



WATCHGUARD® TRADE UP PROGRAM

By participating in the WatchGuard Trade Up Program, you ensure your network is protected by the very latest in security, reliability, and performance available without hurting your bottom line. The WatchGuard Trade Up Program is available to both current WatchGuard customers wishing to upgrade earlier generation products to our latest line of threat management solutions - or to customers of competing products ready to step up to the unmatched security and ease of use offered only by WatchGuard.

Details

Trade in an earlier generation WatchGuard appliance or any approved non-WatchGuard appliance-based security solution, and trade up to eligible new WatchGuard solutions at 25% off the standard purchase price.

To activate Trade Up products, the owner must simply retire the eligible earlier generation WatchGuard appliance already on his or her existing account, or certify the responsible disposal of a non-WatchGuard product. (In some cases, WatchGuard may request the non-WatchGuard product be returned to us in lieu of disposal.) By retiring a product it no longer will appear among your managed products; is not capable of upgrades, add-on activation or software downloads, and ownership cannot be transferred.

Not all devices are eligible for all Trade Up appliances. Specific eligibility details are outlined in the “Eligibility Chart” on page 2 and guidelines for non-WatchGuard devices are below.

How to Purchase WatchGuard Trade Up Products

If you have an eligible product you would like to Trade Up, simply purchase the unique Trade Up part number that corresponds to the desired available Trade Up product. WatchGuard products with unique Trade Up part numbers are available through any authorized WatchGuard Reseller. The 25% discount is built into the price so you see the savings instantly.

Activating Trade Up Products

With an earlier generation WatchGuard product - During activation of the Trade Up product you will be required to identify an eligible product on your account to be replaced. The specific device must be active in order to complete the activation of the Trade Up product.

(To verify that the device you wish to replace is active and registered to the correct account, log on to the same [LiveSecurity® account](#) you will use to activate a new Trade Up product. Under the “Manage Products” heading, go to “Your Products.”)

Once the eligible device has been identified, it will be retired and the new box will become active.

- Retired product will be removed from the customer’s LiveSecurity account
- Retired product will not be eligible for upgrades, support, or software updates
- Feature keys are not available for retired products
- Retired products cannot change ownership and should never be sold to another party

With a Non-WatchGuard device - Minimum requirements for approval require that a device be a network appliance dedicated to any (or any combination) of the following: firewall, VPN endpoint, URL content filter, spam filter, AV/IPS scanner, mail quarantine, and has an original retail value of at least two-thirds the discounted purchase price of the desired WatchGuard Trade Up device. Contact a WatchGuard Sales Representative for eligibility confirmation.

***IMPORTANT* – Further Action Required, See Next Page**

During activation, you will be prompted to identify the device by the manufacturer, model, and serial number. Once identified, and the terms and conditions of the program have been accepted, the new WatchGuard product will become active.

To complete activation while trading in a non-WatchGuard device, a [certificate of destruction](#) (COD) for that device must be completed and returned to WatchGuard within sixty (60) days of activation. The COD can be returned via fax to Attn: "WatchGuard Trade Up" at +1 206 299 3803, or in an email to tradeup@watchguard.com. The COD will certify that the competitive device used in the trade up has been destroyed and properly disposed of in accordance with local environmental standards.

WatchGuard reserves the right to deactivate the new Trade Up product if the COD for the appropriate comparable device is not received within sixty (60) days, or at any time if the Trade Up product is determined to have been activated in violation of any of the Trade Up Program's **Terms and Conditions**.

Eligibility Chart

Trade Up From	Trade Up To																			
	XTM 22/22-W	XTM 23/23-W	XTM 330	XTM 510	XTM 520	XTM 530	XTM 810	XTM 820	XTM 830/-F	XTM 1050	XCS 2050	XCS 170	XCS 370	XCS 570	XCS 770R	XCS 970	XCS 1170	SSL 100	SSL 560	
Firebox III 700, 1000, 2500, 4500			✓	✓	✓	✓	✓	✓									✓	✓		
V-Class V10	✓	✓	✓															✓	✓	
V-Class V60/V60L			✓	✓	✓													✓	✓	
V-Class V80, V100, V200			✓	✓	✓	✓	✓	✓										✓	✓	
SOHO, SOHO 6, SOHO 6tc	✓	✓	✓															✓	✓	
Edge X5, X15, X50	✓	✓	✓	✓	✓	✓												✓	✓	
Core X500, X700, X1000, X2500			✓	✓	✓	✓	✓	✓	✓									✓	✓	
Peak X5000, X6000, X8000			✓	✓	✓	✓	✓	✓	✓	✓								✓	✓	
Edge e-Series X10e, 20e, 55e	✓	✓	✓	✓	✓	✓												✓	✓	
Core e-Series X550e, X750e, X1250e			✓	✓	✓	✓	✓	✓												
Core e-Series X5500e, X6500e, X8500e/-F						✓	✓	✓	✓	✓										
Borderware MX-200											✓	✓	✓							
Borderware MX-400														✓						
Borderware BSP-360, 460, 560													✓	✓						
Borderware MX-800, BSP-860															✓	✓				
Borderware MX-1000, BSP-1060																✓				

TERMS AND CONDITIONS

General

1. WatchGuard® Technologies reserves the right to deactivate a Trade Up product at any time if found to be in violation of program guidelines.
2. Distributors or resellers found to be abusing the WatchGuard Trade-Up Program may face penalties from WatchGuard, which may include but are not limited to: termination of partnership status, loss of specific partnership benefits as deemed appropriate by WatchGuard, and/or exemption from participating in any or all WatchGuard promotions and/or programs that benefit partners and/or end users.
3. WatchGuard reserves the right to change or cancel any aspect of this program at any time.

Trade Up With WatchGuard Product

4. Trade-Up offer valid for Firebox® II, Firebox III, Firebox Vclass, Firebox SOHO, Firebox X Edge, Firebox X Core™, Firebox X Peak™, e-Series, and SSL products only.
5. For certain products Trade Up is restricted. Review “Eligibility Chart” for qualifications.
6. In order to be eligible for the Trade Up Program, the device being traded up must be activated in the same LiveSecurity account that the new Trade Up product will be activated in.
7. Device being traded up must not have been previously retired or otherwise deactivated prior to activation of new Trade Up product.
8. After successful activation of the Trade Up product, the device traded in will be retired and it will no longer appear among managed products, be capable of upgrades, add-on activation or software downloads, and ownership cannot be transferred.

Trade Up With Non-WatchGuard Device

9. For a non-WatchGuard device to be considered comparable and therefore eligible, its primary function must be one of the following: firewall, VPN endpoint, URL content filter, spam filter, AV/IPS scanner.
10. For a non-WatchGuard device to be considered comparable and therefore eligible, its current or original retail value must be at least one-third that of the Trade Up product’s purchase price.
11. Certificate of destruction (COD) must be completed and returned to WatchGuard within sixty (60) days following activation of new Trade Up product.
12. WatchGuard Technologies reserves the right to require non-WatchGuard appliances to be physically shipped to a WatchGuard representative in lieu of disposal in some situations.