



WatchGuard Teams with Leader Systems to Launch Australia's First Pay-as-You-Go Subscription Service for Network Security Hardware and Services

New subscription route removes friction from partner purchasing and billing flows, maximises flexibility, scalability, and profitability

SYDNEY – June 15, 2020 – WatchGuard® Technologies, a global leader in network security and intelligence, secure Wi-Fi and multi-factor authentication, has teamed with Leader Systems to launch a zero upfront payment firewall subscription service in Australia. Available for both three-year and flexible monthly pay-as-you-go terms, the new industry first subscription service is available from a purpose-built marketplace on the Leader Systems website. It provides resellers and their customers with true purchasing flexibility, with the freedom to select a pricing model that best suits their business – whether that be traditional up-front purchases or monthly pay-as-you-go models. The pay-as-you-go subscription will be most appealing to resellers and their customers looking to avoid time-consuming, costly and manual processes for purchasing or leasing security solutions up front, and fixed-term contracts that limit scalability. It also eliminates up-front expenses and long-term commitments for hardware, and allows partners to suspend, activate, reassign and scale various security services as customer needs change and grow over time. “The launch of this new subscription service in Australia is perfect timing for many small to medium-sized businesses as it provides access in uncertain times to all the latest Firebox hardware functionality appliances with zero upfront costs, no long-term contracts and fixed monthly billing,” says Mark Sinclair, ANZ Regional Director, WatchGuard Technologies. “At the same time, Leader Systems are one of the few Microsoft Cloud Solution Providers in the country so it can now offer businesses a one stop shop for all their subscription licensing needs. “The combination of Leader Systems’ expert, national distribution and delivery with the WatchGuard subscription service will also be a winning formula for reseller success in signing on companies who might be suffering from cashflow issues in the months ahead yet require the best cyber security without the upfront cost of hardware to ensure their own business continuity.” Australian resellers are increasingly leveraging monthly, pay-as-you-go options for their customers, but because so few vendors and distributors offer compatible purchasing structures, they’re often faced with capital bottlenecks and cash flow issues. As a 100 per cent channel-focused company that’s dedicated to partner support and enablement, the new WatchGuard subscriptions offering is designed to further simplify, streamline and strengthen how the company’s partners do business with WatchGuard and meet their customers’ security needs. Theo Kristoris, Managing Director, Leader Systems, says, “Our aim is to help our resellers grow and be profitable and the WatchGuard subscription service is an affordable solution for end users at a time when businesses are looking at their cost base. At the same time, it will enable us to further drive agility, flexibility in the channel. The combination of our easy to use marketplace portal, nationwide warehousing infrastructure and WatchGuard licensing will allow us to automatically assign an appliance to a customer, provide fast delivery and unleash cash flow necessary for streamlined end user business operations” WatchGuard reseller partners can purchase pay-as-you-go subscriptions for tabletop and rackmount Fireboxes and desired security services (<https://www.watchguard.com/wgrd-products/security-services>) through the Leader Computers marketplace from June 10th 2020. Today’s announcement also coincides with the launch of release of new Firebox T Series tabletop firewall appliances from WatchGuard. WatchGuard’s new T20, T40 and T80 Fireboxes equip small, home and midsize office environments with the advanced performance required to support business-critical internet speeds and a broad range of enterprise-grade security services delivered in a compact form factor. “As internet speeds continue to increase and threat actors leverage sophisticated tactics to compromise networks and users, businesses can’t afford to compromise on security or performance,” said Brendan Patterson, vice president of product management at WatchGuard. “Small and midsize organisations without adequate security resources require the best of both worlds. With leading throughput levels, layered security services, zero-touch SD-WAN capabilities and many other benefits, our new line of tabletop security appliances provides just that.” About WatchGuard Technologies, Inc. WatchGuard® Technologies, Inc. is a global leader in network security, secure Wi-Fi, multi-factor authentication and network intelligence. The company’s award-winning products and services are trusted around the world by nearly 10,000 security resellers and service providers to protect more than 80,000 customers. WatchGuard’s mission is to make enterprise-grade security accessible to companies of all types and sizes through simplicity, making WatchGuard an ideal solution for midmarket businesses and distributed enterprises. The company is headquartered in Seattle, Washington, with offices throughout North America, Europe, Asia Pacific, and Latin America. To learn more, visit WatchGuard.com For additional information, promotions and updates, follow WatchGuard on Twitter: @ WatchGuard, on Facebook (<https://www.facebook.com/watchguardtechnologies>) or on the LinkedIn Company page (<https://www.linkedin.com/company/watchguard-technologies>). Also, visit our InfoSec blog, Secplicity, for real-time information about the latest threats and how to cope with them at: <http://www.secplicity.org>. 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