The WatchGuard Unified Security Platform

Evolving Your MSP Security Practice

WatchGuard®

IT'S TIME FOR A NEW APPROACH

WatchGuard's Unified Security Platform is uniquely designed to support the growing popularity of managed security services in addition to self-managed deployments. It re-envisions the modern security platform as unified, simplified, powerful, comprehensive, automated, intelligent, transparent, and purposefully aligned to today's service delivery models.

Our Unified Security Platform replaces the old patchwork security approach that has led to rising management burdens and diminished protection against current and evolved future threats. The five platform elements come together to elevate and harmonize the security delivery experience.

IT'S TIME FOR A NEW VISION

At WatchGuard, we see a future where cybersecurity technology is as powerful as it is simple to use. We know that to best empower you with outstanding security, we also need to empower your team with technology optimized for professional service delivery. This complete vision ensures that you get the best security, no matter how you choose to deploy it.

IT'S TIME FOR WATCHGUARD

You have a substantial growth opportunity to unlock with security that is effective at scale and ready to tackle the sophisticated threat landscape of tomorrow. To capitalize, you need to choose the right technology partner, one that offers a single source for all the cybersecurity services and a platform that improves security efficacy and delivery. At WatchGuard, we do things differently, and we've designed our Unified Security Platform to best serve you now and in the future.

"Disconnected security is not just difficult to manage; it makes identifying threats and vulnerabilities nearly impossible. WatchGuard's Unified Security Platform™ helps businesses elevate and expand their security while reducing overhead and simplifying risk mitigation through user-focused security approaches."

~ Tom Ruffolo

UNIFY TO SIMPLIFY

Cybersecurity can be complex, and the technology required to keep up with cybercriminals will only get more sophisticated. Unifying security is about taking all of these technologies and offering them in a platform that is easy to consume for businesses without dedicated security teams. It is about providing the tools and resources that make management simple while still delivering the level of security your organization requires – both for today and tomorrow. WatchGuard is dedicated to this mission. Everything we do starts with how we are going to provide the smartest security in the simplest way.

Lack of a unified cybersecurity strategy is the #1 reason organizations fall victim to a ransomware attack.
~ Powered by Pulse

THE WATCHGUARD UNIFIED SECURITY PLATFORM

Today's business ecosystem relies on Internet access across multiple types of IT environments and locations, each presenting its challenges in cybersecurity. Whether you are protecting physical or virtual infrastructures, users, the network, endpoints, or Wi-Fi environments in one location or spanning multiple offices, the Unified Security Platform enables you to manage security across your entire business effectively.

95% of MSPs believe their team is losing productivity hopping between multiple management interfaces to manage security for a single client.

~ Powered by Pulse

COMPREHENSIVE SECURITY
WatchGuard's comprehensive portfolio breaks the Cyber Kill Chain at each level. Stop the attempted discovery and exploitation of vulnerable systems, phishing, ransomware, intrusions, and advanced malware across all of your users, environments, and devices.

CLARITY AND CONTROL
WatchGuard Cloud is the centralized management reporting and visibility interface for the entire Unified Security Platform, giving tech teams a single-pane-of-glass for end-to-end security management of their entire WatchGuard security stack.

WatchGuard's Unified Security Platform™

OPERATIONAL ALIGNMENT
Security that works for your business with three key purchasing options for partners, including fixed-term pre-pay, fixed-term pay-as-you-go, and zero commitment pay-as-you-go. Easily integrate WatchGuard into your ecosystem with RESTful APIs across the platform.

SHARED KNOWLEDGE
No matter how advanced the tech, deploying security layers in isolation risks that an attacker will slip through the cracks. With correlation and a strong identity framework delivered from a single platform, you can close gaps in visibility and bring light to security shadows.

AUTOMATION
Automation is at the heart of WatchGuard's Unified Security Platform, speeding up processes, killing threats, and empowering IT teams to do more in less time. WatchGuard's Automation Core creates a zero-touch security feedback loop and accelerates business-driven security management.

COMPREHENSIVE SECURITY

In a world where the cybersecurity landscape is constantly evolving and new threats emerge each day, WatchGuard makes enterprise-grade cybersecurity technology accessible for every company. Effective protection against today's vast number of evolving threats requires multiple services working intelligently together. With industry-leading network and endpoint security, secure WiFi, multi-factor authentication, and network intelligence products and services, WatchGuard enables more than 250,000 organizations around the globe to protect their most important assets.
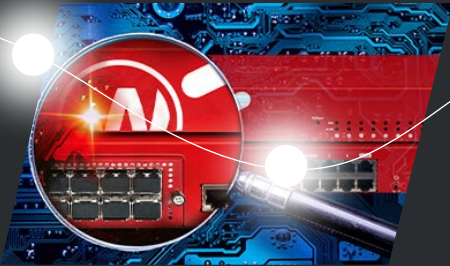
Network Security

WatchGuard offers a wide variety of network security solutions including tabletops and 1U rack-mounted appliances, to Cloud and virtual firewalls. The Firebox supports a host of critical security services including standard IPS, URL filtering, Gateway AV, application control, and antispam, to services for combating advanced threats such as file sandboxing, DNS filtering, and more. High-performance Deep Packet Inspection (DPI) means the entire stack of WatchGuard services can be brought to bear on attacks attempting to hide in encrypted channels, like HTTPS. What's more, every Firebox offers SD-WAN right out of the box for improved network resiliency and performance.

Multi-Factor Authentication

WatchGuard's AuthPoint service is the right solution at the right time to provide effective authentication on an easy-to-use Cloud platform. MFA provides the strongest approach to user identification – requiring them to supply information they know, with information provided on something they have, to positively identify a specific person. With a simple push notification, the AuthPoint mobile app makes each login attempt visible, allowing the user to accept or block access right from their smartphone.

Secure Wi-Fi

WatchGuard's Secure Wi-Fi Solution, a true game-changer in today's market, is engineered to provide a safe, protected airspace for Wi-Fi environments, while eliminating administrative headaches and greatly reducing costs. With expansive engagement tools and visibility into business analytics, it delivers the competitive advantage businesses need to succeed.

Endpoint Security

WatchGuard Endpoint Security includes a wide range of extensible solutions to stop breaches, data theft, and cyberattacks. Our Cloud-based platform integrates the technology, intelligence and expertise to deliver advanced prevention, detection, containment and response capabilities via a lightweight agent. Get protection across the entire threat lifecycle by adding products like DNSWatchGO for endpoint DNS-level protection in the same offering.

TrustRadius

Don't take our Word for It!   Reviews from Trust Radius >

CLARITY AND CONTROL

WatchGuard Cloud is the centralized management and visibility interface for the entire Unified Security Platform. As the central authority for organizational security policy management, dissemination, and enforcement, WatchGuard Cloud allows you to seamlessly manage and report on your entire WatchGuard deployment without logging into disparate systems.

91% of MSPs believe Cloud-based solutions and a single pane of glass are required to productize services.
~ Pulse

Security You Can See

Easily identify actionable security trends, monitor security service efficacy, and quickly generate business, compliance, and security reports with stunning visualization tools right from WatchGuard Cloud. View important user information to understand security patterns and identify any potential risks. Choose from over 100 comprehensive reports and dashboards, with the ability to schedule reports for email delivery to key stakeholders – from C-level executives and IT directors, network managers, and security analysts to HR and department managers.

Universal Policy Management

Designed for operational efficiency, policy creation and dissemination is a breeze with WatchGuard Cloud. Create policy templates for easy and repeatable deployment across many clients. Configure authentication policies to specify which resources users can authenticate to and which authentication methods they must use. Create and apply endpoint security policies for thousands of computers in seconds. Automate response, minimize alerts, and facilitate containment of infected devices, all from WatchGuard Cloud.

Instantly Distill Oceans of Log Data

If you can't see what's happening in every corner of your IT infrastructure, you're suffering from blind spots that pose a massive security risk. WatchGuard gives you complete visibility across your network by integrating world-class visualization services into each product, enabling you to see the big picture with over 100 dashboards and reports, as well as the ability to drill down for granular details at the log level.

Leverage Real-Time Monitoring

Mitigate risks through proactive monitoring of potential security vulnerabilities and network efficiency issues while ensuring the effectiveness of security policies. Using a suite of interactive dashboards that deliver real-time data in easy-to-consume visuals, you can quickly identify areas of concern with the ability to filter and pivot data to reveal richer details, see how traffic is flowing through your network, which applications and users are consuming the most bandwidth, and much more.

Generate Comprehensive Reports

Get access to a wide range of reports that provide both summary and detailed information on policy usage, compliance demonstration, network, and web traffic, security services, engagement and user analytics, and device statistics. Reports can be accessed at any time and scheduled to be auto-delivered for both preventative and corrective actions.
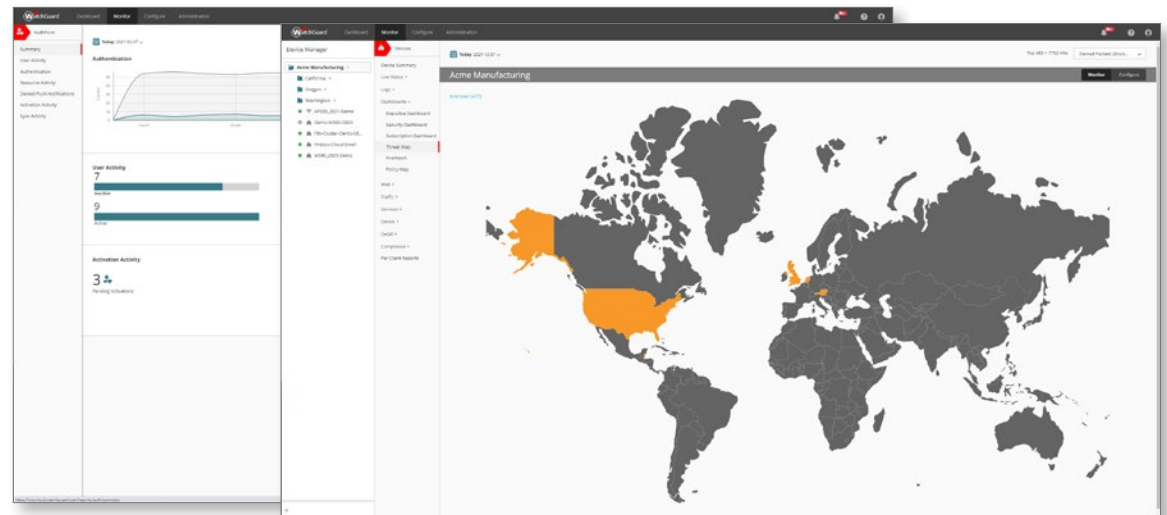
SHARED KNOWLEDGE

The knowledge-sharing capabilities of the WatchGuard Unified Security Platform improve security posture against targeted threats, reduce time to detection from months to minutes, and reduce the threat of zero-days and evasive malware.

Only 19% of MSPs expect a unified security platform can share security insights across products and automate response to incidents.
~ Pulse

The Power of Correlation

As an integrated platform for delivering extended detection and response (XDR) across environments, users, and devices, ThreatSync watches over the entire Unified Security Platform, so you can catch the bad guys in the act and stop them in their tracks. Using the Cloud to share telemetry, endpoints become aware of attacks against the network, and firewalls have visibility into attacks against endpoints, even while roaming.

ThreatSync automatically correlates indicators across your security stack and issues a definitive threat score to sound the alarm. Linking telemetry across the network, users, endpoints, and applications exposes threats hiding in security shadows so you can respond faster. With a threat identified, ThreatSync snaps into action to isolate the infected endpoint, ensnaring the malware until remediation is performed and preventing a breakout to other parts of your network.

Identity Framework

With the Identity Framework, the Unified Security Platform introduces verified identity as a factor in every security analysis and improves identity management with flexible rules to configure users and devices based on risk. With the Identity Framework, you can grant access based on a user's role or group assignments. For example, is the user in marketing, sales, engineering, or finance? Are they an employee, partner, or customer?

Perfect for Zero-Trust Networks

Zero-trust network approaches consider endpoint telemetry and user risk before permitting access to the network via VPN and prevent a compromised endpoint from introducing malware and intrusions to the broader environment. This "never trust, always verify" approach to security is highly effective for distributed security teams. In the Unified Security Platform, zero-trust policies encompass device, application, and identity verification and enforcement. This allows IT teams to apply micro-segmentation to limit the opportunity for insider threats, network infiltration, and lateral movement across your network.

OPERATIONAL ALIGNMENT

The WatchGuard Unified Security Platform is a true force multiplier for IT teams. It makes operational ease possible by integrating the WatchGuard Firebox with WatchGuard's authentication, endpoint security, and Wi-Fi solutions to enable comprehensive, multi-layered protection. No matter how you deliver your service agreements to clients, including weighted up-front or evenly distributed across a recurring billing cycle, we provide flexible options for you to purchase products and services through WatchGuard FlexPay to best fit your business model. This includes fixed-term pre-pay, fixed-term pay-as-you-go, and zero commitment pay-as-you-go.

96% of MSPs are currently in the process of consolidating vendors or planning to start the process in 2022.
~ Pulse

PSAs and RMMs

We have partnered with the leading professional service automation (PSA) and remote monitoring management (RMM) providers to deliver out-of-the-box integrations that can be configured in minutes. These integrations include service ticketing automation, synchronization of asset information between platforms, automated reports derived from WatchGuard data, and the ability to push configuration changes and monitor security events using standard SNMP and Syslog protocols.

Interoperability Across Your Applications

We also constantly develop tight integrations with leading Cloud applications, security information event management (SIEM), authentication providers, Cloud access security brokers (CASB), vulnerability assessments, SD-WAN services, VoIP providers, and much more. These integrations increase interoperability in your IT stack and your clients' environments, extending stronger security, simplifying deployments, and streamlining ongoing management across applications. Create a portfolio offering that extends across multiple IT categories, and then deliver it as one tightly integrated managed service offering.

Product Integrations for Smarter Security

WatchGuard partners with industry-leading technology companies to develop tight integrations for more robust security, easier deployments, and better interoperability in your IT environments. From authentication products and service management platforms to visibility solutions and Cloud services, WatchGuard has you covered, and we continually partner with new companies to offer the most desired and innovative integrations. Each integration is verified and documented with an integration guide for step-by-step configuration.

AUTOMATION TO THE CORE

WatchGuard's unique Automation Core creates a zero-touch security feedback loop and accelerates business-driven security management. The Automation Core makes it possible to seamlessly extend security capabilities to every computing environment where your business operates. It defines an intelligent, autonomous perimeter extending from the LAN to the Cloud, and ultimately the endpoint to deliver continuous, integrated protection for your business. An Automation Core ensures secure user access to essential resources, blocks advanced threats from entering your network, keeps endpoints free of malware, and optimizes network performance while requiring minimal interaction from your IT team.

It takes a midsize business an average of 800 days to detect a breach.
*~ Verizon Data Breach Report*

Security Efficacy

- Last year, the average Firebox blocked roughly 2,000 malware files, nearly 70% of which was hidden in encrypted web traffic. Each device blocked a further 300 network attacks on average.

- High-performance HTTPS inspection on the Firebox uncovers malware hiding in encrypted traffic, typically accounting for over 50% of all malware threats a business may face.

- In the most recent NSS Labs test, WatchGuard was one of just two firewall platforms with ZERO missed evasions. WatchGuard has achieved the Recommended rating three years running.

- Our Zero-Trust Application Service automatically classifies executables by analyzing suspicious processes and applications using proprietary machine-learning algorithms to distinguish between goodware or malware.

Extensibility

- Protect your users from phishing, malware, and ransomware, on- and off-network.

- Isolate endpoints and remediate threats anywhere in the world.

- Control access to assets, accounts, and information with integrated multi-factor authentication and SSO for centralized access to Cloud-hosted applications and internal resources via RDP and SSH.

- Seamlessly apply granular policies to users and devices as they transition in and out of the network.

- Use Data Control to discover, classify, audit, and monitor unstructured personal data stored on endpoints.

Higher IT Staff Utilization

- Avoid searching through logs for time-sensitive answers on usage and anomalies and save hundreds of hours with powerful cross-platform visibility tools.

- Reduce the time and cost of firewall device set-up and configuration by 99%.

- Use Data Control to discover, classify, audit, and monitor unstructured personal data stored on endpoints.

- Centrally manage updates and patches for operating systems, third-party applications, and unsupported (EOL) software programs with Patch Management.

- Roll out MFA for your organization with fast deployment guided by wizards, which will simplify your configuration efforts.

- Stay on top of compromised email accounts that have been exposed in public data breaches with the Dark Web Scan tool.
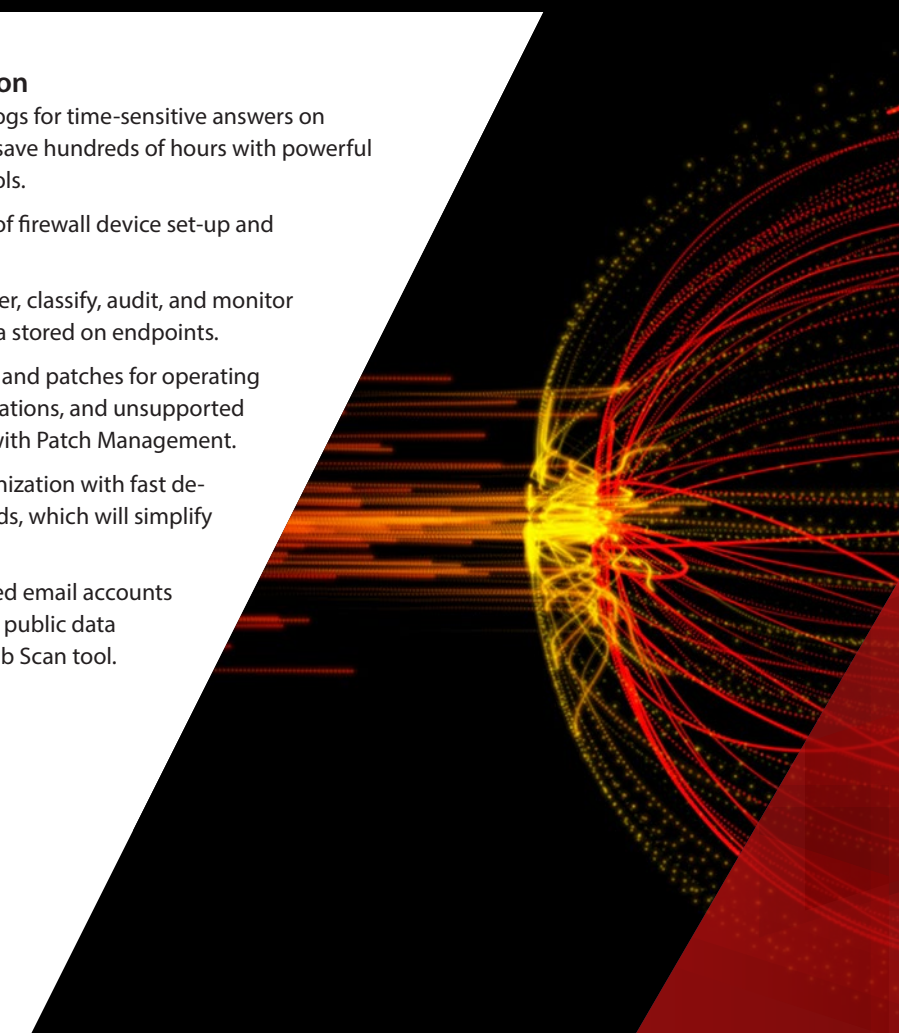
A Profitable Platform for Every Delivery Model

Whether your practice provides total business IT services, solves specific challenges, or resells products and services, the Unified Security Platform can save you time, money, and headache in security delivery. Unified Security Platform is designed to help MSPs elevate and expand their security offering.

1 Sales & Client Onboarding
- Add-on or upsell security with out-of-the-box integrations with industry-leading technology platforms
- Onboard any number of clients with a multi-tier, multi-tenant architecture
- Ensure separation of data between tenants

2 Delivery & Deployment
- Pre-configure and deploy from the Cloud – no need to send staff onsite!
- Easy software and device licenses management
- Templates make deploying things right the first time a snap!
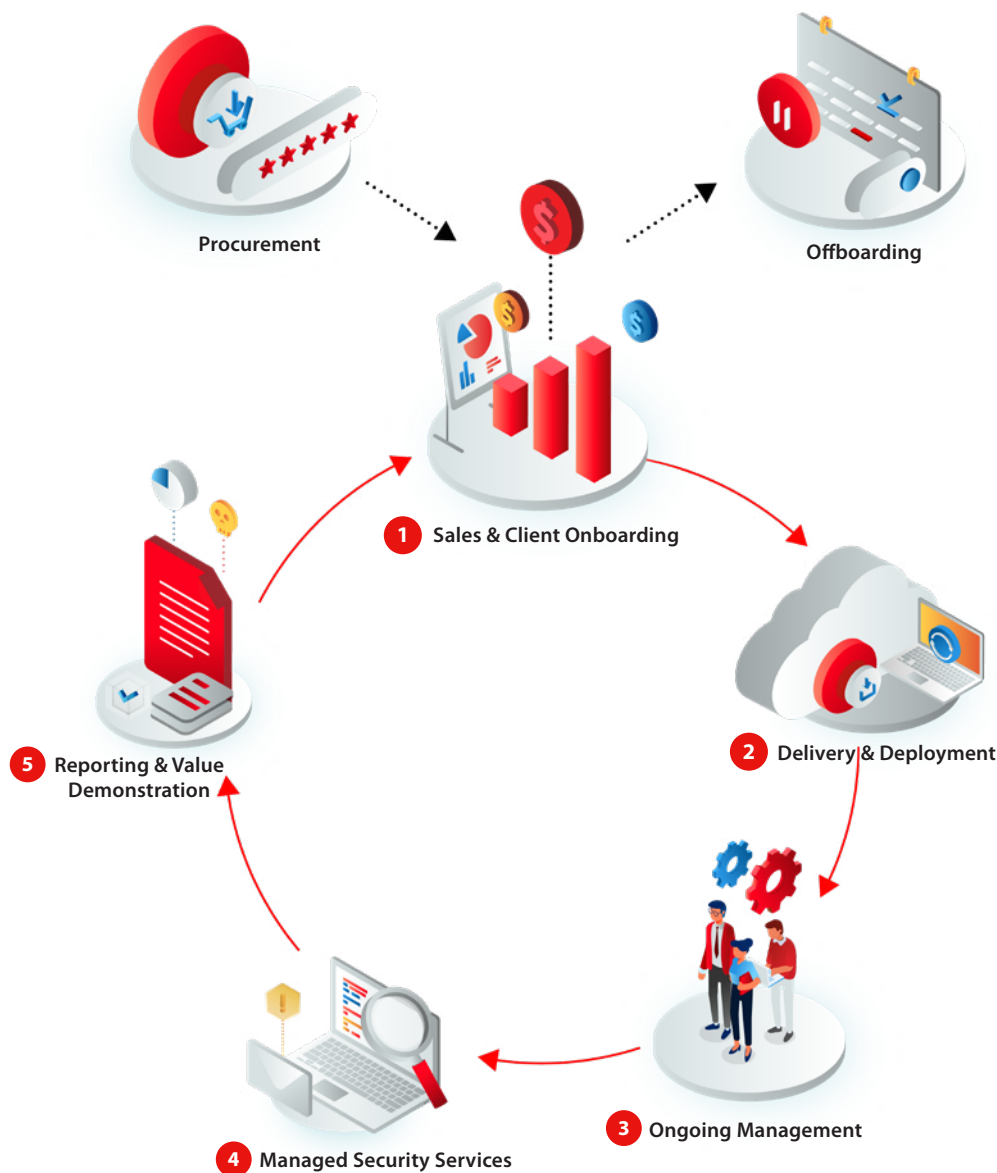
3 Ongoing Management
- Empower your team with centralized management
- Eliminate manual tasks with the Automation Core
- Or manage the WatchGuard stack in the RMM and PSA tools you use already

4 Managed Security Services
- ThreatSync makes it easy to offer end-to-end MDR with automated telemetry correlation, threat scoring, and response across the stack.

5 Reporting & Value Demonstration
- Pre-scheduled or ad hoc reports are easy to set up for delivery to key client stakeholders for QBRs on topics ranging from threat trends, dark web exposure, bandwidth usage, compliance status, and much, much more.

Procurement

Offboarding

1 Sales & Client Onboarding

5 Reporting & Value Demonstration

2 Delivery & Deployment

3 Ongoing Management

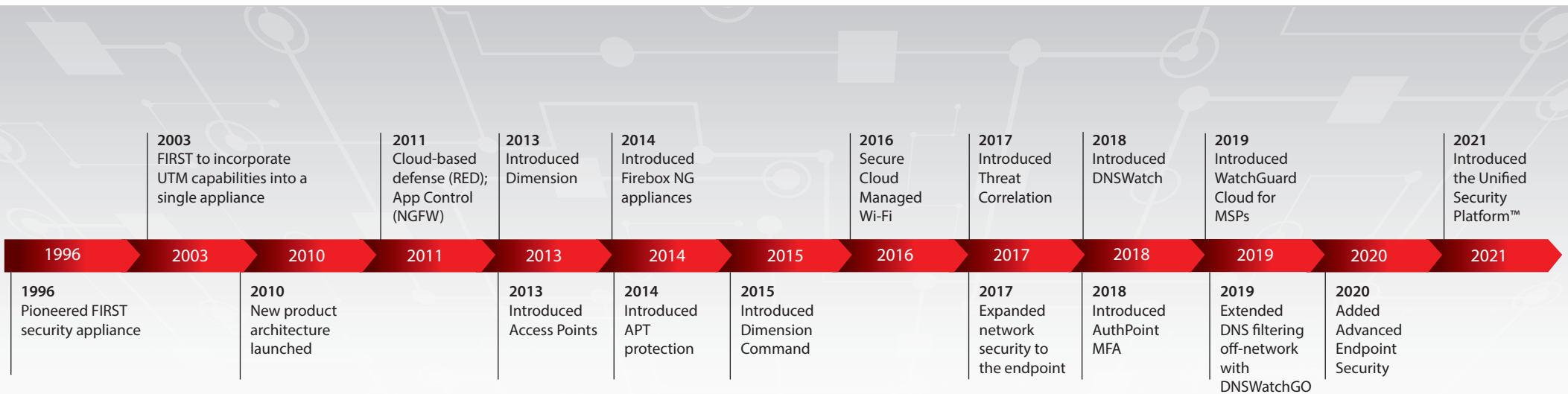**4** Managed Security Services

Procurement
Our MSP Points system means you can purchase points upfront and apply them to WatchGuard solutions as needed. You can even stack purchases to ensure you get the absolute best price.

Offboarding
Losing a client is never easy, but you can quickly enable or disable security services to meet evolving customer needs with WatchGuard. With the month-to-month option, you can even pause, or cancel and return, leased hardware to WatchGuard anytime as needed.

A Pioneer in Cybersecurity for 25 Years

For 25 years, WatchGuard has been a pioneer in developing cutting-edge cybersecurity technology and delivering it as an easy-to-deploy and easy-to-manage solution. With industry-leading network security, secure Wi-Fi, multi-factor authentication, advanced endpoint security, and network intelligence products and services, WatchGuard enables more than 250,000 customers from around the globe to protect their most essential assets in a world where the cybersecurity landscape is constantly evolving with new threats emerging each day.

2003
FIRST to incorporate UTM capabilities into a single appliance

2011
Cloud-based defense (RED); App Control (NGFW)

2013
Introduced Dimension

2014
Introduced Firebox NG appliances

2016
Secure Cloud Managed Wi-Fi

2017
Introduced Threat Correlation

2018
Introduced DNSWatch

2019
Introduced WatchGuard Cloud for MSPs

2021
Introduced the Unified Security Platform™

| 1996 | 2003 | 2010 | 2011 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |

1996
Pioneered FIRST security appliance

2010
New product architecture launched

2013
Introduced Access Points

2014
Introduced APT protection

2015
Introduced Dimension Command

2017
Expanded network security to the endpoint

2018
Introduced AuthPoint MFA

2019
Extended DNS filtering off-network with DNSWatchGO

2020
Added Advanced Endpoint Security
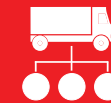
Founded in 1996

Headquarters: Seattle, WA

7 Operations Centers and Direct Presence in 21 Countries

1,200 Employees

250K+ Customers

100+ Distributors

16,000+ Active Resellers

Enterprise-Grade Success

WatchGuard has proven our ability to out-innovate competition by adding new security services, thus elevating the value to end-customers and partners. Whether it is bringing to market a completely new solution like AuthPoint, acquiring a leading solution like Endpoint Security, adding another security tool (like APT Blocker for sand-boxing) to an existing solution, or upgrading a current service like Gateway Antivirus, WatchGuard makes sure our partners and customers have the quickest access to the products and services they need most.

100% Channel, 100% of the Time

Not all channel partner programs are created equal. You need a partnership that provides the flexibility to adapt to your unique business model and go-to-market strategy. You need a partnership that is simple to understand and easy to leverage. You need a partnership that truly values your business.

At WatchGuard, we have built a channel program unlike any other. Every deal made, every product sold, and every new customer gained is a win for both of us. WatchGuard is 100 percent channel-focused, as we have been for over 20 years. Our entire organization is structured around your success, including how we design and develop products, package and sell services, and enable your business. Welcome to the big leagues in channel development.

Profitability to the Core
WatchGuardONE is all about your profitability. Gain front-end discounts, back-end rebates, deal registration, co-op funds, MDF, SPIFF programs, and more! We challenge you to find a more lucrative program.

The More You Learn, the More You Can Earn
WatchGuardONE values your time and effort as a security partner. Unlike typical revenue-based programs in the IT channel, our technology partner program is designed to reward your engagement with WatchGuard and the solutions we offer together. Through our unique WatchGuardONE specializations, the greater time and effort you invest into WatchGuardONE, the more significant discounts you can earn.

No Matter Your Business Model
No matter your company size and no matter your go-to-market strategy, the WatchGuard partnership values your business. Our channel community includes some of the world's most diverse IT solution providers, including resellers, VARs, consultants, system integrators, MSPs, MSSPs, and the many varying hybrid models in between. We also offer product-specific specializations in Network Security, Secure Wi-Fi, Multi-Factor Authentication, and Endpoint Security, enabling you to create a personalized partner experience that caters to the products and services you focus on as a business. Receive greater recognition and incentives for widespread adoption of WatchGuard's cybersecurity platform.

A Dedicated Partner
As a WatchGuardONE Partner, you are assigned a dedicated account management team to help find opportunities and grow your business, can leverage flexible pricing options, receive a full suite of channel enablement tools and resources, have priority access to our award-winning technical support team, and a whole lot more!

The WatchGuard Portfolio

Network Security

WatchGuard Network Security solutions are designed from the ground up to be easy to deploy, use, and manage – in addition to providing the strongest security possible. Our unique approach to network security focuses on bringing best-in-class, enterprise-grade security to any organization, regardless of size or technical expertise.

Secure Wi-Fi

WatchGuard's Secure Wi-Fi solutions, true game-changers in today's market, are engineered to provide a safe, protected airspace for Wi-Fi environments, while eliminating administrative headaches and greatly reducing costs. With expansive engagement tools and visibility into business analytics, it delivers the competitive advantage businesses need to succeed.
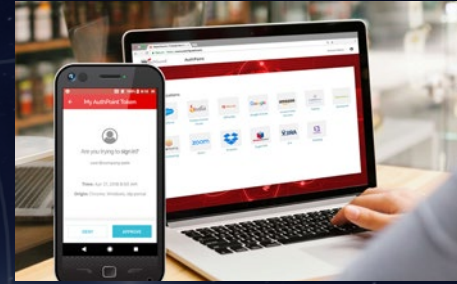
Multi-Factor Authentication

WatchGuard AuthPoint® is the right solution to address the password-driven security gap with multi-factor authentication on an easy-to-use Cloud platform. WatchGuard's unique approach adds the "mobile phone DNA" as an identifying factor to ensure that only the correct individual is granted access to sensitive networks and Cloud applications.

Endpoint Security

WatchGuard Endpoint Security is a Cloud-native, advanced endpoint security portfolio that protects businesses of any kind from present and future cyberattacks. Its flagship solution, WatchGuard EPDR, powered by artificial intelligence, immediately improves the security posture of organizations. It combines endpoint protection (EPP) and detection and response (EDR) capabilities with zero-trust application and threat hunting services.

About WatchGuard

WatchGuard® Technologies, Inc. is a global leader in network security, endpoint security, secure Wi-Fi, multi-factor authentication, and network intelligence. The company's award-winning products and services are trusted around the world by more than18,000 security resellers and service providers to protect more than 250,000 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.