



# **WatchGuard Training Partnerships**

**WatchGuard Certified Training Partners**

**WatchGuard Certified Trainers**

# Create a Training Partnership with WatchGuard

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As a leader among network security companies, WatchGuard has deployed nearly a million of its integrated, multi-function threat management appliances worldwide, to businesses that range from SMEs to large distributed enterprises. The WatchGuard Training Partnership is a mutually beneficial partnership between WatchGuard and our most highly qualified business partners. It offers you a low cost-of-entry opportunity to enhance your revenue stream by offering endorsed technical training courses to WatchGuard's customers. At a high level, partnership offers these benefits:

- Access to courseware for WatchGuard products at no cost
- The freedom to set your own your price for the training you offer (royalty-free)
- Ability to purchase select appliances or virtual appliances through the WatchGuard NFR (Not for Resale) program at greatly discounted prices
- Presence on the WatchGuard website as a WatchGuard Certified Training Partner, and the inclusion of your training events on a master technical training schedule posted on our website

In return, we will count on you as a source of high-quality technical training for our valued customers. We believe that a well-trained customer base is more likely to buy additional WatchGuard products, and to promote WatchGuard products in their own personal network of colleagues and friends.

## Types of Training Partnerships

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There are two ways to join the program. Please read these descriptions carefully to understand the best match for you:

[WatchGuard Certified Training Partner \(WCTP\)](#) — The WCTP program is for existing WatchGuard Distributors or Partners who are interested in providing training on WatchGuard products to our end users and Partner base.

[WatchGuard Certified Trainer](#) — The WatchGuard Certified Trainer program is for individuals seeking to provide WatchGuard product training on a consultant basis.

Click the links or continue reading to learn more about the requirements for each type of training partnership.

# WatchGuard Certified Training Partner (WCTP)

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The WCTP program is for existing WatchGuard Distributors or Partners who are interested in providing training on WatchGuard products to our end users and Partner base. WCTPs must:

- Obtain a recommendation from their WatchGuard Sales team
- Have an [adequate training facility](#), as described in this document
- If providing [virtual instructor-led training](#), meet the requirements described in this document
- Employ at least one [WatchGuard Certified Trainer](#)
- Use courseware and a defined class structure provided by WatchGuard in their classes
- Meet the [equipment requirements](#) stated in this document
- Comply with WatchGuard's [quality assurance/auditing](#) procedures
- Offer at least 5 days of training per quarter on WatchGuard products, subject to annual review. For example, you can offer one 3-day Fireware Essentials and one 2-day Network & Traffic Management class or two 3-day Fireware Essentials classes.

WCTPs are featured on the WatchGuard website, including links to class registration sites.

## WatchGuard Certified Trainer Program

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The WatchGuard Certified Trainer Program is for individuals seeking to provide WatchGuard product training on a consultant basis. Independent Certified Trainers are not affiliated with a WCTP and not featured on the WatchGuard website. They must notify WatchGuard in advance when they lead a technical training class and must comply with annual auditing procedures as described later in this document.

Click [here](#) or continue reading to learn how to become a Certified Trainer.

## Facility and Equipment Requirements

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To operate as a Training Partner, you must have adequate classroom space that includes some WatchGuard branding. The facility must also provide:

- One computer or VM per student + instructor
- Microsoft Windows desktop or server operating system for each computer
- Windows 2012 server with Hyper-V or VMware server installed (necessary for Dimension deployment)
- One WatchGuard Firebox (Firebox T30 or greater) or XTMv appliance per instructor, and an additional Firebox or XTMv for each student
- Internet connection from all student stations
- Adequate switch
- Adequate Ethernet to connect and configure equipment

- Digital projector and screen or screensharing software for virtual trainings
- Whiteboard or flip chart/pens

Although not necessary, it can also be helpful to have:

- DNS resolution
- WatchGuard AP device(s)
- Web, FTP, and mail servers
- Active Directory, RADIUS, and two-factor authentication servers

## Virtual Instructor-Led Training (VILT)

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At WatchGuard, we provide most of our Partner training sessions using a combination of a webinar, combined with a cloud-based virtual network environment that enables our students to work hands-on with WatchGuard products, under the guidance of a trainer, with no travel required. We fully support any Training Partner interested in providing this type of training to WatchGuard customers, as long as the specific class setup is vetted through a WatchGuard corporate trainer. To provide VILT, a Training Partner must license the technology to set up virtual network environments for each student that allows instructor supervision during class. WatchGuard does not approve of technical training being provided by teleconferencing alone.

The Training Partner must also provide:

- 1 Gateway Firebox to manage the external connection for all of your students' Fireboxes
- Virtual or physical workstations (Windows 7/8/10) for each student
- 1 Firebox for each student VM you create
- 1 VM (Windows) for the trainer to lead the class
- 1 Windows server if you want to incorporate RADIUS or Active Directory authentication
- 1 Dimension instance installed
- A teleconferencing tool for students to view the virtual training, such as GoToMeeting, WebEx, Skype for Business, etc.

If you have questions about VILT training, please contact the WatchGuard Training Team directly.

## WatchGuard Not for Resale (NFR) Appliance Program

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This program is available to all training partners who have met and maintain the training partner program requirements. Each training partner can purchase multiple Firebox appliances when the products are used to educate customers within a training environment. These products can be purchased at a substantial discount and include WatchGuard Support and security services subscriptions. We strongly encourage all training partners to participate in the NFR program.

# Quality Assurance/Auditing Requirements

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All training partners must share their WatchGuard class schedule with us in advance of a scheduled class. We must receive your training schedule on a quarterly basis, due by the last week of the previous quarter. We must be notified of all class cancellations and schedule changes.

Within 10 days after a class, we require that you email us a class attendance list (including student names, organizations, and email addresses) for each WatchGuard training class held so that we can conduct training satisfaction surveys with your students.

We reserve the right to audit your classes at any time. This means that, without notice, a WatchGuard representative could attend all or part of any of your training classes. We also reserve the right to request that you record all or some of a training class and submit it to us. We will provide feedback on any auditing session to the local WatchGuard Sales team and to you.

## How to Become a Certified Trainer

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To become a WatchGuard Certified Trainer you must:

1. Achieve competence with Fireware and the WatchGuard Firebox.
2. Attend a Fireware Essentials class led in person or via VILT by a WatchGuard corporate trainer.
3. Attain and maintain current Fireware Essentials and Network & Traffic Management certification.
4. Attend and pass *Train the Trainer* program training, provided by a WatchGuard corporate trainer.

When these requirements are met, you are certified to teach the Fireware Essentials class only. To teach additional classes, including Network & Traffic Management, you must also:

5. Schedule a phone call with a WatchGuard corporate trainer to assure your competency with the material.
6. Achieve and maintain current certification for the additional class, if available.

Train the Trainer program classes will be offered at WatchGuard's corporate office in Seattle, in Den Haag, and in APAC (location TBD).

WatchGuard reserves the right to withdraw Certified Trainer status upon notice to the trainer at any time.

# How Do I Get Started?

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If you are interested in establishing a training partnership with WatchGuard, here's what you can expect:

1. Talk to your WatchGuard Sales representative. They will be happy to review this document with you to see if you meet initial requirements, and will contact the WatchGuard Training Department.
2. Identify a Trainer candidate.
3. Request the *Acknowledgement and Compliance Agreement* and *Contact Information Form* from [trainers@watchguard.com](mailto:trainers@watchguard.com). Sign and return both documents to WatchGuard to indicate that you comply with all training requirements described in this document.