability with ConnectWise, WatchGuard instantly opens our UTM solutions to thousands of partners around the world. For customers, this means having the best management platform coupled with the best UTM security appliances that protect mission critical data, networks and applications.”

About WatchGuard Technologies, Inc.

Since 1996, WatchGuard Technologies, Inc. has been the advanced technology leader of business security solutions, providing mission-critical protection to hundreds of thousands of businesses worldwide. The WatchGuard family of wired and wireless unified threat management appliances, messaging, content security and SSL VPN remote access solutions provide extensible network, application and data protection, as well as unparalleled network visibility, management and control. WatchGuard products are backed by WatchGuard LiveSecurity Service, an innovative support, maintenance, and education program. WatchGuard is headquartered in Seattle and has offices serving North America, Europe, Asia Pacific, and Latin America. To learn more, visit <http://www.watchguard.com/>.